

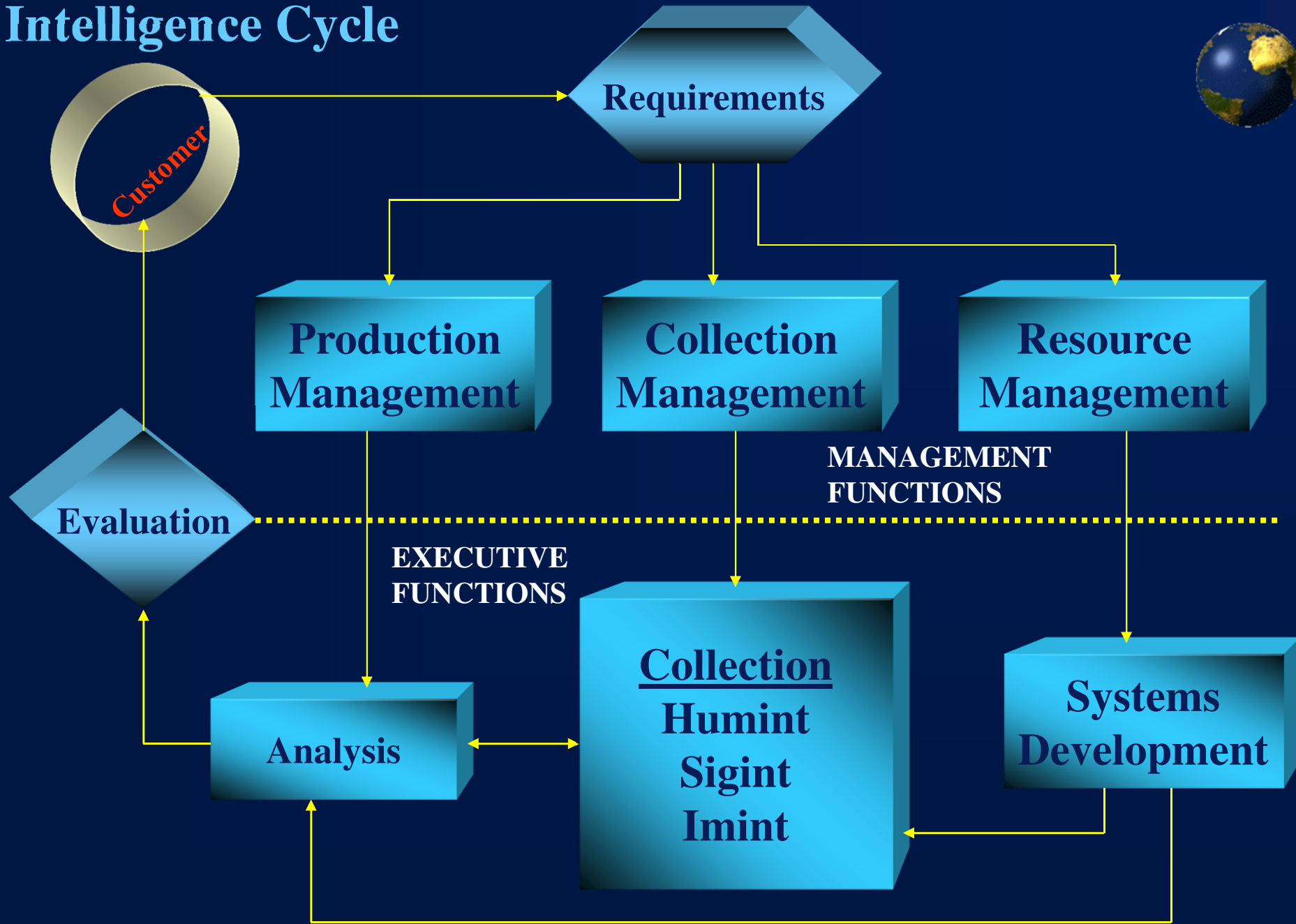


# Tools for Open Sources Intelligence –OSI

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**Yaşar University**  
**College of Engineering**  
**Department of Computer Engineering**

