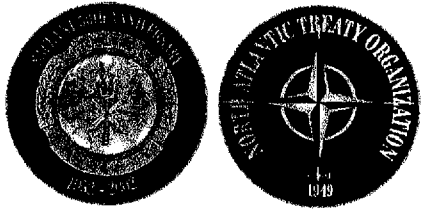
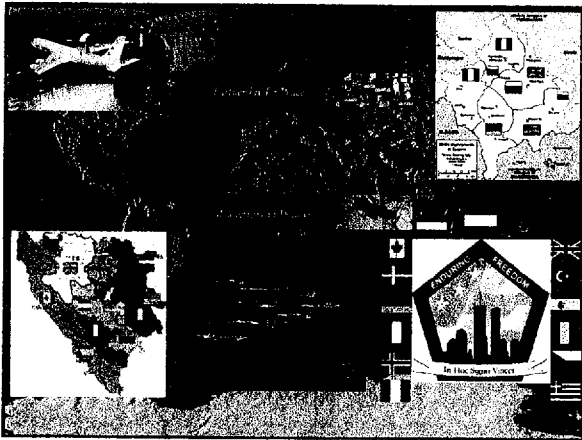


Open Source Intelligence (OSINT) Propositions



NATO Lessons Learned

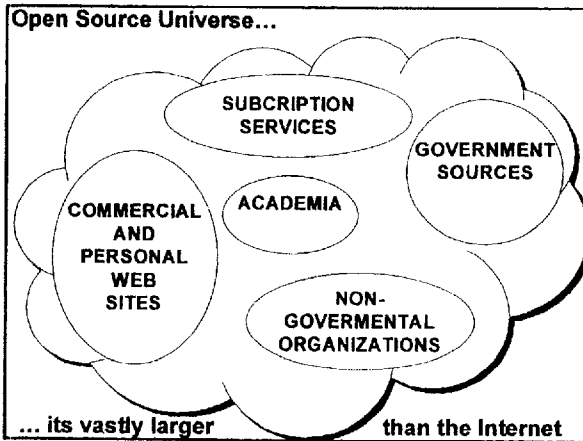


Why OSINT is a solution

A robust OSINT programme delivers intelligence that nations do not provide

Proposition # 1

Open sources are the Internet




Proposition # 2

Open sources cannot produce Intelligence


AA Open Source Problem

Boeing 747
Passenger capacity 255


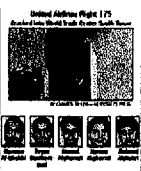


AA 11 81 passengers
UA 175 56 passengers

Boeing 747
Passenger capacity 239

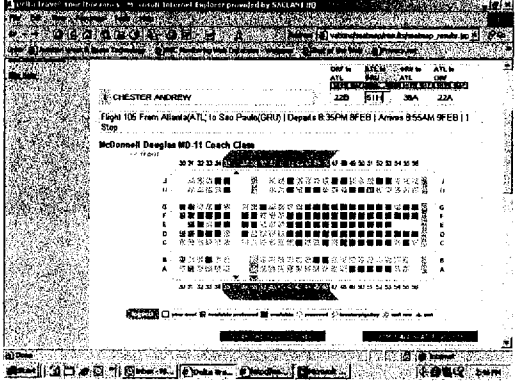


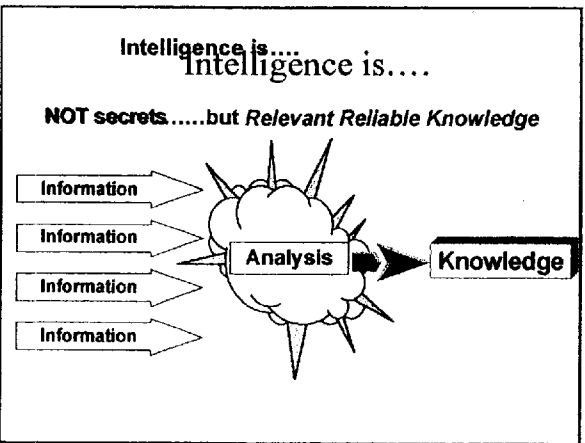
UA 93 38 passengers
AA 77 58 passengers

Air Open Source Solution

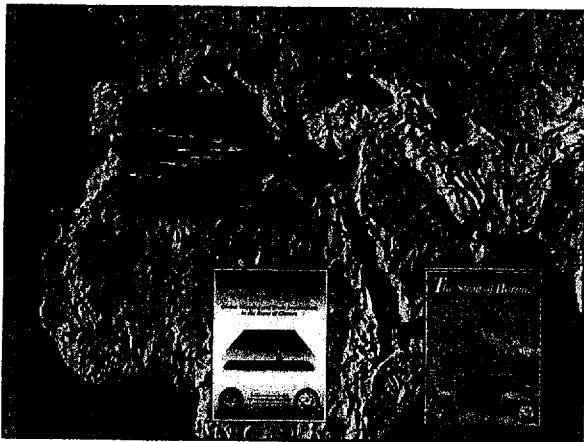
An Open Source Solution





Proposition # 3

Open sources cannot produce actionable intelligence



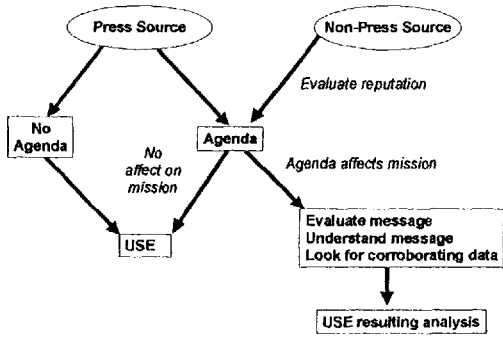
Proposition # 4

Open sources are less reliable than classified sources

Proposition # 5

You can't trust open sources because they are always written with an agenda

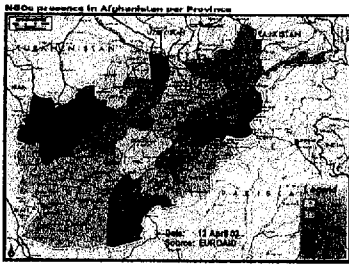
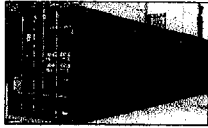
Source Validation: Always determine why a report was written



