

Chapter 6

Private Intel for Corporate Protection

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ABSTRACT

The private information analysis is strictly inherent to the protection of corporate interests. This generally means protecting the company from fraud, theft of industrial secrets, and intellectual capital as well as protecting its cyber architecture. The tasks are delicate and suited to the various corporate interests. This information work would usefully be placed in the national intelligence context by providing a precious link between the national security services and the company itself, to which such an adhesion would be difficult to guarantee in any other way.

INTRODUCTION

The private information analysis is strictly inherent to the protection of corporate interests.

These interests are always related to strategic affairs that come up with reaching every business target during specific periods of time.

This generally means nowadays to protect the company from fraud, theft of industrial secrets and intellectual capital as well as protect its cyber architecture. The tasks-related are delicate and suited to the various corporate interests.

These particular aspects of companies' organization are as a matter of fact some targets of governments' secret services in order to safeguard national interests abroad.

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But this are in particular some specific areas that could be greatly investigated by private agencies that support business clients outside national borders.

From the information point of view, the salient aspect certainly concerns the analysis of corporate vulnerabilities dictated by local crime but above all the ability of the service provider to be able to effectively coordinate any additional specific service providers to be included in the framework of corporate risk management . In practical terms, moreover, the analysis activity can be understood as a continuous and intelligent coordination of various professional skills capable of bringing out data of a different nature which are linked together to create the final product that can be sold to the customer. This synergy is more realistic than ever for the elaboration of highly valuable information.

An essential aspect, the initial awareness report, will be described in a dedicated paragraph.

INITIAL AWARENESS REPORT

The initial awareness report is the basis of the work to investigate any eventuality described in the following paragraphs and any coordination activity with the company that is being protected. There are steps that must be carried out in close contact with the customer while adhering to his organization, for about a month, in order to understand the corporate culture (Shorrocks, 2008).

First of all, it will be necessary to obtain a sort of chronology of the main activities of the client company. The key moments that led to symbolic or significant changes in the corporate organization often also determine physical or policy changes that can affect security. Subsequently, the external perception of the company's activity must be defined. It will thus be clearer to identify the origin of any targeted attacks or in any case of threats or any actors who have reason to harm the company. From the chronology of company activities and from the sentiment resulting from the analysis of the press, the media, social networks or interviews, the first logical connections allow to bring clarity on events that have occurred or to highlight threats previously considered irrelevant.

The next steps involve processing all the cartography of interest with any mapping of the physical locations to obtain full awareness of the physical vulnerabilities and the ways that the company has put in place to mitigate them. Follow the data, statistical or determined, which may derive from the surveys, company forecasts, financial statements or can be produced by the analyst on topics strictly related to the business activity. At that point, investment trends, growth factors and the use of corporate capital can be highlighted more clearly.

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