# Intelligence Cycle



## Section #1 Open Sources Intelligence: An Example



- **Xinjiang Uighur Autonomous Region: Increasing Investment Opportunities**



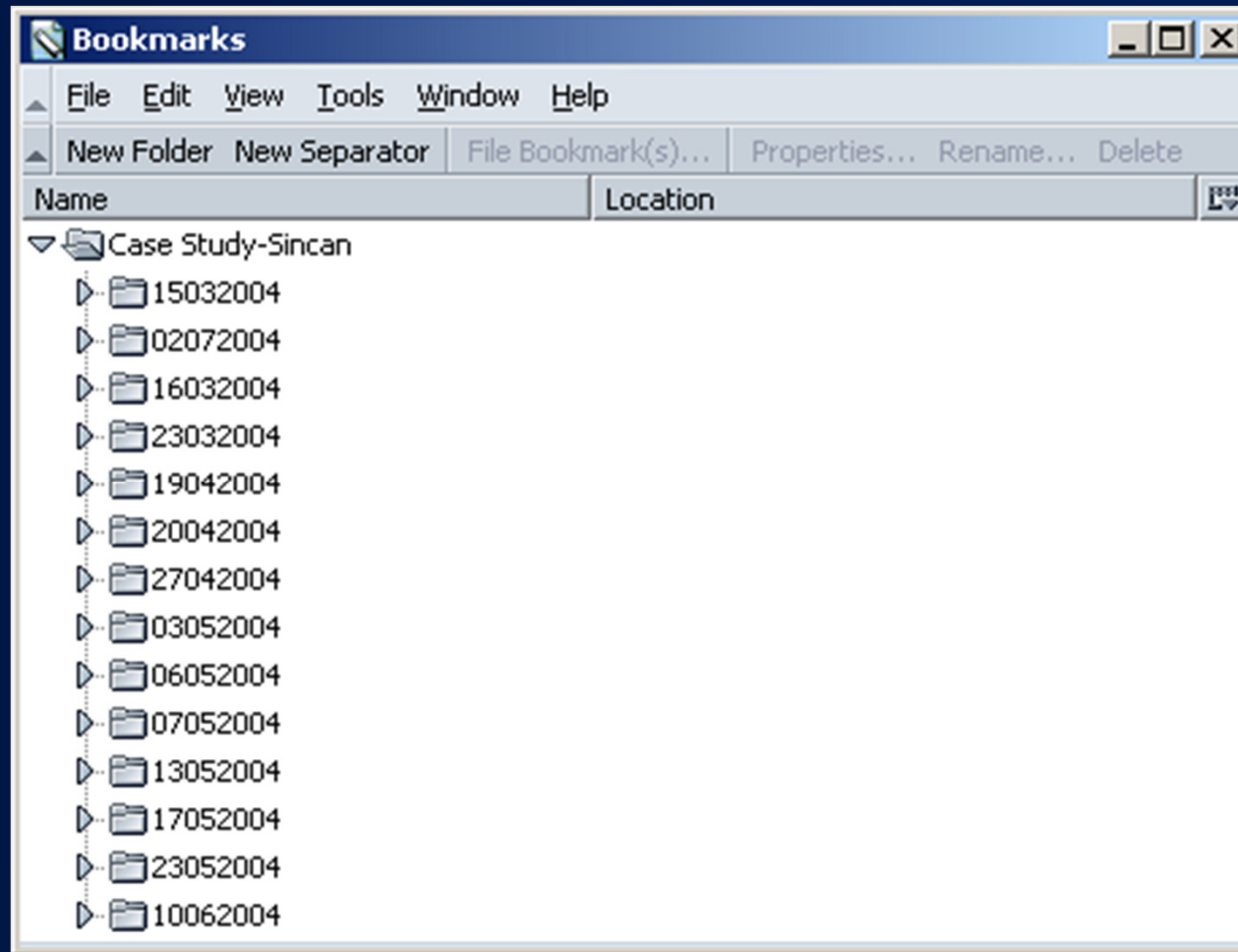
# **XINJIANG UIGHUR AUTONOMOUS REGION: INCREASING INVESTMENT OPPORTUNITIES**



# Step #1 Discovery



- Noting the navigation paths



# Step #1 Discovery: Storing the important documents locally



The screenshot shows the Adobe Acrobat Professional interface. The title bar reads "Adobe Acrobat Professional - [chinas\_central\_asian\_power\_and\_problems.pdf]". The menu bar includes File, Edit, View, Document, Tools, Advanced, Window, and Help. The toolbar contains icons for Open, Save, Print, Email, Search, Create PDF, Review & Comment, Secure, Sign, and Advanced Editing. Below the toolbar is a search panel titled "Search PDF" with a "Hide" button. The search panel contains the following elements:

- A text input field: "What word or phrase would you like to search for?"
- A section titled "Where would you like to search?" with three radio button options:
  - In the current PDF document
  - All PDF Documents in
  - In the index named case\_study.pdx (This option is circled in red in the image)
- A dropdown menu showing "My Documents".
- Four checkboxes:
  - Whole words only
  - Case-Sensitive
  - Search in Bookmarks
  - Search in Comments
- A "Search" button with a yellow arrow icon.

