



An Introduction to Open Sources Intelligence

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Agenda

- **Section #1 Power & Society**
- **Section #2 The Intelligence**
- **Section #3 Open Sources Information**
- **Section #4 Open Sources Intelligence**
- **References**



Section 1: Power & Society

- **A Question for a Starter**
- **Definition**
- **Symbols of Power**
- **Acquirement of Power**
- **Current Symbols of Power**
- **Society and Paradigm Shift**

A hypothetical question!



Is power independent of what we think what it is?

Or else does our thought format it?

**“Theater of the Oppressed
by Augusto BOAL, 1974”**



POWER

“possession of control, authority or influence over others.”

Ever changing symbols of power



Before 1800s: Pre-industrial revolution

THE LAND



Ever changing symbols of power



1800-1900: Industrial Revolution Era

The steam power



The electricity

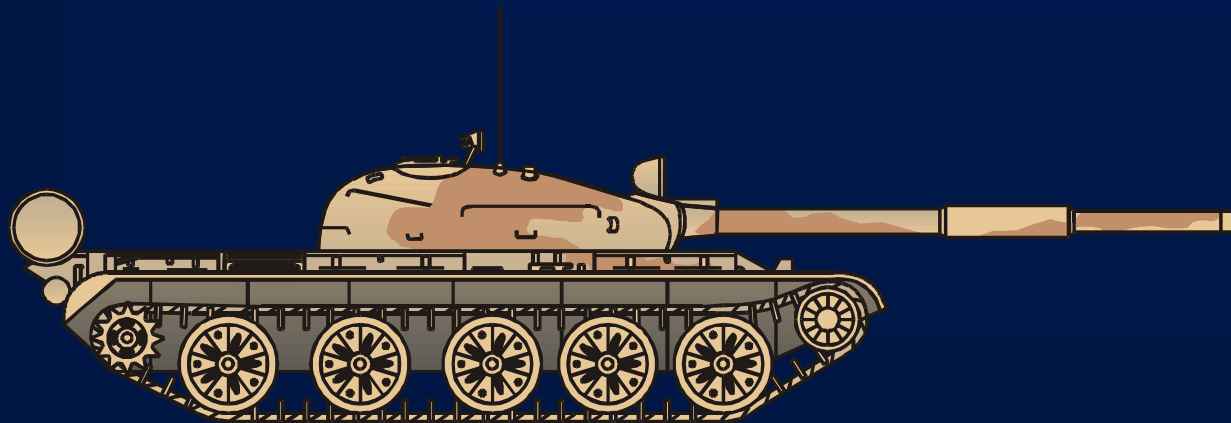


Ever changing symbols of power



1900-1945: The World Wars

The steel



Ever changing symbols of power



1945-1990: Cold war years

Military Technology & Intelligence



CIA-Headquarters, Langley-Virginia KGB-Headquarters, Moscow

Ever changing symbols of power



1980s and later: **INFORMATION**



And, means of acquiring it...



1st World War: **Newspapers**

2nd World War: **The radio**

Vietnam War: **The television**

Gulf Wars: **Networked Media**



And, means of acquiring it...



Kosovo – Afghanistan – Iraqi Wars: **Internet**



And, means of acquiring it...



	Desert Storm	Allied Storm	Afghanistan
Warfighters	600,000	100,000	10,000
Bandwidth	80 Mbps	160 Mbps	500 Mbps



Technology & the Warfighter

Civil War

WWI

WWII

Gulf War

Kosovo

Iraq/Afghan



Data Transfer Rate

20 BPS

32 BPS

71 BPS

256 KBPS

1.544 MBPS

? GPS/TPS

Soldiers to Cover 10² Km

38,830

4,040

300

24

3

?

