

The E2C2 Echo

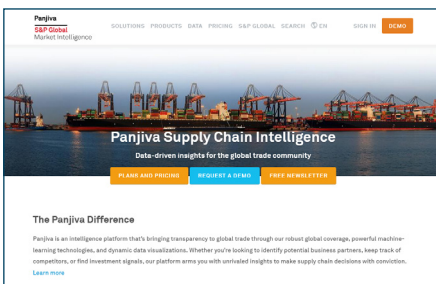
QUARTERLY NEWSLETTER



10 Open-Source Tools Companies Can Leverage for Market Research

In today's interconnected global economy, U.S. companies engaged in international trade have a valuable tool at their disposal: **Open-Source Intelligence (OSINT)**. To make well-informed decisions, build successful export strategies, reduce risk, and perform partner due diligence, here are ten ways private companies can utilize OSINT to research companies they intend to export to:

Panjiva/S&P Global Market Intelligence



<https://panjiva.com>

Gives users insight into, and analysis of global trade data sets, research into global markets, advanced analytics and supply chain visualizations, country and product trends, carrier data, as well as ports and maritime trends.

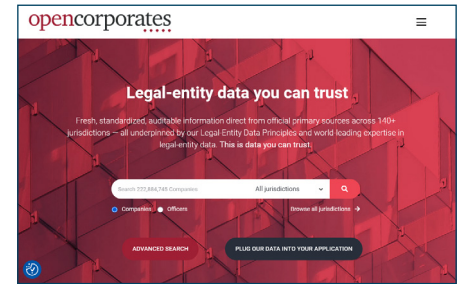
GlobalTrade.net



<https://www.globaltrade.net>

Offers market research, industry insights, and a directory of service providers, helping companies connect with experts in various markets.

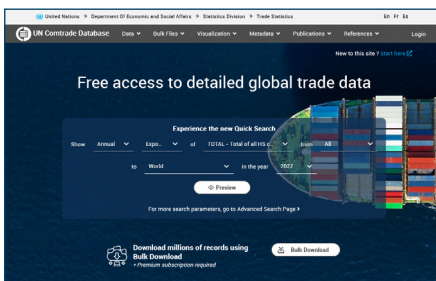
Open Corporates



<https://opencorporates.com>

Aggregates corporate information from around the world, aiding companies in verifying the authenticity and legal status of foreign businesses.

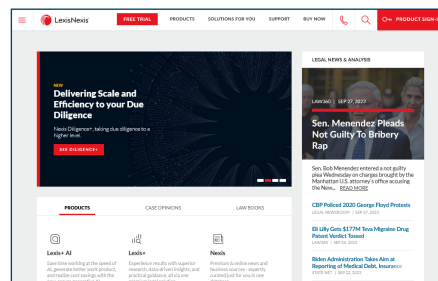
UN Comtrade



<https://comtradeplus.un.org>

Provides access to detailed import and export information for over 200 countries.

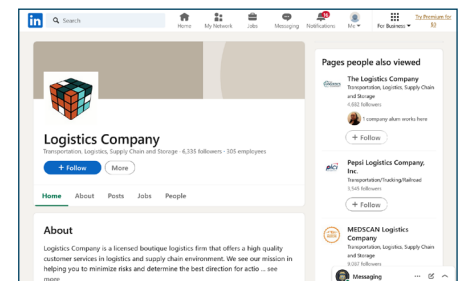
Lexis-Nexis



<https://www.lexisnexis.com>

Screens against 800,000+ names of PEPs and 180+ sanctions lists from individual countries, regional authorities and international organizations like the United Nations. Also screens against Interpol and various law enforcement wanted lists.

LinkedIn



<https://www.linkedin.com>

Provides information on companies, employees, and connections to verify the authenticity of these entities.

D&B Hoovers

<https://www.dnb.com>

Offers company profiles, industry analysis, and market trends, and helps evaluate the financial stability and overall health of international companies.

GlobalEDGE

<https://globaledge.msu.edu>

Provides international business and trade information, including country-level data, cultural insights, and market research reports.

World Bank Data

<https://data.worldbank.org>

Provides economic data, statistics, and reports on various countries, enabling companies to assess the economic conditions and potential risks of their target export markets.

Euromonitor International

<https://www.euromonitor.com>

Offers in-depth market research and analysis across various industries, helping companies understand consumer behaviors, market trends, and competitive landscapes.

OSINT DEFINED

OSINT is information gathered from publicly available sources to gain insights into various aspects of international businesses.



ABOUT THE E2C2

The Export Enforcement Coordination Center (E2C2) serves as the primary forum within the federal government for executive departments and agencies to coordinate and enhance their export enforcement efforts.

The E2C2 promotes a robust whole of government approach to export enforcement by ensuring inter-agency coordination, promoting multi-agency collaboration, minimizing duplication of efforts, and strengthening the critical link between law enforcement, the Intelligence Community, export licensing entities, and the public sector.

Agencies, organizations, or businesses who have questions or would like to learn more about partnership opportunities, email us.

E2C2@hsi.dhs.gov

FOREIGN TRAVEL CONSIDERATIONS

To prevent the interception of proprietary or sensitive company information when traveling abroad, consider traveling with phones and laptops that contain the least amount of company information as possible. Completely wiped devices or minimal data are best. When corporate data is taken abroad, consider utilizing full-disk encryption with high entropy.

When traveling to/from the U.S. all individuals have a lower expectation of privacy at the U.S. border. This lower expectation of privacy allows

certain U.S. law enforcement agencies to detain and image electronic devices. While there are significant restrictions on how U.S. law enforcement agencies handle and utilize that data, the same does not hold true for law enforcement and intelligence agencies in foreign countries. Foreign law enforcement and intelligence agencies, who hold the same authority to obtain data, may be able to exploit company data for nefarious purposes. Traveling with electronic devices containing no or limited company data protects U.S. businesses from data exfiltration.

DISCLAIMER

E2C2 does not individually endorse any of the websites mentioned herein. They are provided as a reference for your consideration in fulfilling your research needs.