The main content area displays a PDF page titled "Xinjiang's Importance". The text on the page is as follows:

**Xinjiang's Importance**

Three principal attributes make Xinjiang vital to China: its potentially rich hydrocarbon and mineral assets, its strategic location, and its relationship to the national legitimacy of the Chinese Communist Party (CCP).

*Hydrocarbon reserves and mineral deposits.* Upstream production of crude oil, natural gas, and coal and downstream refining and chemicals manufacturing represent the largest value-adding industry in Xinjiang. Currently, most of the province's hydrocarbon extraction occurs near Karamay in northern Xinjiang, where oil production has reached about 7 million tons of coal equivalent and natural gas production between 500,000 and 700,000 tons of coal equivalent each year. The province as a whole annually harvests approximately 8 to 9 million tons of coal from its fifty-six mines, including the largest two near Urumqi and Hami. While not currently China's most prolific energy-producing region, Xinjiang has the potential to be one of the country's largest land-based sources of fossil fuels.<sup>3</sup>

Indeed, great quantities of energy resources may lie undiscovered deep beneath the sands of the Taklimakan Desert in southern Xinjiang. Chinese geologists have estimated that the Tarim Basin in the Taklimakan could yield some 80 to 180 billion barrels of petroleum. Some crude oil has already been located in China's Tabei Exploration Area along the basin's northern edge. However, to profitably exploit the resources of this remote region, Beijing has turned to international oil companies and foreign money.

# Step #1 Discovery



- Discovering the special vocabulary & region



# Step #1 Discovery: Discovering the subject-matter experts



July 20, 2004  
A Resource of the Asia Society

Arts & Culture | Business & Economics | Policy & Government | Social Issues

Special Reports  
Interviews

Asia TODAY  
latest news stories

Asia PROFILES  
maps & statistics

Asia FOOD  
Asian food resource

Ask ASIA  
educational resource

Asia VIEWS  
articles & speeches

Asia LINKS  
related links

Asia EXPERTS  
specialists database

Asia EVENTS  
worldwide calendar

Asia in NYC  
cultural travel guide

## Asia Experts

**Dru C. Gladney**  
Dean of Academics  
Asia-Pacific Center

**Disciplines:**  
Anthropology, International Affairs, Public Policy, Religion

**Specialties:**  
Region/Country: Central Asia, China

**Historical Period(s):**  
Contemporary

**Languages:**  
Mandarin, Russian, Spanish, Turkish, Kazak

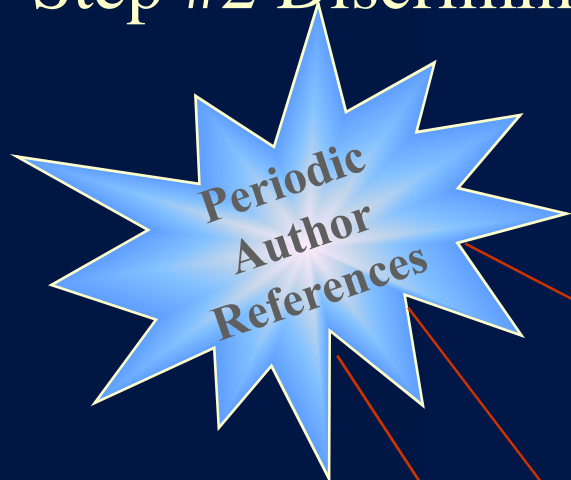
**Education:**  
B.A., Westmont College, Philosophy, Religious Studies, 1978  
Ph.D., University of Washington, Anthropology, 1987

**Experience:**





# Step #2 Discrimination



ScienceDirect - Orbis : China's Central Asian power and problems - Netscape

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http://www.sciencedirect.com/science?\_ob=ArticleURL&\_udl=B... Search

ScienceDirect - Orbis : China's Central Asia...

**Orbis**  
Volume 41, Issue 3, Summer 1997, Pages 401-425

doi:10.1016/S0030-4387(97)90049-1 Cite or Link Using DOI  
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Fresh perspectives on East Asia's future

**China's Central Asian power and problems**

**Felix K. Chang**

Felix K. Chang is an associate scholar of the Foreign Policy Research Institute and a graduate saident at the Fuqua School of Business at Duke University USA.

Available online 18 April 2002.

**References**

1. See A Rig Too Near. *The Economist* (Mar. 29, 1997), p. 36.  
Nigel Holloway and Charles Bickers , Brothers in Arms: The U.S. Worries About Sino-Russian Military Cooperation. *Far Eastern Economic Review* (Mar. 13, 1997), pp. 20-21 (hereafter *FEER*).  
Norman Friedman , China Buys Russian Destroyers. In: *Proceedings*. Naval Institute (Mar. 1997).

