

Reporting the Threat

Counterintelligence Awareness Tips for Attending Conferences, Conventions, and Trade Shows

INSIDER THREAT

Counterintelligence Integration

## SUSPICIOUS PURCHASE REQUESTS



Counterintelligence

Awareness Tips

for Attending

CONFERENCES,

CONVENTIONS,

& TRADE SHOWS

foreign travel vulnerability

[www.dss.mil](http://www.dss.mil)

preparing  
for  
foreign  
visitors

COUNTERINTELLIGENCE

elicitation & recruitment

counterintelligence

insider threat

Preparing for FC

cyber

preparing for  
foreign visitors

Elicitation

foreign travel vulnerability

REPORTING  
THE THREAT

insider  
threat

CI AWARENESS

CYBERSECURITY

counterintelligence  
INTEGRATION

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

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