Conversation Schedule

- Intro
- Bird’s eye view
- Business decisions OSINT supports
- Business decision influencers
- Decision making process
- Example investigations: “Baggage”
- Summary
Bird’s Eye View

RHEA VS. VULTURE
Bird’s Eye View

Greater Rhea  
(w/o OSINT)
- Size: 36-60 inches tall
- Flight Height: 0 ft

Source:  
https://nationalzoo.si.edu/animals/greater-rhea

Ruppell’s Griffon Vulture  
(with OSINT)
- Size: 33 -38 inches tall
- Flight Height: >36,000 ft

Source:  
https://nationalzoo.si.edu/animals/ruppells-griffon-vultur
Business Decisions OSINT Supports

- Partnerships *
- Vendor Selection *
- Acquisitions *
- Mergers *
- Key Personnel Hiring
- Office Locations Selection
- Marketing Strategies
Business Decision Influencers

- Baggage*
- Company Values
- Operating Costs
- Culture Fit
- Brand Messaging / Impact
- Financials*
- Legal Issues*
- Market Conditions and Competition
- Non-compete Restrictions
- Value Creation
Decision Making Process:

No plan (without OSINT) survives first contact

- Task
- Analysis*
- Plans - Identify Your Options (i.e. courses of action) *
- Table Top Drills - Revise Your Plans
- Plan Comparison
- Decision
- Execution
Example Investigation Summary

Statements: “Baggage”

AVIATION COMPANIES
The company’s fleet growth is well above average; however, the underlying sources of funding cannot be identified and have indicators suggesting they may be illegitimate [website]

The history of SIC codes indicating expansion and authorized operations does not align to their corporate history as reflected on their website

The recent [aircraft] was purchased to [ensure] the company’s growth, but their air worthiness certificate does not authorize passengers, only freight [newspaper, PDF search]
Leadership

- The current CEO does not have any prior C-suite or executive-level experience [social media]

- Current CEO went from being a Sort Coordinator at a shipping company to an aviation company CEO in 8 years, with a 3-year gap in his resume [photos, social media, professional networking site]

- One of Acme’s Directors is also a key leader of a competitor [historical conference attendee rosters]
Business Records

- 2012 initial investments establishing Acme Inc. is less than $55K; this appears to be extremely low for starting an aviation business [tax records, business filings, records inquiries]

- There are no reported additional capital calls reflected in the 13-year history of the parent company or 6-year history of Acme Inc.
The parent company and its two subsidiaries were established with an extremely low total investment of $318K. Acme Inc. had the smallest portion ~$53K. After existing less than 3 years and operating for only 2 years, Acme Inc. made an estimated $5M+ investment in customized assets, despite having no capital calls. Benchmark Example: In 1967 Southwest was established with $500K equivalent to $4.2M today. (https://www.swamedia.com/pages/1966-to-1971)
Community Ties

Photos, conference records, and geospatial evidence indicate a longstanding relationship with [Bugs Bunny] Engineering. However, the affiliation is not reported in any public news or on their websites. [Bugs Bunny] Engineering is a significant player in the host nation’s aviation market and this could indicate tensions between the two.

Club Membership Rosters, Property Tax Records, Donation Records, Sports Team Rosters, Chamber of Commerce, Voter Registration, Vehicle Information
Technical Risk / Data Protection Practices

- Censys.io
- Shodan.io
- Pastebins
- Domain Tools
- Virus Total
- Alien Vault OTX
Summary

- Baggage*
- Company Values
- Operation Costs
- Culture Fit
- Brand Messaging / Impact
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- Legal Issues*
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- Non-compete Restrictions
- Value Creation

- Social Media
- State, County, Federal Records
- Google Dorks
- Photos / Geospatial Datasets
- “Rate my employer” sites
- Independent Bloggers
- Website Crawling
- Open Source Security Tools
- Pastebins / Data Dumps
- Academic / Research Data Sets
Questions

Organization

- Twitter: @divineintel
- www.divineintel.ninja

Personal

- Twitter: @GRC_Ninja
- Email tazz @ divineintel.ninja
- Blog: https://osint.fail