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Document: Done (29,922 sec)

# Step #3 Validation



Microsoft Excel - validation

File Edit View Insert Format Tools Data Window Help Adobe PDF

A27 = 37

|    | A           | B   | C  | D   | E |
|----|-------------|---|--|---|---|
| 2  | Footnote ID | Keywords  | Primary Source                                 | Other Sources   |   |
| 3  |             |   |  |   |   |
| 4  | 31          | ethnic, independence, autonomous                  | China-UighurMuslimSeparatists-SpecialReportweb | chinas_central_asian_power_and_problems.pdf<br>shanghai_five.pdf<br>workshop_central_asia_2.pdf<br>sincan_uygur_ozerk_bolgesi |   |
| 5  |             |   |  |   |   |
| 6  |             |   |  |   |   |
| 7  |             |   |  |   |   |
| 8  |             |   |  |   |   |
| 9  | 32          | Han, minority, uprising                           | chinas_central_asian_power_and_problems.pdf    | China-UighurMuslimSeparatists-SpecialReportweb<br>shanghai_five.pdf   |   |
| 10 |             |   |  |   |   |
| 11 |             |   |  |   |   |
| 12 | 33          | area, population, terrain                         | workshop_central_asia_2.pdf                    | look_before_NATO_leaps_into_the_Caspian.pdf<br>workshop_central_asia_1.pdf  |   |
| 13 |             |   |  |   |   |
| 14 |             |   |  |   |   |
| 15 | 34          | regional oil, world, reserve                      | look_before_NATO_leaps_into_the_Caspian.pdf    | chinese_energy_and_asian_security.pdf<br>PRCEnergyPolicyintheFive-YearPlan<br>sincan_uygur_ozerk_bolgesi_2                    |   |
| 16 |             |   |  |   |   |
| 17 |             |   |  |   |   |
| 18 |             |   |  |   |   |
| 19 | 35          | vacuum, balance of power, hegemony                | look_before_NATO_leaps_into_the_Caspian.pdf    | 030205_ce_forum01.pdf<br>030205_ce_forum02.pdf<br>chinas_central_asian_power_and_problems.pdf<br>shanghai_five.pdf            |   |
| 20 |             |   |  |   |   |
| 21 |             |   |  |   |   |
| 22 |             |   |  |   |   |
| 23 |             |   |  |   |   |
| 24 | 36          | different, homogeneous, similar, culture, history | workshop_central_asia_1.pdf                    | China-UighurMuslimSeparatists-SpecialReportweb<br>central_asian_legitimacy.pdf  |   |
| 25 |             |   |  |   |   |
| 26 |             |   |  |   |   |
| 27 | 37          | instability, fail, weak, crisis, unstable         | look_before_NATO_leaps_into_the_Caspian.pdf    | 030205_ce_forum01.pdf<br>030205_ce_forum02.pdf<br>shanghai_five.pdf<br>central_asian_leitimacy.pdf                            |   |
| 28 |             |   |  |   |   |
| 29 |             |   |  |   |   |
| 30 |             |   |  |   |   |

Sheet1 Sheet2 Sheet3

Ready NUM

# Step #3 Validation



Repetition  
of info

**G. Effects of the War on Terrorism**

In 1996 China, Russia, Tajikistan, Kazakhstan, and Kyrgyzstan formed a group known as the “Shanghai-Five” to serve as a bulwark against the spread of Islamic fundamentalist subversion. It was initially designed to be an informal grouping to discuss ways to resolve old border disputes and fortify common borders against terrorist and separatist activity. However, the group’s members soon decided they needed to cooperate more thoroughly to deal with what they called the “three evil forces”—terrorism, separatism, and extremism. In the summer of 2001, the Shanghai-Five admitted Uzbekistan into the organization and established a permanent regional group called the Shanghai Cooperation Organization (SCO). The new organization approved two joint communiqués that stressed its intentions to cooperate on combating terrorism and to establish an anti-terrorist center in Bishkek, Kyrgyzstan. However, the terrorist attacks against the United States on September 11, 2001 appear to have caused an unintended halt to a number of the SCO plans, at least for the near term. Surprisingly to some, Russia, Tajikistan, Uzbekistan, Kazakhstan, and Kyrgyzstan are all providing robust support for the U.S.-led counter-terrorism effort. Analysts say that with the United States now “monopolizing” the agenda on anti-terrorism in the region, the Chinese are starting to fear that a major component of their Central Asian geopolitical strategy is being gradually neutralized.

