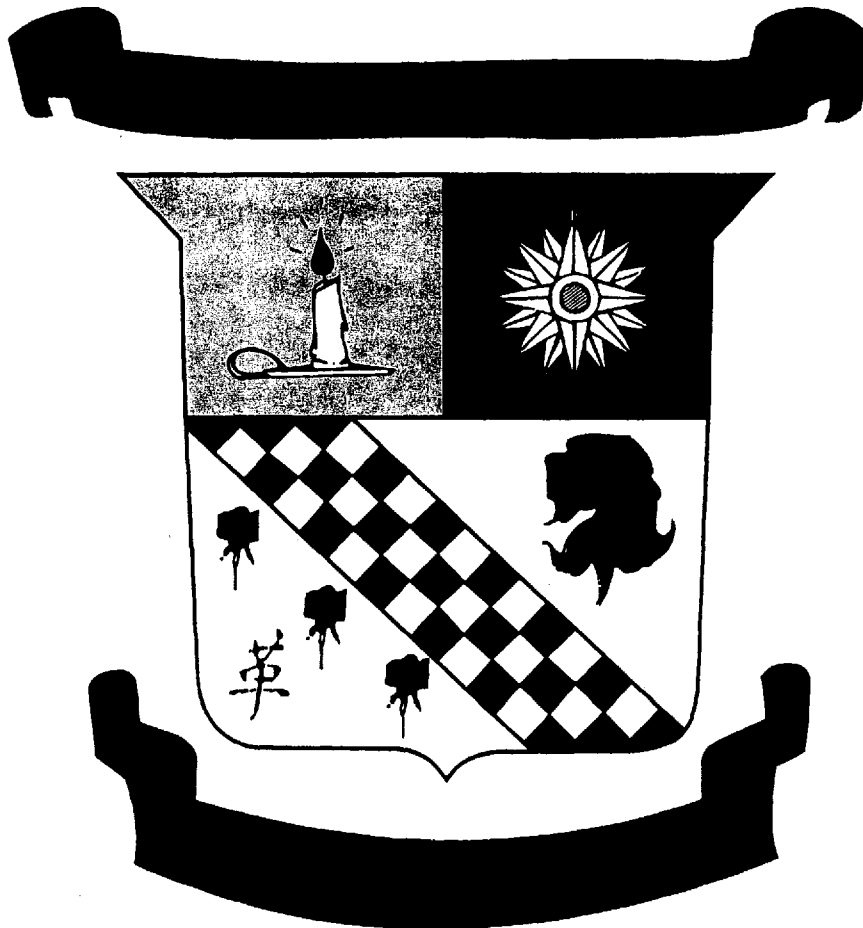


Open Source Intelligence: **READER**



Proceedings, Volume II

6th International Conference & Exhibit

**"Global Security & Global Competitiveness:
Open Source Solutions"**

2-5 September 1997 -- Washington, D.C.

The Coat of Arms

The over-all theme of the shield reflects a commitment to the establishment of "ground truth" in support of the international community.

In the upper left quadrant is the candle and saucer of knowledge, on a gold field. The upper right quadrant is the compass rose on a blue field. The gold field represents the utility of open sources as a vehicle for "shedding light" on national security and national competitiveness issues in much broader terms than traditionally understood. In particular, open sources can "shed light" on non-traditional topics for which existing national intelligence capabilities are unsuited. The blue field emphasizes the importance of the maritime heritage in navigating uncharted waters, and of the environment.

The lower half, divided from upper left to lower right by a "checkerboard" pattern representative of The Great Game, contains three roses with thorns and the Chinese symbol for revolution ("fire in the lake") on the left, and the red lion on the right. The roses and their thorns represent the opportunities as well as the dangers associated with intelligence support to policy initiatives in each of the three "worlds" - the First World and its allies, the Second World including Russia and the Balkans, and the Third World, with its very broad range of nations and problems. The character for revolution symbolizes not only the revolution in relationships between elements of the three worlds, but also the revolution in the processes and priorities of strategic as well as tactical intelligence, and the forthcoming revolution in the relationship between the intelligence and the information communities, and between the producers and consumers of intelligence. The red lion symbolizes the role of power projection as the *raison d'être* for intelligence--actionable intelligence.