Time Line

1865

1914

1945

1991

1999

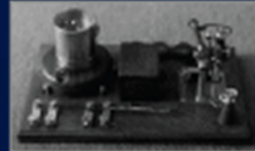
2007

2010

Technology



Telegraph



Telephoner



Computer



VTC



Web Tools



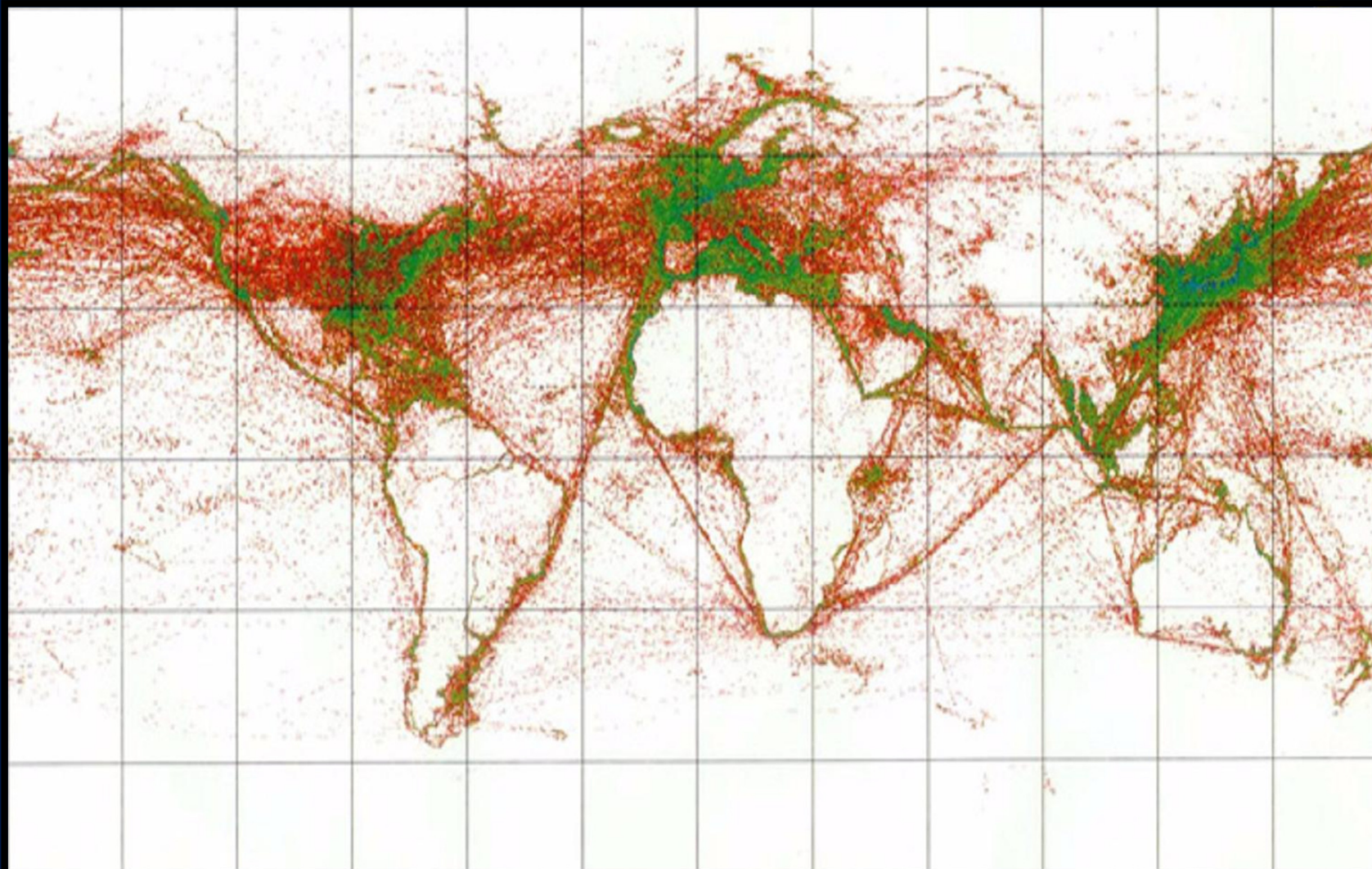
Cognitive Tools

And, means of acquiring it...



Today:
The satellites





And, INFORMATION is POWER.

The new symbols of power (=information)



The new symbols of power (=Information)

paper
Notebook
Address
Phone
book



Letter
Telegram



Gmail™
by Google



State
archives



The Agrarian Society



- Creation of Information is by the result of a personal experience obtained living with the owners of it for long years.
- Limits to Dissemination of Information
 - Reluctant owners
 - Limited opportunities for transportation



The Industrial Society

Creation of Information → **Science**

Passing of Information → **Education System**

Medium of Information → **Printed Documents**

The Information Society



- Advanced information utilization & distribution.
- Abundant education material, electronic media and documents.
- Internet for education
- Advanced levels of creativity
- Many open resources and services



Section #2 The Intelligence

- **Data, Information & Intelligence**
- **Intelligence Product & Intelligence Cycle**
- **Historical and New Perspectives**
- **Information Types**



Data

Any *raw*, unprocessed signal, image and/or print.

Information

Collected and Processed data for a specific purpose.

Intelligence

Tailored information in order to meet the demands of a specific customer.



Intelligence

All kinds of data and information gathering (collection) and evaluation (analysis) efforts against the adversaries and/or potential enemies.

85% of all intelligence data come from the open sources.

