

# An Introduction to Open Sources Intelligence

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# Agenda

- **Section #1 Power & Society**
- **Section #2 The Intelligence**
- **Section #3 Open Sources Information**
- **Section #4 Open Sources Intelligence**
- **References**



## Section 1: Power & Society

- A Question for a Starter
- Definition
- Symbols of Power
- Acquisition of Power
- Current Symbols of Power
- Society and Paradigm Shift

*A hypothetical question!*



**Is power independent of what we think what it is?**

**Or else does our thought format it?**

**“Theater of the Oppressed  
by Augusto BOAL, 1974”**

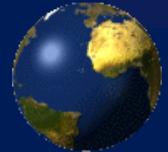


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**POWER**  
“possession of control, authority or influence over others.”

*Ever changing symbols of power*



## Before 1800s: Pre-industrial revolution **THE LAND**



*Ever changing symbols of power*



1800-1900: Industrial Revolution Era

**The steam power**



**The electricity**

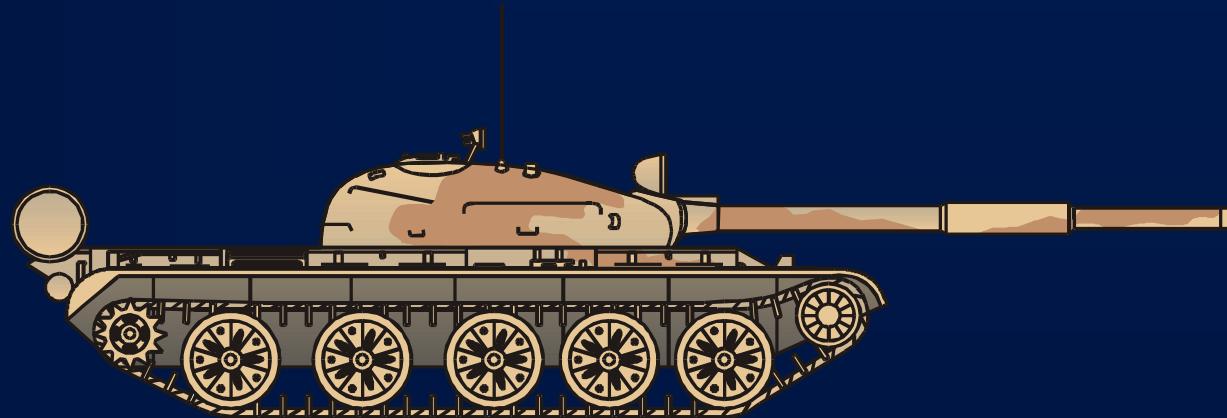


*Ever changing symbols of power*



1900-1945: The World Wars

The steel



*Ever changing symbols of power*



1945-1990: Cold war years

**Military Technology & Intelligence**



CIA-Headquarters, Langley-Virginia   KGB-Headquarters, Moscow

*Ever changing symbols of power*



## 1980s and later: **INFORMATION**



*And, means of acquiring it...*

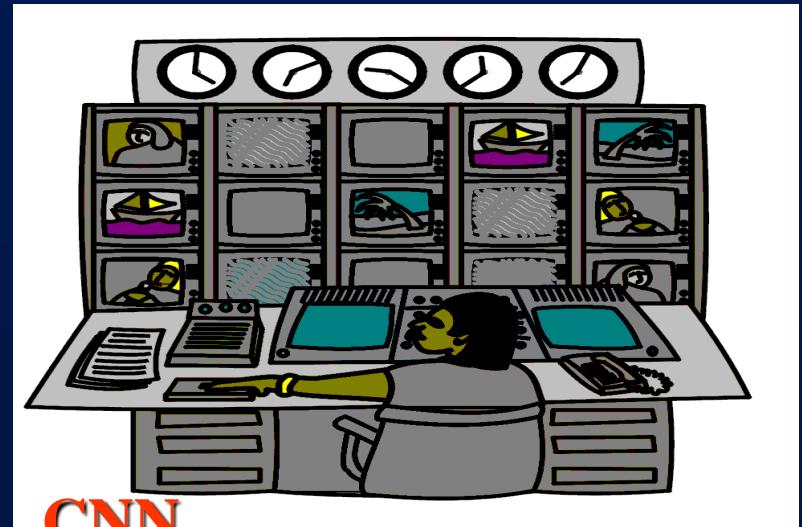


1<sup>st</sup> World War: **Newspapers**

2<sup>nd</sup> World War: **The radio**

Vietnam War: **The television**

Gulf Wars: **Networked Media**



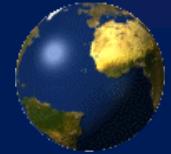
*And, means of acquiring it...*



## Kosovo – Afghanistan – Iraqi Wars: Internet



*And, means of acquiring it...*



	Desert Storm	Allied Storm	Afghanistan
Warfighters	600,000	100,000	10,000
Bandwidth	80 Mbps	160 Mbps	500 Mbps



