

## WHAT TO REPORT

Immediately notify your facility security officer if you observe any of the following behaviors or believe you were targeted by an individual attempting to obtain information or technology they are not authorized to have:

- Offers for you to act as a foreign sales agent
- Attempts to steer conversations toward your job duties or access to sensitive information or technology
- Insistent questioning outside the scope of what you are cleared to discuss
- Excessive photography/sketches, especially in areas that prohibit photography
- Individuals returning to the same booth multiple times to speak with different cleared employees working the booth
- Strangers trying to establish personal relationships outside work parameters
- Unusual or suspicious attempts at ongoing contact, including sending a follow-up email upon your return to the office
- Multiple individuals simultaneously asking questions, attempting to get you to reveal more than you should
- Theft of or missing items from your booth/display



DCSA  
<https://www.dcsa.mil>

DCSA, Counterintelligence Directorate  
<https://www.dcsa.mil/mc/ci>

Center for Development of Security Excellence  
<https://www.cdse.edu>

## TARGETING DURING CONFERENCES, CONVENTIONS, AND TRADESHOWS

### BE ALERT! BE AWARE!

Report suspicious activities to your facility security officer



DEFENSE COUNTERINTELLIGENCE  
AND SECURITY AGENCY

Foreign collectors, to include commercial rivals, start-up companies, intelligence officers, opportunists, and organized criminals, use many methods to gather information of value to foreign intelligence entities (FIE) to include current and emerging U.S. technology during conferences, conventions, and tradeshows.

They may pose as potential customers, attendees, exhibitors, or scientists, and even as representatives of a nation other than their own.

Collectors may attempt to directly ask about controlled unclassified information (CUI) or classified information or try to elicit information during casual conversation during and after official events.

In fiscal year 2019, nine percent of cleared industry reporting of suspicious contact related activities occurred during attendance at conferences, conventions, and tradeshows.

## WHO ARE THEY TARGETING?

Foreign collectors will target anyone with access to the targeted information and technology, or any subject matter expert in sought-after research or technology.

## WHAT ARE THEY TARGETING?

- Information, technical specifications, Department of Defense (DOD) plans, budgets/costs, system locations, and system pictures displayed at booths
- Information about cleared and uncleared employees to determine their location to information, vulnerability to recruitment, and personnel interests that could be used as a pretext for future contact
- Information about DOD plans, intentions, budgets/costs, and system locations
- Adversaries may try to gain physical or virtual access to company equipment
- Proprietary formulas and processes
- Blueprints and prototypes
- Research
- Vendor information – people with whom you conduct business/your supply chain
- Software information, i.e., source codes – how it works, what makes it run
- Company information – phone directories, corporate financial data, investment data, budgets, acquisitions, and sales



## WHY IS IT EFFECTIVE?

Conferences, conventions, and tradeshows host a wide array of presenters, vendors, and attendees. This provides a permissive environment for traditional and non-traditional collectors to question vendors, develop business/social relationships, access actual or mockups of targeted technology, and interact with subject matter experts.

Foreign intelligence officers use these occasions to spot and assess individuals for potential recruitment. They frequently use charm and/or potential business incentives to soften their targets.

During foreign travel related to attending an event, security personnel can subject attendees to search and seizure of documents and electronic devices, as well as surveillance at the venue, while socializing, and while in their hotels.

## HOW CAN YOU RECOGNIZE IT?

At conferences, conventions, and tradeshows you may witness:

- Attempts to steal actual or mockups of technologies on display
- Photography of displays, especially when photography is explicitly prohibited
- Requests for information from you beyond the conference's scope
- Requests for the same information from different people during the conference
- Attempts to schedule post-event meetings or contact and attempts to develop personal friendships
- Attempts to contact you before, during, or after the meeting by phone, email, or social media



While traveling to and attending events, traditional intelligence officers will use the following techniques to obtain information about you, your work, and your colleagues:

- Detailed and probing questions about specific technology
- Overt questions about CUI or classified information
- Casual questions regarding an individual's personal information that collectors can use to target them later
- Prompting employees to discuss their duties, access, or clearance level
- Attempts to access your electronic devices, i.e., laptop, smartphones, etc

## COUNTERMEASURES

- Complete annual counterintelligence awareness training
- Attend security briefings and de-briefings
- Remain cognizant of your surroundings and anyone displaying increased interest in you or your exhibit
- At events, display mockups, not actual working versions of your product
- Do not leave technology, mockups, sensitive documents, or electronics unattended at the event
- Prepare responses for questions going into CUI or classified aspects of your product

## WHEN ATTENDING EVENTS OVERSEAS

- Request a threat assessment from the program office and your local DCSA representative prior to traveling to an event overseas
- Use designated travel laptops that contain no CUI or exploitable information
- Do not use foreign computers or fax machines and limit sensitive discussions
- Perform a comprehensive anti-virus scan on all electronic devices prior to departure and upon return
- Do not post pictures or mention you are on travel on social media