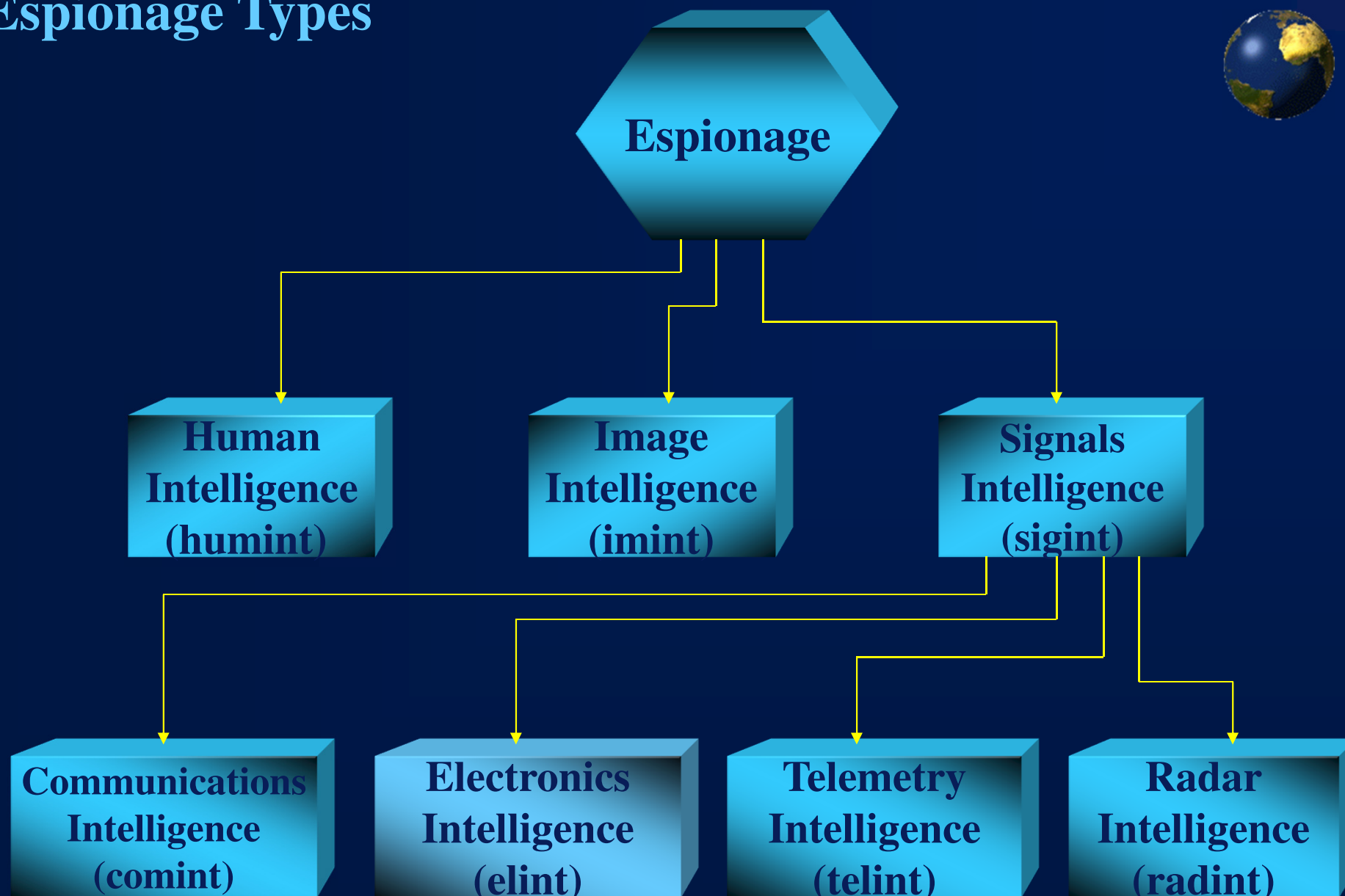


Espionage - Spying

All kinds of *other* efforts related to gather data and information which can not be collected from the open sources.

Espionage data constitute the remaining 15%.