# Technology & the Warfighter

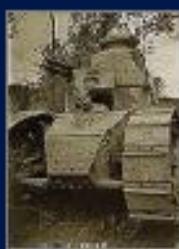
Civil War



Data Transfer Rate

20 BPS

WWI



32 BPS

WWII



71 BPS

Gulf War



256 KBPS

Kosovo



1.544 MBPS

Iraq/Afghan



? GPS/TPS

Soldiers to Cover  $10^2$  Km

38,830

Time Line

1865

1914

1945

1991

1999

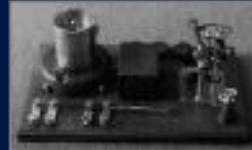
2007

2010

Technology



Telegraph



Telephone



Computer



VTC



Web Tools



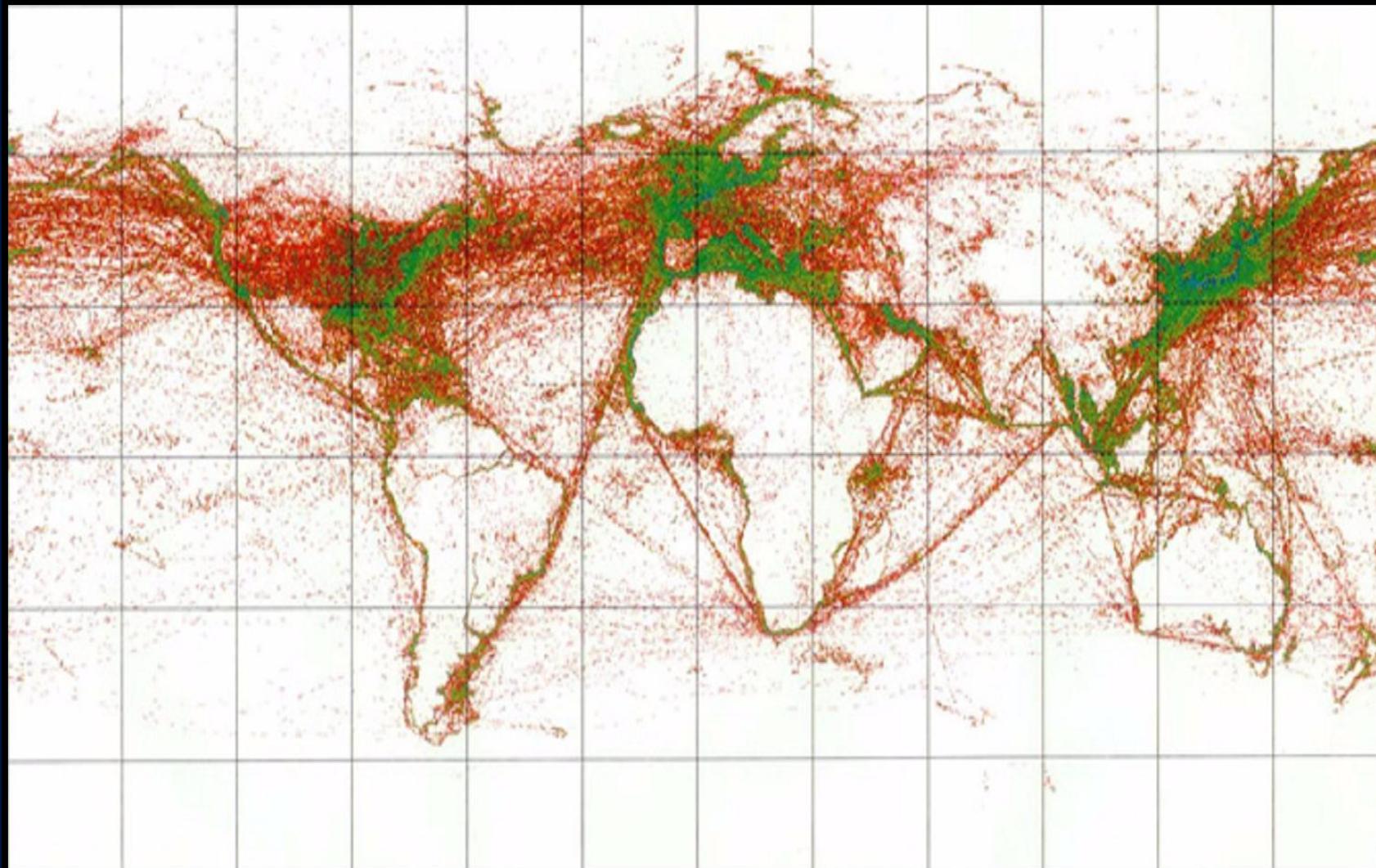
Cognitive Tools

*And, means of acquiring it...*



Today:  
**The satellites**



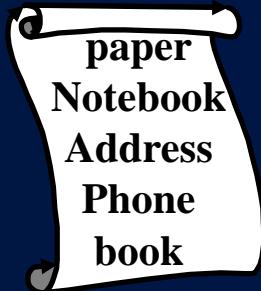


**And, INFORMATION is POWER.**

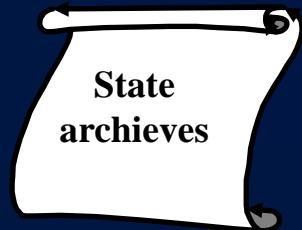
# *The new symbols of power (=information)*



