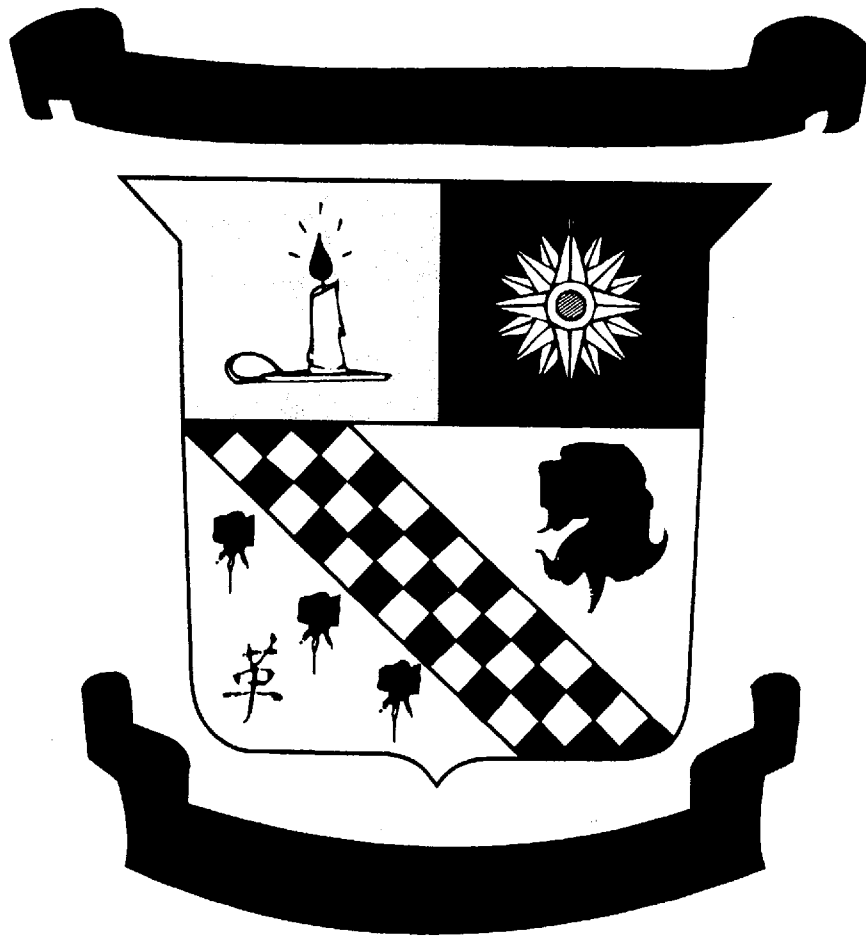# Open Source Intelligence:
STRATEGY

Proceedings, Volume III

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'etre 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 *STRATEGY* is dedicated to my wife and children, for whom I labor, and without whose support and affection I could not have continued this personal effort. *St.*

OSS Inc.

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FORWARD

1. PURPOSE. *Open Source Intelligence: STRATEGY* 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 *STRATEGY* is an early and imperfect effort to pull together, in one place, specific observations and recommendations intended to create intelligent organizations and smart nations as a means of assuring national security and national competitiveness in the 21st Century.

3. ORIGIN. This publication represents the author's personal best efforts, based on twenty years in the classified world and five years devoted to understanding the utility of private sector capabilities to national intelligence.

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5. TRAINING. The two major elements of this collection are available at <http://www.oss.net/VIRTUAL> and <http://www.oss.net/OSS21>. The companion HANDBOOK and READER are available in the general training section, at <http://www.oss.net/TRAINING>., which also contains copies of seven of the eight DIA lessons and the basic lesson from NMITC. 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.

ANNOTATED CONTENTS

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