Espionage Types





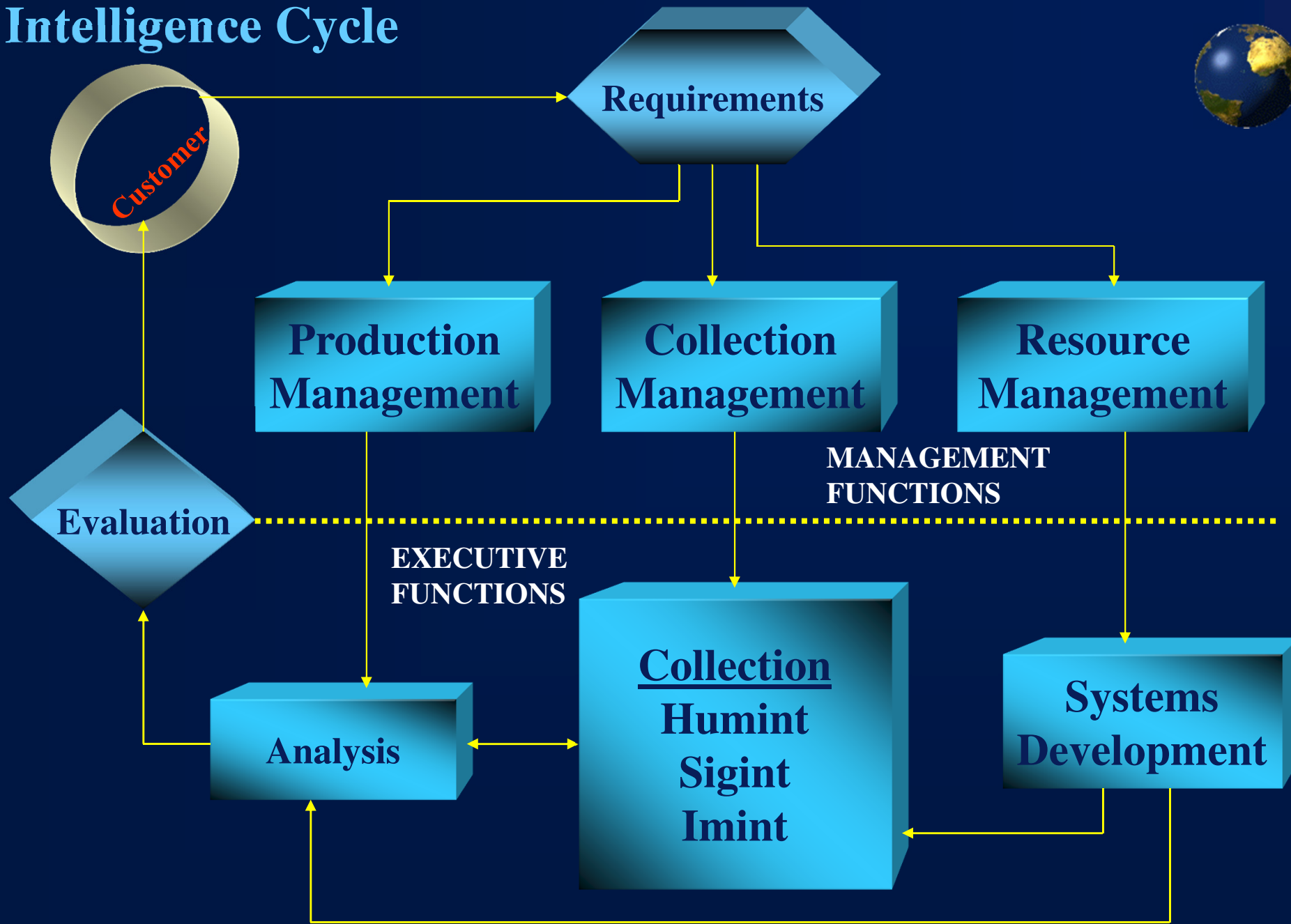
Intelligence Product

is a refined process of:

- **requirement analysis,**
- **collection management,**
- **source validation,**
- **analytical integration and,**
- **presentation.**

Hence; The Intelligence Cycle

Intelligence Cycle





Management Functions

Primarily concern with:

- **What** → **Information Type**
- **Where** → **Resources**
- **How** → **Means of Collection**
- **Consistency** → **Source Validation**

A Little History: Cold War Years



The case:

Bipolarity - Single threat

Well known enemy

Static and highly stable politics

No information were readily available

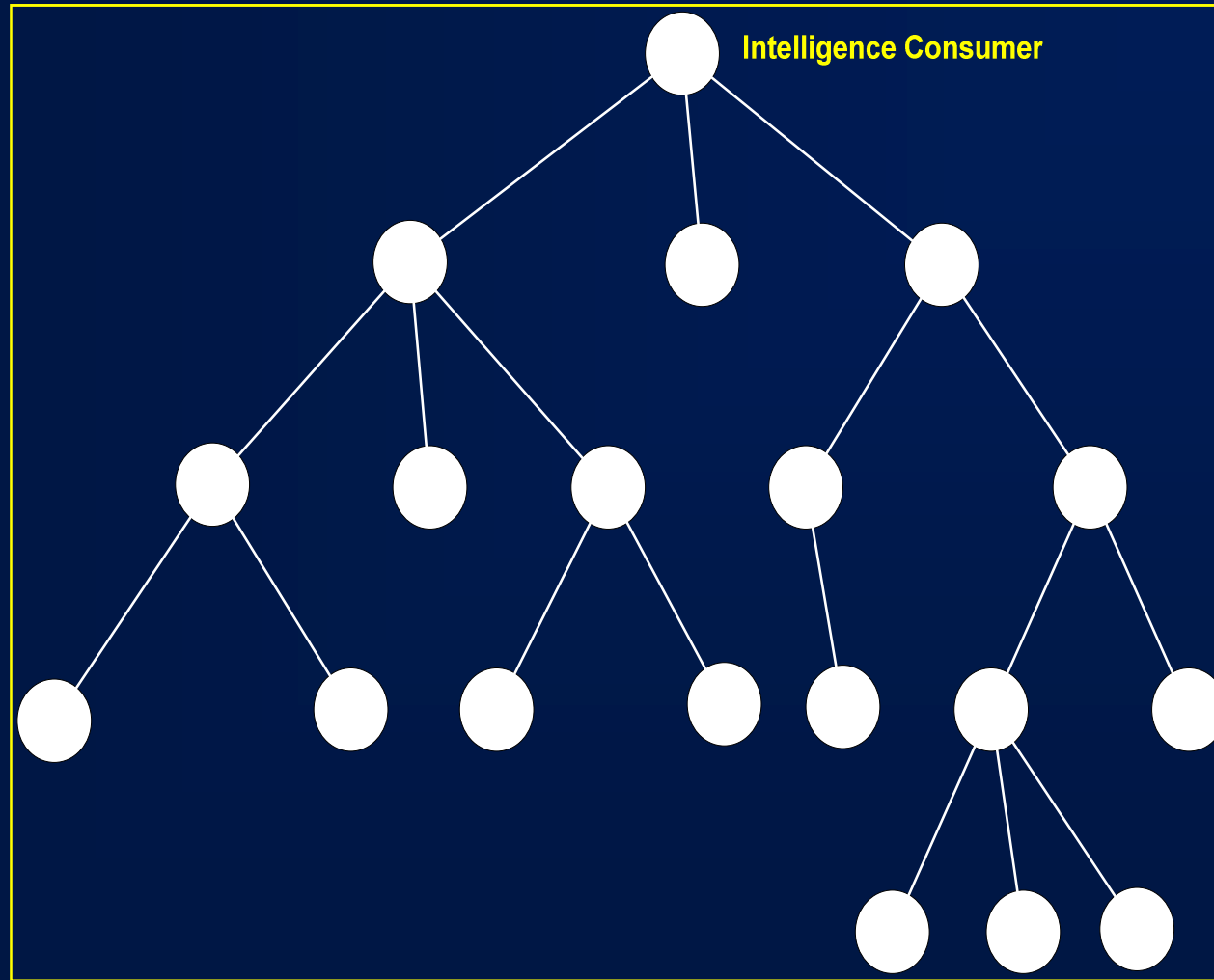
Intelligence Analyst:

**Optimized to do classified collection against
a denied area**

Long, detailed and mostly secret reports

More than enough time for analysis

The Traditional Intelligence Hierarchy



Today



The case:

Many threats.

Unknown enemy.

Highly dynamic, ever changing politics.

Abundance of info even pollution of it.

Today



Intelligence Analyst:

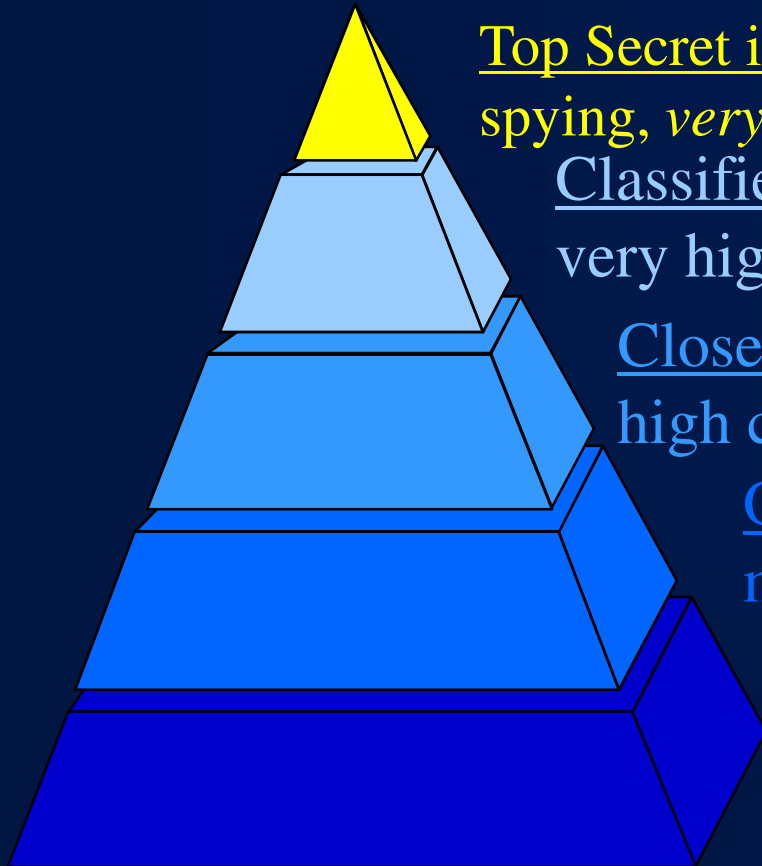
- **Doesn't know what to do even how to do.**
- **In competition with open sources reaching the consumer directly.**
- **Reports should be reaching the customer in short - fast and unclassified manner.**
- **Only the customer declares the type of classification and permitted time.**



The Contemporary Intelligence Hierarchy



Information Types



Top Secret info:

spying, *very much risky* in terms of human life

Classified info:

very high cost, spying, satellites

Closed proprietary info:

high cost, espionage starts, human life risk

Open proprietary info:

moderate cost for reverse engineering

Open Sources info:

low cost: internet

Section #3 Open Sources Information



- **Definitions & Opinions**
- **Types of Open Sources**
- **Importance**



Open Sources Information: The *Official* Definition

“Publicly available information (i.e. any member of the public could lawfully obtain the information by request or observation), as well as other unclassified information that has limited public distribution or access”

**established in Director of Central Intelligence Directive 2/12
(effective 1 March 1994)**



Open Sources Information: *Other* Definitions

“Open Sources Information is like the outer pieces of jig-saw puzzle, without which you can neither begin nor complete the puzzle.”