# *The new symbols of power (=Information)*



Letter  
Telegram





## *The Agrarian Society*

- Creation of Information is by the result of a personal experience obtained living with the owners of it for long years.
- Limits to Dissemination of Information
  - Reluctant owners
  - Limited opportunities for transportation



## *The Industrial Society*

Creation of Information  **Science**

Passing of Information  **Education System**

Medium of Information  **Printed Documents**



# *The Information Society*

- Advanced information utilization & distribution.
- Abundant education material, electronic media and documents.
- Internet for education
- Advanced levels of creativity
- Many open resources and services



## Section #2 The Intelligence

- **Data, Information & Intelligence**
- **Intelligence Product & Intelligence Cycle**
- **Historical and New Perspectives**
- **Information Types**



## Data

**Any *raw*, unprocessed signal, image and/or print.**

## Information

**Collected and Processed data for a specific purpose.**

## Intelligence

**Tailored information in order to meet the demands of a specific customer.**



# Intelligence

**All kinds of data and information gathering (collection) and evaluation (analysis) efforts against the adversaries and/or potential enemies.**

**85% of all intelligence data come from the open sources.**

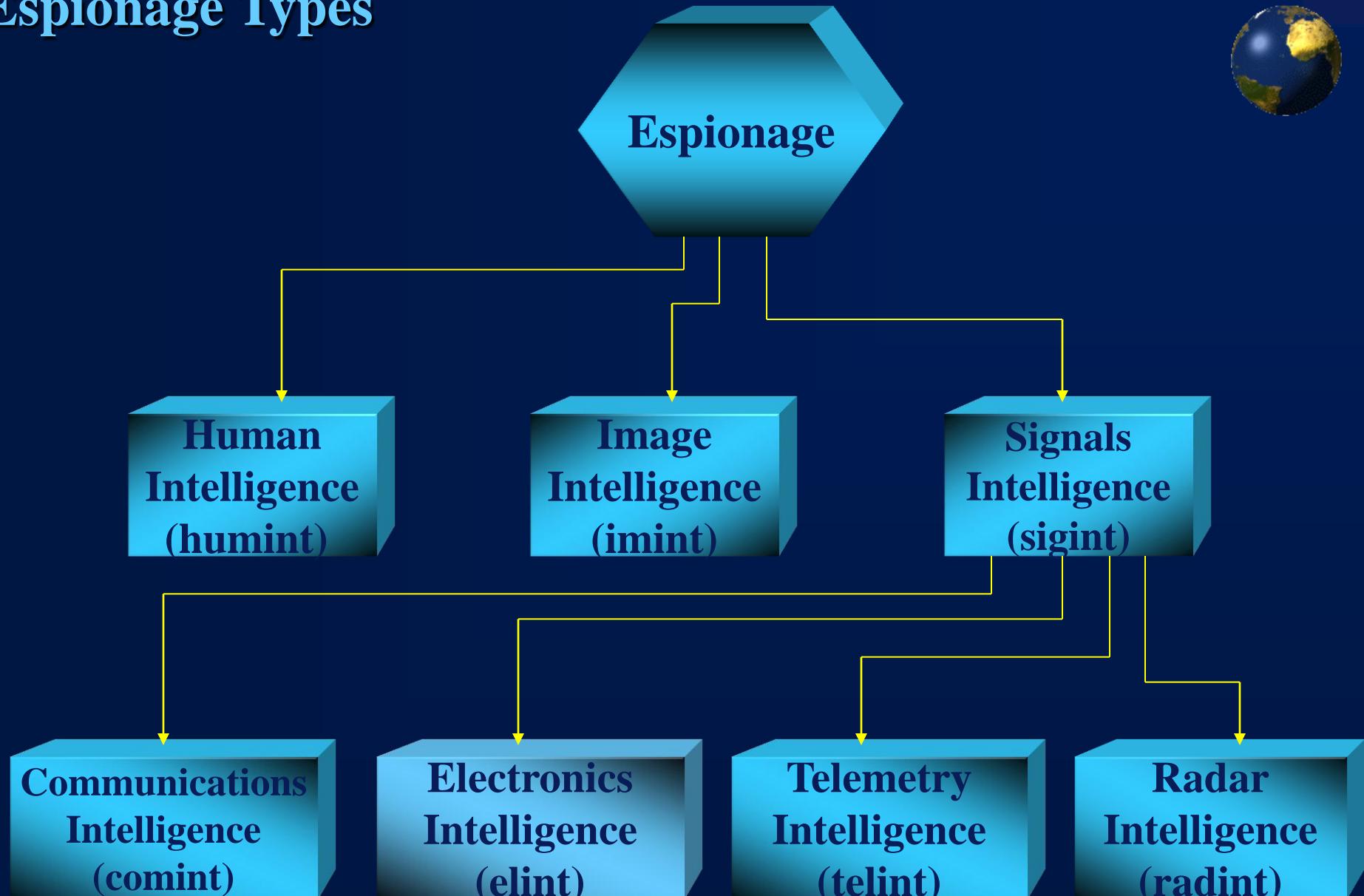
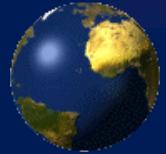


