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
- Request is directed at an employee who does not know the sender and is not in the sales or marketing office
- No end-user certificate
- Solicitor is acting as a procurement agent for a foreign government
- Vagueness of order – quantity, delivery destination, or identity of customer
- Military-specific technology is requested for a civilian purpose
- Multiple sales representatives
- Company requests technology outside the requestor’s scope of business
- Unusual quantity
- Visitors request last-minute change of agenda to include export-controlled technology
- Requested modifications of technology
- Requestor offers to pick up products rather than having them shipped
- Rushed delivery date
- Requestor uses broken English or poor grammar
- No return address
- Individual has a lack of/no knowledge of the technical specifications of the requested type of technology
- 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