Dr. Joseph Nye
Chairman of the National Intelligence Council of USA
1994



Open Sources Information: *Other* Opinions

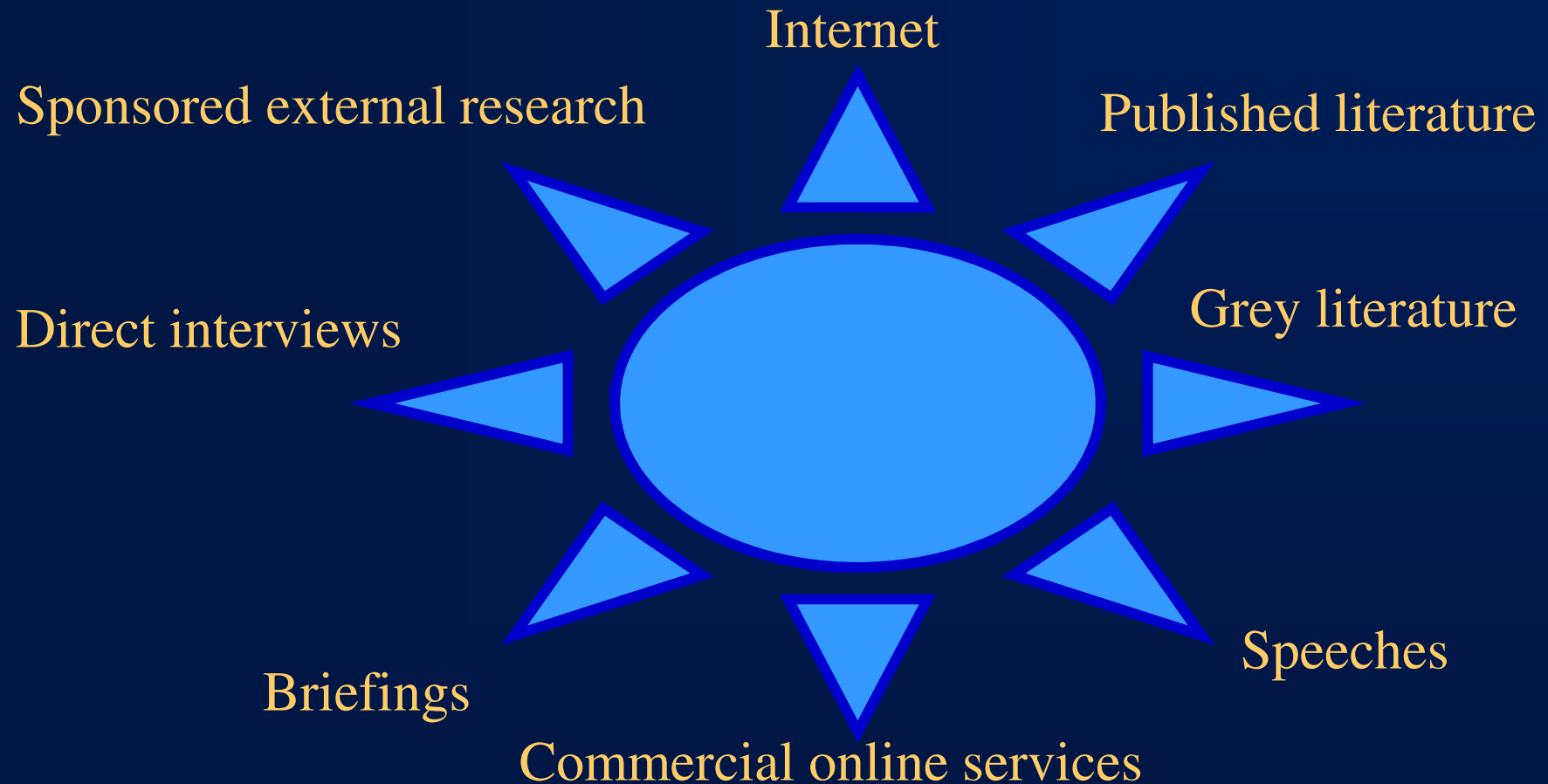
“The Intelligence Community has to get used to the fact that it no longer controls most of the information.”

**Richard Kerr, former Deputy Director of
Central Intelligence**

“...(IC) should not satisfy requests for analysis when such analysis could be readily accomplished using publicly available sources...”

Aspin-Brown Commission on Intelligence, page 17

Open Sources are





Open Sources Information: Importance

Central Intelligence Agency (CIA)

Open sources data comprises 40% of the final all-source intelligence.

Defence Intelligence Agency (DIA)

The general percentage is 30%.

Canadian Security and Intelligence Service (CSIS)