## Espionage - Spying

All kinds of *other* efforts related to gather data and information which can not be collected from the open sources.

Espionage data constitute the remaining 15%.

# Espionage Types





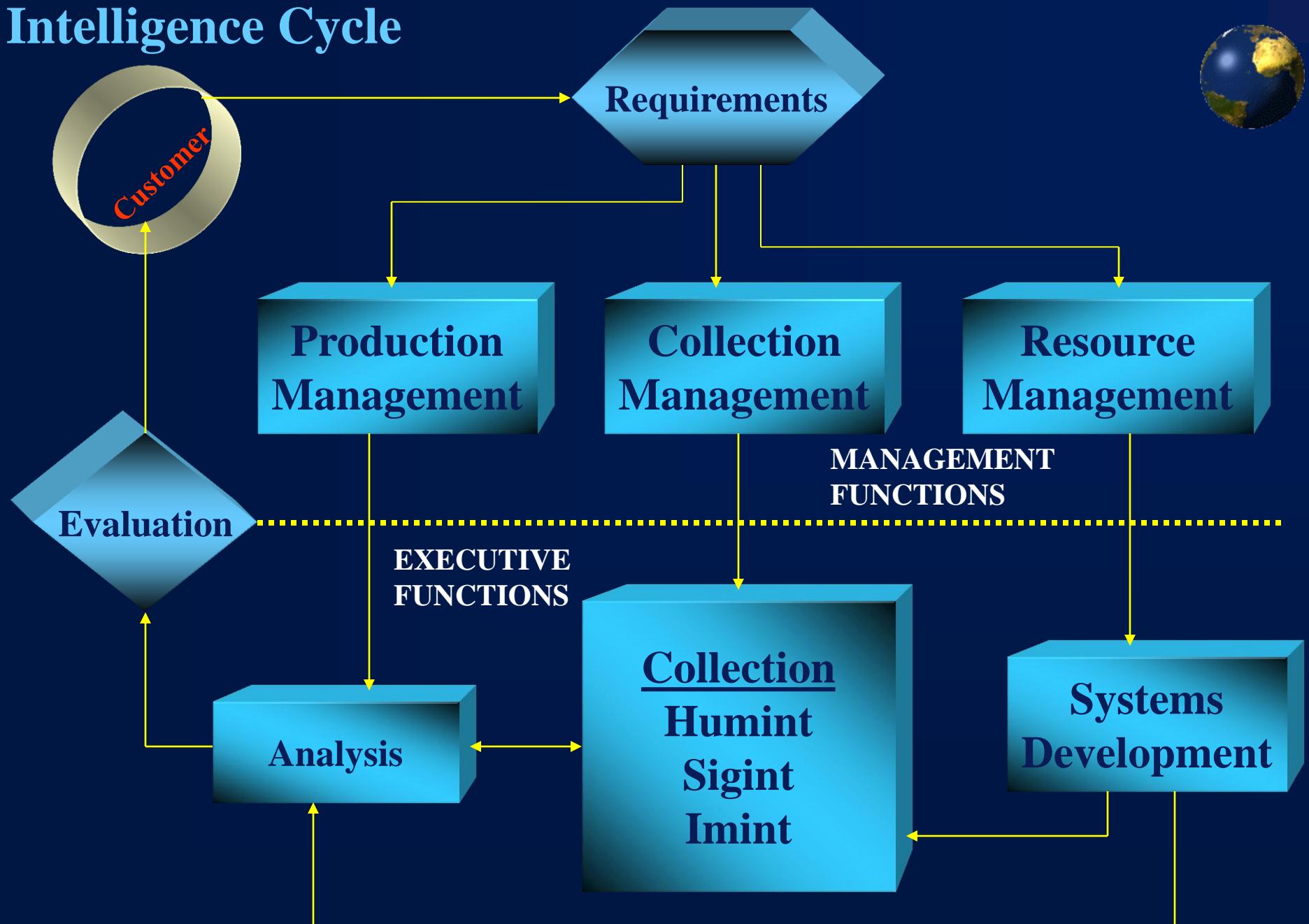
# **Intelligence Product**

**is a refined process of:**

- requirement analysis,**
- collection management,**
- source validation,**
- analytical integration and,**
- presentation.**

