

## Countering The Business Intelligence Threat

### I. Threat Summary

- **The Foreign Threat**
  - overview
  - long term concern
  - traditional or non-traditional adversaries
- **Competitor Business Intelligence Operations**
  - serious and growing
  - human source or technical collection
- **Legal Aspects**
  - the risks
  - impact on senior management

### II. What Can Be Done (Identify, Assess, Neutralize)

- **Identify**
  - the competitor
  - strengths/weaknesses of their products
  - compare to clients "family jewels"
  - competitors financial/competitive stability
  - determine worldwide joint locations
  - any unexplained losses of information
  - suppliers/vendors - customers
  - consultants in the industry
  - competitor links with foreign government
- **Assess (What Are They After - Tools)**
  - databases

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