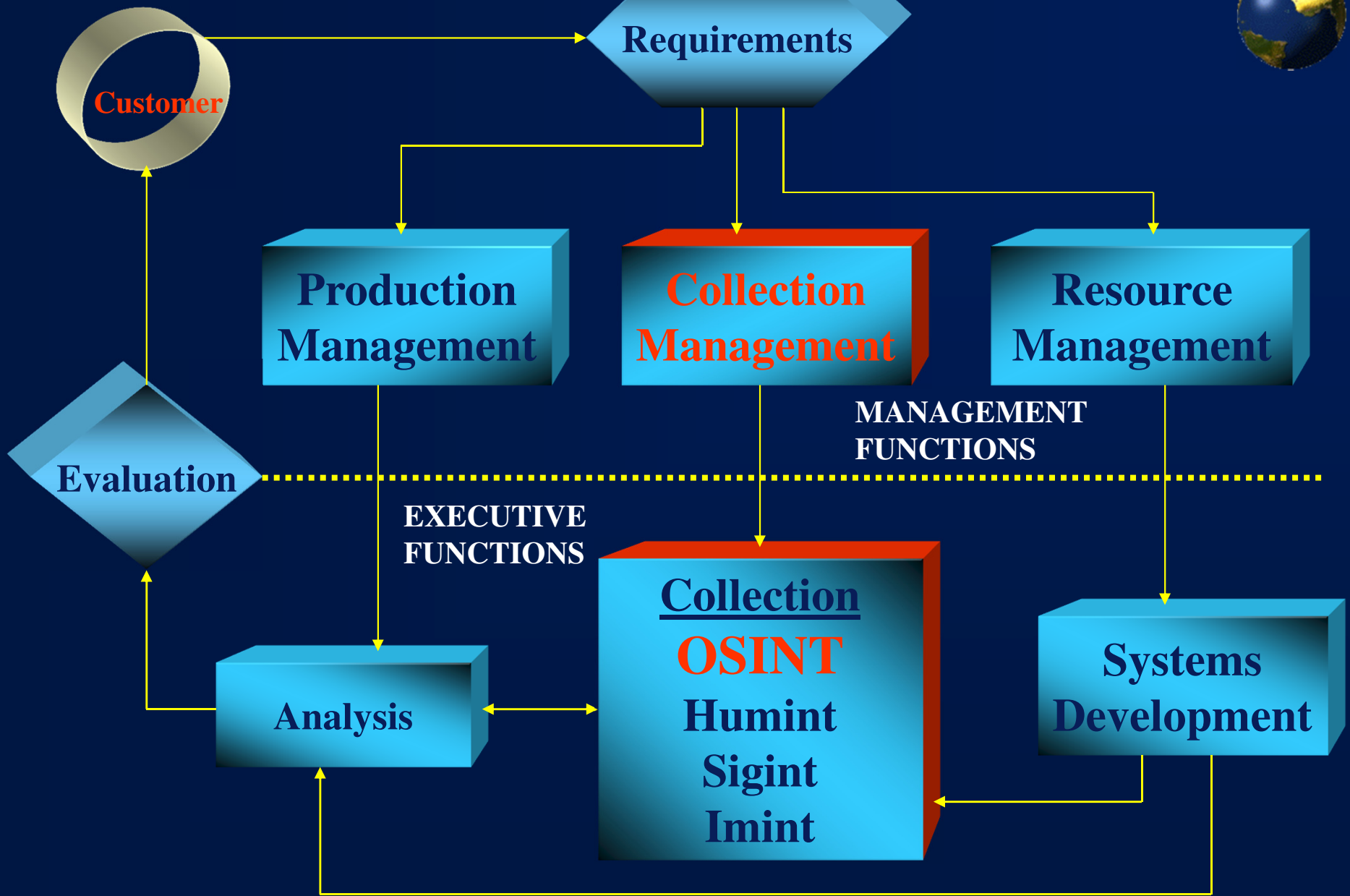
Open sources comprise 80% of the final all-source product.

Section #4 Open Sources Intelligence – OSINT



- **New element in Intelligence Cycle**
- **What OSINT is not**
- **OSINT Phases**
- **OSINT Issues, Growing Pains**

Intelligence Cycle





What OSINT is not:

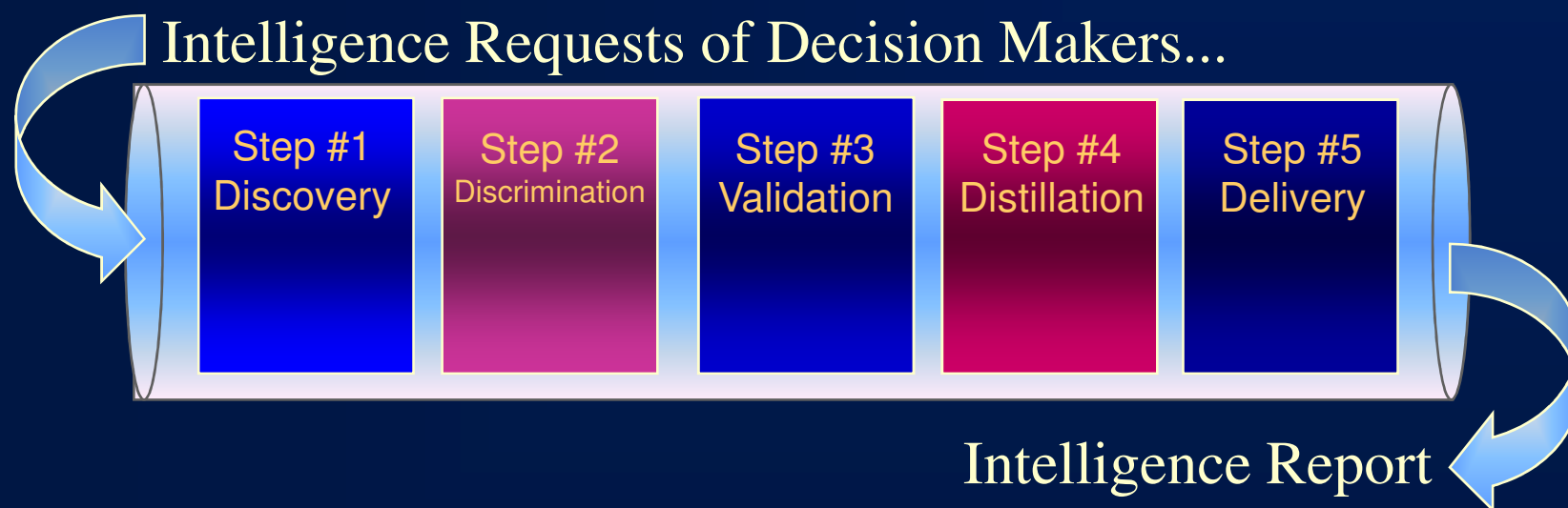
“...nothing more than a collection of news clippings.”

