

**'THE SECRET  
PARTS OF  
FORTUNE'**  
The role of sources in Open  
Intelligence  
Robert Hutchinson  
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Jane's Top Ten  
Sources  
**ACCESS  
DENIED**

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- ◆ Line between  
classified and  
unclassified data now  
becoming ill-defined
- ◆ Publication does not  
dilute sensitivity

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- ◆ *Resources* rather than sources
- ◆ Public domain data - or opening the gates to data deluge?

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- ◆ Beware garbage
- ◆ Inaccuracy
- ◆ Volume for volume's sake
- ◆ *Caveat emptor*

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- ◆ 'Must have/can't get' data - eldorado of open source intel
- ◆ Facts rather than *The Truth*

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## Motivation

- ◆ Political aims
- ◆ Increasing deterrence
- ◆ Threat alert
- ◆ Commercial aims

- ◆ Information need
- ◆ Information exchange
- ◆ More information published, more becomes available

## OPEN SOURCES

- ◆ Transparency does *not* imply openness or truth
- ◆ Sourcing can have the same sensitivity as in the classified area

## Source Constraints

- ◆ Security
- ◆ Moral
- ◆ Validation
- ◆ Timing
- ◆ Contractual

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## Constraints

- ◆ Legality
- ◆ Space/commercial viability

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## Today's moral

- ◆ *Any true information provider is only as good as its sources'*

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## PREDICTION

*'Open source data of  
true value will become  
more difficult to collect'*

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*'If it's difficult for you, it's  
even more difficult for  
us' -  
and we do it publicly -  
and publish our  
information*

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Thank you for  
your attention

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# OSS '96: THE CONFERENCE Proceedings, 1996 Volume II, Fifth International Symposium Global Security & Global Competitiveness: Open - Link Page

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