**Hence; The Intelligence Cycle**

# Intelligence Cycle

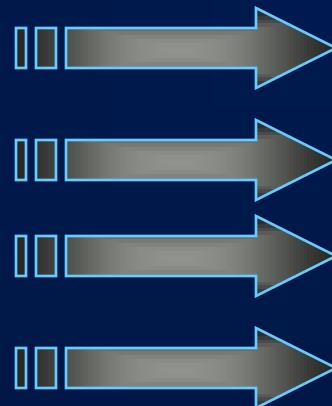




# Management Functions

Primarily concern with:

- What
- Where
- How
- Consistency



**Information Type  
Resources  
Means of Collection  
Source Validation**

# A Little History: Cold War Years



## The case:

**Bipolarity - Single threat**

**Well known enemy**

**Static and highly stable politics**

**No information were readily available**

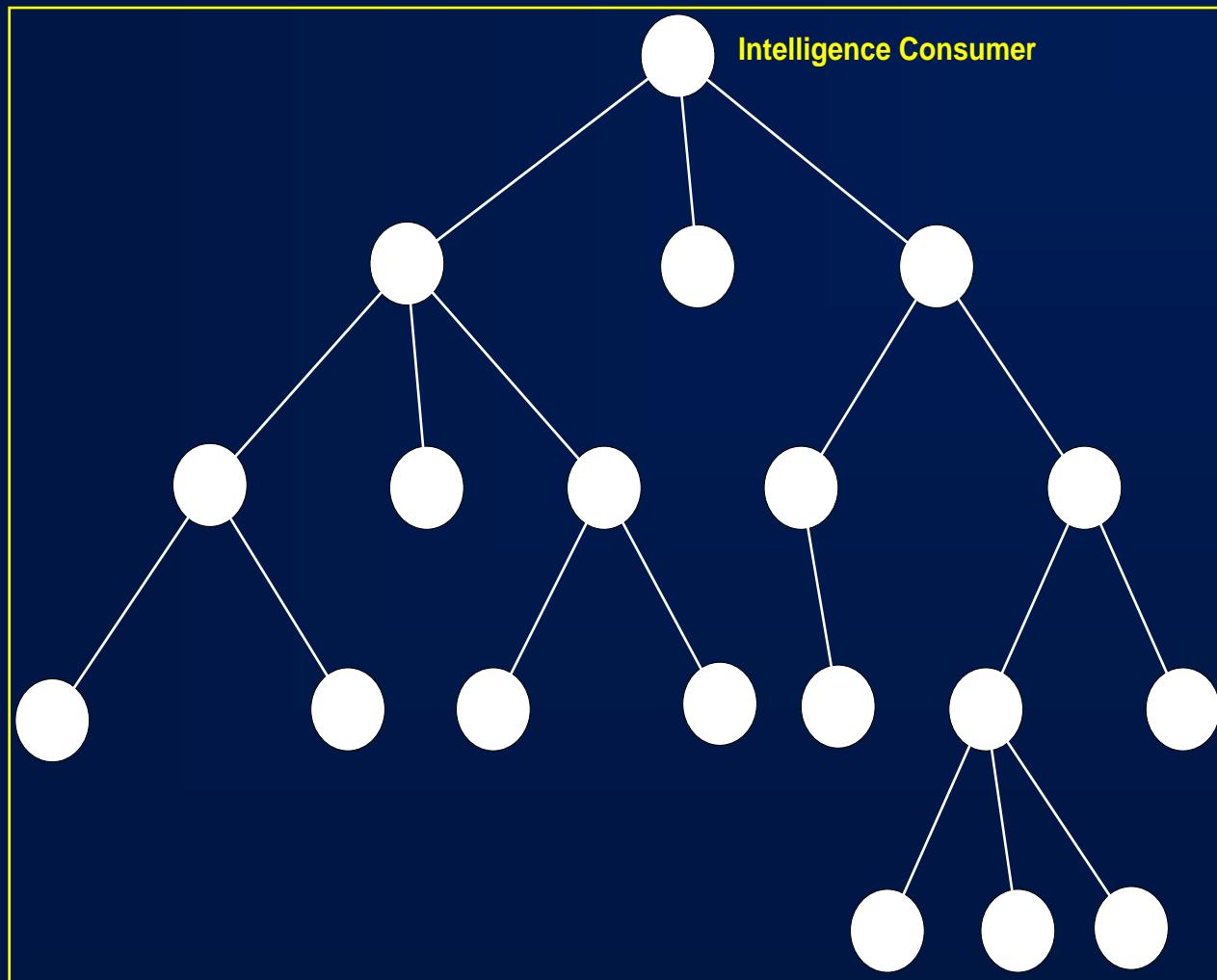
## Intelligence Analyst:

**Optimized to do classified collection against  
a denied area**

**Long, detailed and mostly secret reports**

**More than enough time for analysis**

# The Traditional Intelligence Hierarchy



# Today



**The case:**

**Many threats.**

**Unknown enemy.**

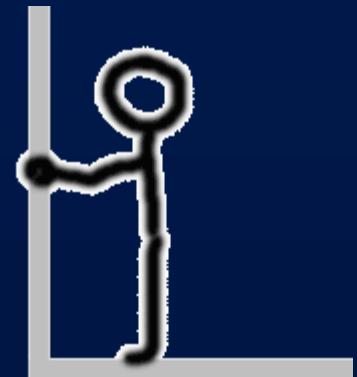
**Highly dynamic, ever changing politics.**

**Abundance of info even pollution of it.**

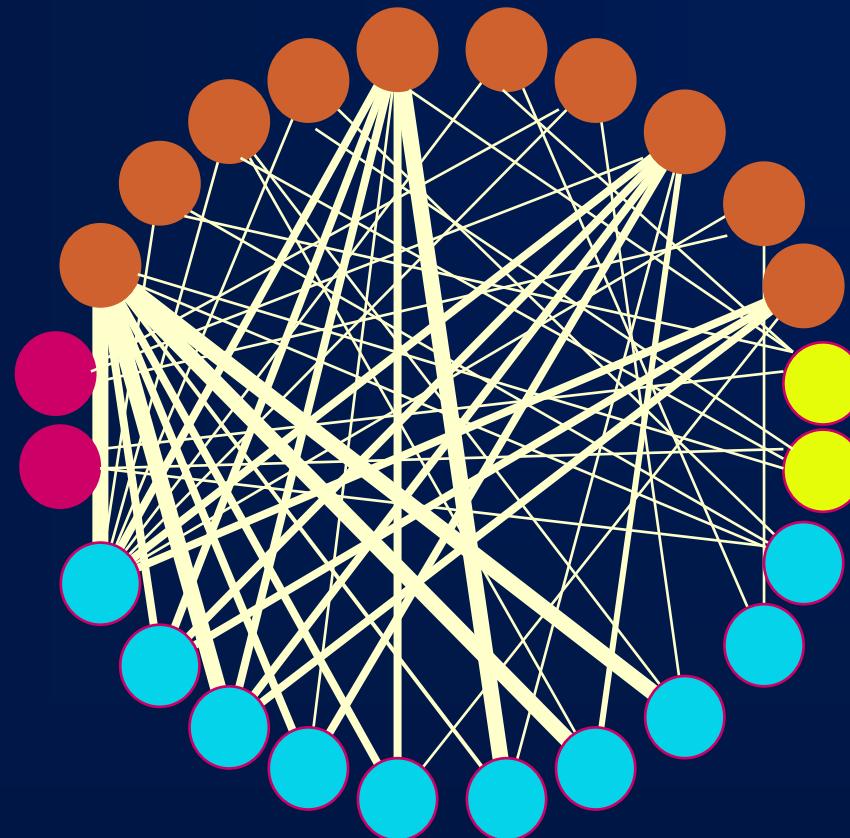


## Intelligence Analyst:

- Doesn't know what to do even how to do.
- In competition with open sources reaching the consumer directly.
- Reports should be reaching the customer in short - fast and unclassified manner.
- Only the customer declares the type of classification and permitted time.



# The Contemporary Intelligence Hierarchy



# Information Types



Top Secret info:

spying, *very much risky* in terms of human life

Classified info:

very high cost, spying, satellites

Closed proprietary info:

high cost, espionage starts, human life risk

Open proprietary info:

moderate cost for reverse engineering

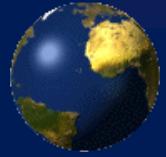
**\*\*\*Open Sources info:\*\*\***

**low cost: internet**



## Section #3 Open Sources Information

- Definitions & Opinions
- Types of Open Sources
- Importance



# Open Sources Information: The *Official* Definition

**“Publicly available information (i.e. any member of the public could lawfully obtain the information by request or observation), as well as other unclassified information that has limited public distribution or access”**

**established in Director of Central Intelligence Directive 2/12  
(effective 1 March 1994)**



## Open Sources Information: *Other Definitions*

“Open Sources Information is like the outer pieces of jig-saw puzzle, without which you can neither begin nor complete the puzzle.”