Source: CRS Report for Congress: China’s Relations with Central Asian States and Problems with Terrorism (Dec 17, 2001; <http://fpc.state.gov/documents/organization/7945.pdf>)



## Step #3 Validation

- Communication with the expert

John\_Magill@dai.com:

“I do know that we were impressed by the amount of construction and investment -- mostly public -- that was taking place in Urumqi.”

# Step #3 Validation



Validated by  
another expert

Adobe Acrobat Professional - [030205\_ce\_forum01.pdf]

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Create PDF Review & Comment Secure Sign

86%

How To..?

In our first forum on China's emergence in Central Asia, four different speakers presented a broad overview of this developing relationship, focusing on its historic origins, recent changes, and implications for the future. Former National Security Advisor and CSIS Counselor Zbigniew Brzezinski established the historical context and significance of the Central Asian region and how it has and will continue to affect Chinese, Russian, and United States strategic thinking. Dr. David Finkelstein, Director of Project Asia at the CNA Corporation, detailed past interactions between China and Central Asia, going as far back as pre-modern times, and linked China's past interests to its current goals in the region, including its involvement in the Shanghai Cooperation Organization (SCO). Dr. Fiona Hill, a Fellow at the Brookings Institution, followed with a discussion of how Russia and Central Asia are evolving in the post-Soviet and post- 9/11 world and how foreign policy and national interest changes have created a new framework in Central Asia. Lastly, Mr. Richard Hoagland, Director of the Office of Caucasus and Central Asian Affairs at the State Department, described U.S. relations in Central Asia and catalogued the many challenges affecting the future development of the region, both politically and in terms of a lasting security structure.

**Zbigniew Brzezinski**

Dr. Brzezinski began by recounting how Central Asia came within the Russian sphere of influence since Tsarist times, and how the region has now begun to emerge as an independent, strategically significant area. He highlighted the major geostrategic implications for China's new role in Central Asia, noting that China is returning to the region in a significant way for the

8,5 x 11 in

1 of 7

## Step #4 Distillation



Title: **XINJIANG UIGHUR AUTONOMOUS REGION:  
INCREASING INVESTMENT OPPORTUNITIES**

ToC:

....

....

....

# Step #5 Delivery



Izmir Institute of Technology

The Graduate School

**An Implementation Model for**

**Open Sources Evaluation**

A Thesis in

Computer Software

Selma Tekir

Submitted in Partial Fulfillment  
of the Requirements  
for the degree of

Master of Science

July, 2004





## Section #2 CI – Competitive Intelligence

- **CI – A market name for OSI software**
- **Fuld & Company Intelligence Software Report annually**
- **Spans the whole CI market**
- **Compares & contrasts thus evaluates the CI software available.**
- **Not for free.**
- **[www.fuld.com](http://www.fuld.com)**



## Section #2 CI – Competitive Intelligence



### Risk and Reward with Intelligence Technology



Those acquiring competitive intelligence technology often find themselves under intense pressure from superiors to begin producing results quickly. Technology can work but one of the reasons for failure is the lack of time allowed for the intelligence process to grow.

[www.fuld.com](http://www.fuld.com)

## Section #2 CI – Competitive Intelligence



- **Some warnings, precautions before buying a CI software package**
- **A - Understand precursor conditions:**
  - (1) Companies must have a well developed procedure for managing human source networks and gathering human source information.
  - (2) The foundations of intelligence processes must be well established, communicated and understood by various stakeholders within the Organization.

## Section #2 CI – Competitive Intelligence



- **A - Understand precursor conditions:**

(3) It is important that they already effectively use secondary sources and an external news-feed.

(4) Corporations that have a defined set of regular intelligence products, and have trained, dedicated CI analysts working in their CI functions are also more likely to benefit from technology tools.

(5) it is crucial to have secured a regular line item for competitive intelligence in the department or company's budget.

## Section #2 CI – Competitive Intelligence



- **B - Know your technology and its cost-benefit**

When choosing a technology solution, it is also important to note that most packages fall under two broad categories: products designed specifically for CI, and tools that were not built with CI in mind, but could be used to augment the intelligence process. Choosing between the two is a vital decision particularly with regard to budget. It may be much easier to justify spending \$500,000 on an enterprise-wide application used by 10,000 employees than to spend \$30,000 on a software package that will be used by only 10 CI analysts.



## Section #2 CI – Competitive Intelligence

- **C - Match the package with the part of the intelligence cycle where it will do the most good**
- **D - Find the right time to deploy a technology – too early may lead to failure**



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