Proposition # 6

Open sources are only useful for strategic questions

Tactical and Operational OSINT

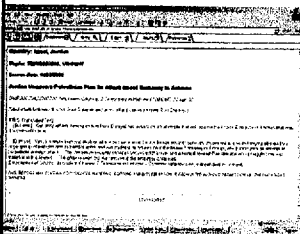


Proposition # 7

Open sources are only useful if you have no classified reporting

OSINT as: Context/Validation

Tip-off
Plausible cover
Targeting

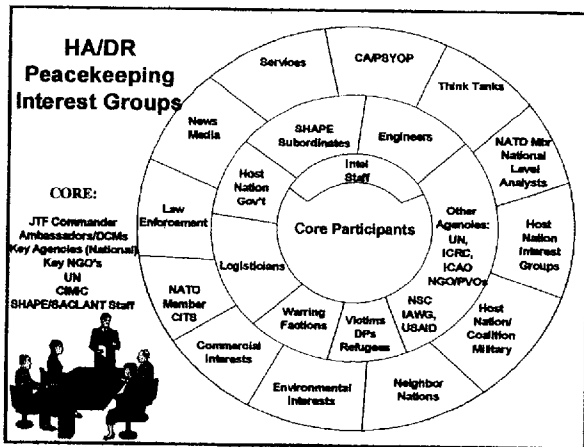


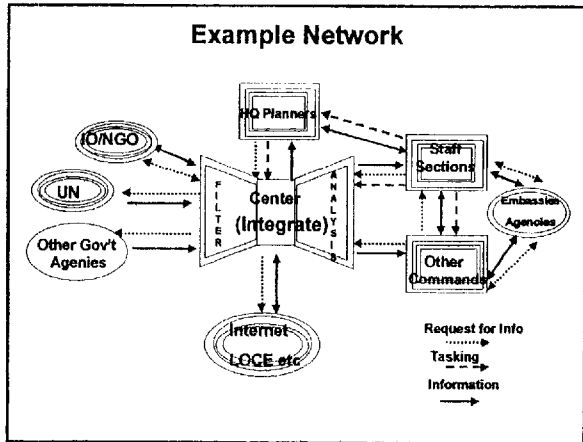
Proposition # 8

OSINT is about collecting information

Proposition # 9

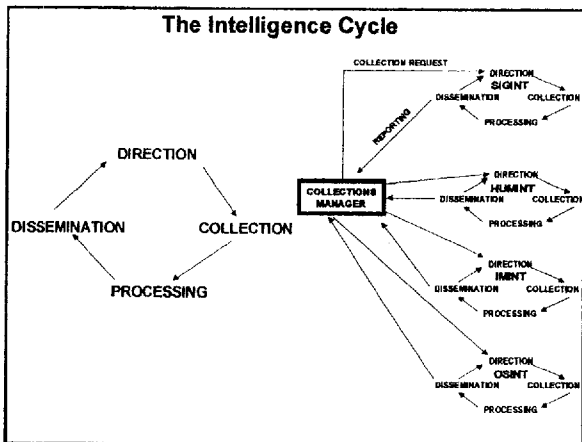
An OSINT product must be classified

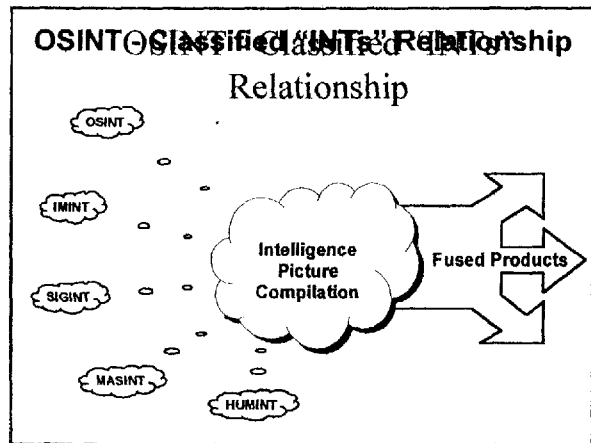




Proposition # 10

OSINT will satisfy all of your intelligence needs





Conditions Necessary for a Successful OSINT Programme


- Intelligence requirements – not information requirements
- Money – but not a lot to begin with
- A Patron – preferably one who has both requirements and money

Sources


- Generic Sources:
 - FACTIVA
 - Deep Query Manager
 - Country Watch
- Mission Specific
 - Based on mission need
 - Cost-benefit analysis is essential
 - Only retain for the duration of the need

Analyst's Tool Box


Search Tools



Evaluation Tools



Processing Tools





Final Thought

Internet surfing is easy...OSINT exploitation isn't

OSINT 101 Open Source Officer (OSO): Basic Training Handbook Holiday Inn Westpark Rosslyn Washington, D.C. 6 May 2002 - Link Page

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