Dr. Joseph Nye  
Chairman of the National Intelligence Council of USA  
1994



# Open Sources Information: *Other Opinions*

**“The Intelligence Community has to get used to the fact that it no longer controls most of the information.”**

**Richard Kerr, former Deputy Director of Central Intelligence**

**“...(IC) should not satisfy requests for analysis when such analysis could be readily accomplished using publicly available sources...”**

**Aspin-Brown Commission on Intelligence, page 17**



# Open Sources are

Sponsored external research

Internet

Direct interviews

Published literature

Briefings

Grey literature

Commercial online services

Speeches



## **Open Sources Information: Importance**

**Central Intelligence Agency (CIA)**

**Open sources data comprises 40% of the final all-source intelligence.**

**Defence Intelligence Agency (DIA)**

**The general percentage is 30%.**

**Canadian Security and Intelligence Service (CSIS)**

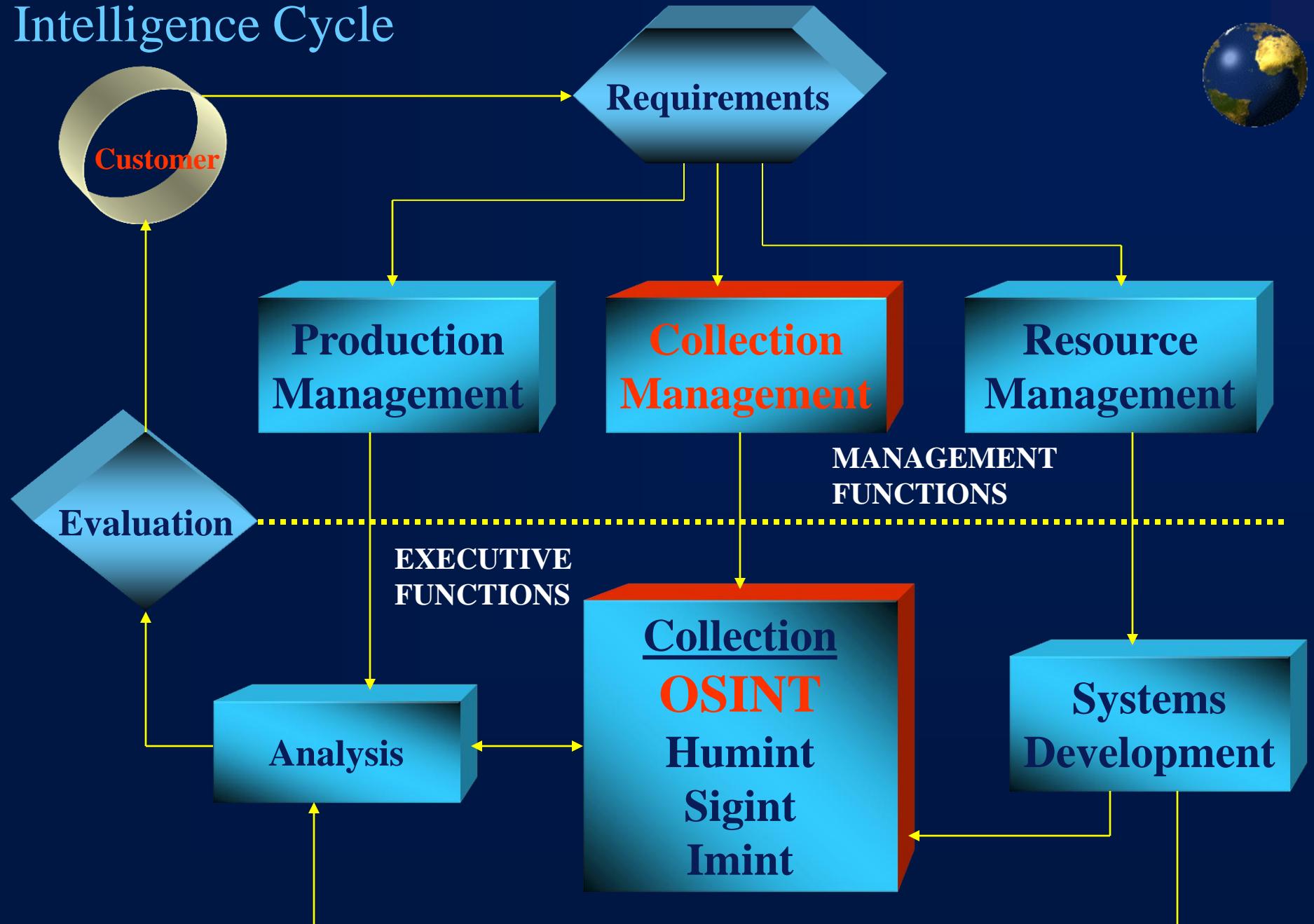
**Open sources comprise 80% of the final all-source product.**



## Section #4 Open Sources Intelligence – OSINT

- New element in Intelligence Cycle
- What OSINT is not
- OSINT Phases
- OSINT Issues, Growing Pains