The motto, "E VERITATE POTENS" ("From Truth, Power" or literally, "one is made powerful through truth") reflects the belief that power applied with knowledge, and tools of power developed in the context of specific threats, will be more successful and less costly to the Nation than power applied blindly, or capabilities designed and funded without reference to the actual threat or circumstances. As we all strive to redefine national security and improve national competitiveness, open sources will play an extraordinarily important role in nurturing both a sense of security and the reality of prosperity for the community of nations, tribes, enterprises, and citizens.

APPRECIATION

This *READER* is dedicated to the individuals, most in the private sector but many also in government, who have spoken at, written for, or attended one or more of the annual international conferences sponsored by OSS Inc. since 1992.

A single individual can certainly make a difference, however painful it may be professionally or personally to go against the tide, but without the critical mass represented by the aggregate brilliance and insight and energy and persistence of the individuals who have been speakers, writers, listeners, and networkers at the conferences to date, we would not have the informal community and informal consensus we have today.

Over seventeen national intelligence agencies have made serious attempts to enhance their access to open sources since 1992, and all have failed in the strategic sense, despite some minor tactical achievements. Now the law enforcement community is coming alive, and some fairly significant players are taking a closer look at open sources. Eventually the departments of government—those dealing with financial, environmental, health, and other affairs—will take an interest, but that is years away.

What we are left with, then, is individuals. It is single individuals within single organizations—sometimes within single branches of entire bureaus—who are making a difference, and it is these individuals in the aggregate, networked together, who comprise the open source intelligence community that will be the foundation for the all-source intelligence community of the future, as well as the foundation for the creation of “smart nations” and “intelligent organizations”.

We are still a year or two away from being an irresistible force, but in a few years, we will, in partnership with one another, achieve a new and more rational balance between national, commercial, and tactical intelligence sources & methods. *St.*

OSS Inc.

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FORWARD

1. **PURPOSE.** *Open Source Intelligence: READER* is published to ensure the dissemination of useful information which is vital to successful intelligence support for national policymakers, military warfighters and acquisition managers, law enforcement professionals, and competitive intelligence professionals from the business community.
2. **LIMITATIONS.** Although open sources & methods have existed since man could communicate, it was only in 1992 that the U.S. Intelligence Community, and subsequently other intelligence communities, began to realize that it had focused so heavily on spies and satellites—and the related culture of secrecy—that they had lost touch with the reality and opportunity of the open source world. This *READER* is an early and imperfect effort to pull together, in one place, an overview of perspectives about open sources as well as the obstacles to government exploitation of open sources, at a high level.
3. **ORIGIN.** This publication represents “the best of the best” from speeches and articles prepared for the first five annual international conferences sponsored by OSS Inc.
4. **COPYRIGHT.** All rights are reserved by OSS Inc. This material may not be reproduced or further disseminated without prior coordination and appropriate consultation with OSS Inc. Extremely reasonable rates for onward reproduction and translation are available. This reader is not eligible for unrestricted unlimited copyright within the U.S. Department of Defense, as it is distinct from the *HANDBOOK* funded by DoD.
5. **TRAINING.** An electronic version of this *READER*, suitable for rapid electronic searching, is available at <<http://www.oss.net/READER>>. The general training section, containing a copy of this *READER*, a copy of the *HANDBOOK*, and copies of seven of the eight DIA lessons and the basic lesson from NMIC, is available at <<http://www.oss.net/TRAINING>>. An additional 5,000 pages from over 400 authorities speaking or writing for past OSS Inc. conferences, are available at the general site, <www.oss.net>.
6. **SERVICES.** OSS Group, *The Information Merchant Bank*™, is now available to provide information arbitrage™ and open source intelligence services to governments and corporations.

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