



# Counterintelligence (CI)

Any of the following may indicate an attempt by a foreign entity to illegally acquire classified or export-controlled technology or information:

## SUSPICIOUS PURCHASE REQUEST

End user is a warehouse or company that organizes shipments for others

No end-user certificate

Vagueness of order — quantity, delivery destination, or identity of customer

Multiple sales representatives

Unusual quantity

Requested modifications of technology

Rushed delivery date

No return address

End user address is in a third country

Address is an obscure PO Box or residence

Multiple businesses using the same address

Buyer requests all products be shipped directly to him/her

Request is directed at an employee who does not know the sender and is not in the sales or marketing office

Solicitor is acting as a procurement agent for a foreign government

Military-specific technology is requested for a civilian purpose

Company requests technology outside the requestor's scope of business

Visitors request last-minute change of agenda to include export-controlled technology

Requestor offers to pick up products rather than having them shipped

Requestor uses broken English or poor grammar

Individual has a lack of/no knowledge of the technical specifications of the requested type of technology