# Intelligence Cycle





## What OSINT is not:

**“...nothing more than a collection of news clippings.”**

**“...the Internet.”**

**“...a substitute for spies and satellites.”**



# The OSINT phases





# Step #1 Discovery

- Discovering the nature of the intelligence problem
  - Noting the navigation paths (arranging bookmarks)
  - Storing the important documents locally (browsable and indexed)
  - Commenting & Underlining
  - Discovering the special vocabulary
  - Discovering the subject-matter experts



## Step #2 Discrimination

- Discriminating between various sources of information
- Qualified open sources
  - Low-cost rather than free
  - Include references
  - Newer and specialist



## Step #3 Validation

- Information repetition
- References
- All kinds of sources and services

## Step #4 Distillation

- Crafting of the title
- Outline

## Step #5 Delivery

- The intelligence report itself

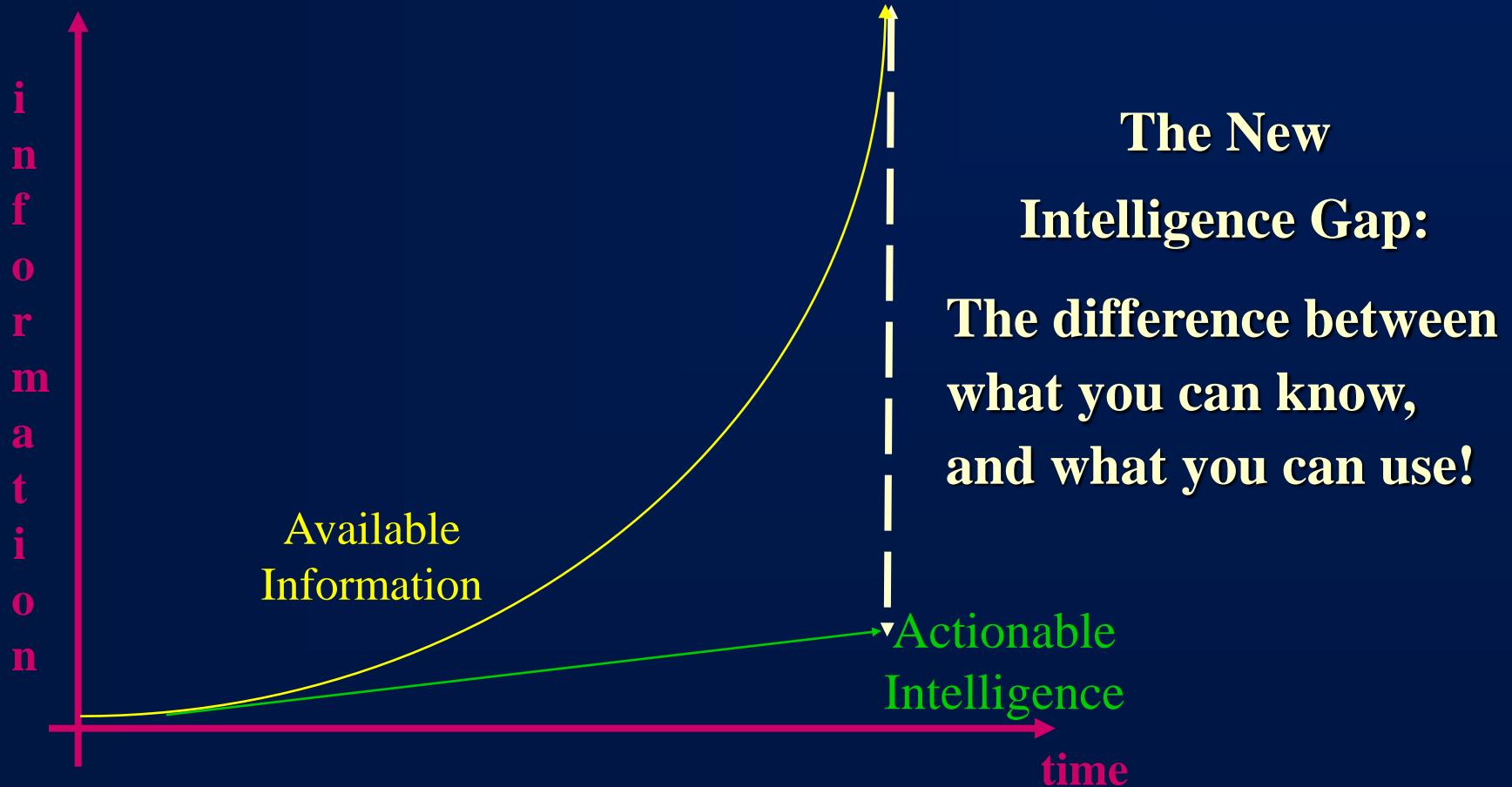


## OSINT Issues:

- **Operational Security**
- **Copyright**
- **Barrier of Foreign Languages**
- **Source Validation**



# OSINT Problem: An Intelligence Gap





## References:

Still asking?



Thank you very much for  
your attention.