“...the Internet.”

“...a substitute for spies and satellites.”



The OSINT phases





Step #1 Discovery

- Discovering the nature of the intelligence problem
 - Noting the navigation paths (arranging bookmarks)
 - Storing the important documents locally (browsable and indexed)
 - Commenting & Underlining
 - Discovering the special vocabulary
 - Discovering the subject-matter experts



Step #2 Discrimination

- Discriminating between various sources of information
- Qualified open sources
 - Low-cost rather than free
 - Include references
 - Newer and specialist



Step #3 Validation

- Information repetition
- References
- All kinds of sources and services

Step #4 Distillation

- Crafting of the title
- Outline

Step #5 Delivery

- The intelligence report itself

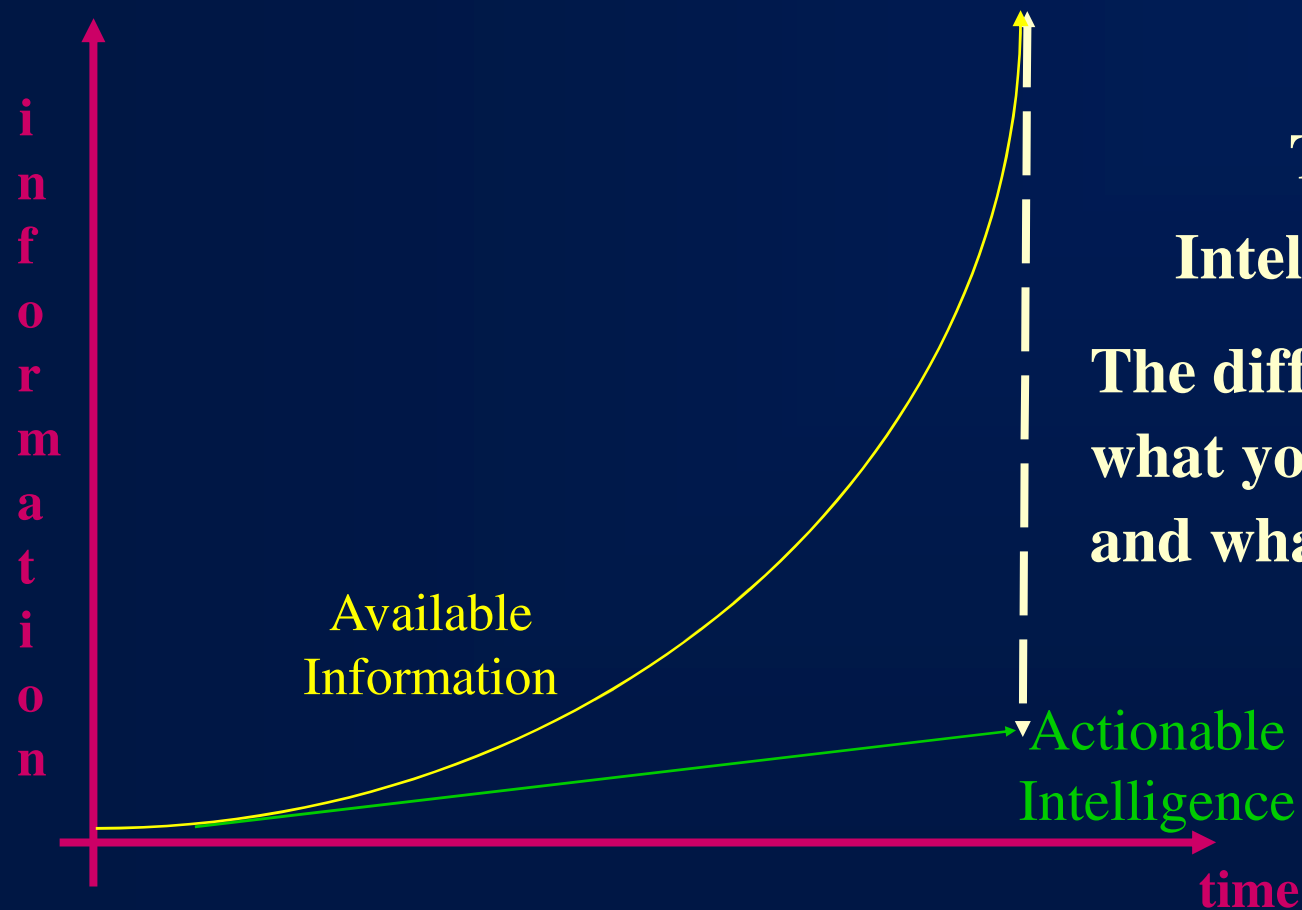


OSINT Issues:

- **Operational Security**
- **Copyright**
- **Barrier of Foreign Languages**
- **Source Validation**



OSINT Problem: An Intelligence Gap



**The New
Intelligence Gap:
The difference between
what you can know,
and what you can use!**



References:

Still asking?



**Thank you very much for
your attention.**