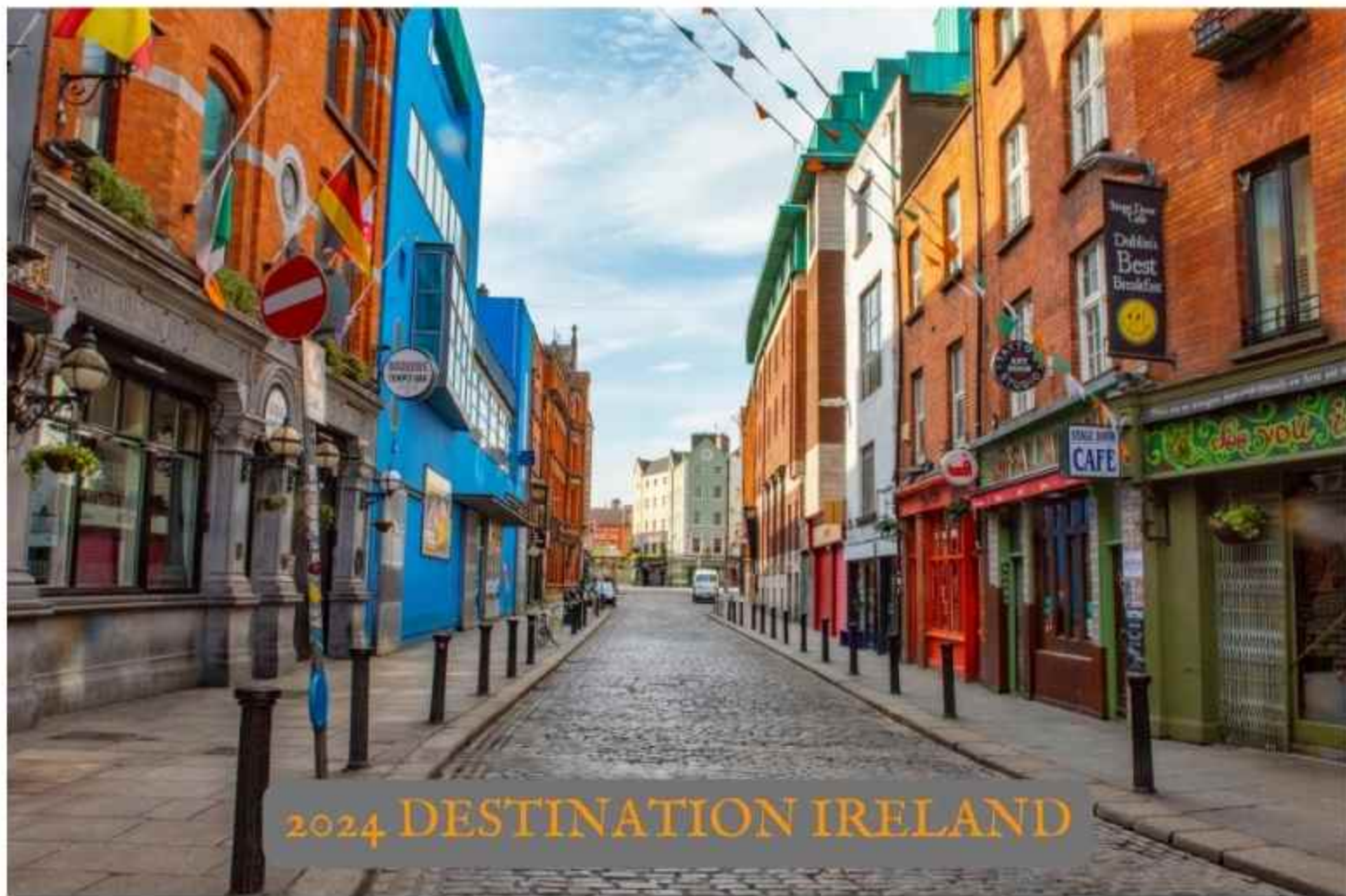


# INTELLENET GLOBAL GAZETTE

October 2023 Vol. 5

THE OFFICIAL INTERNATIONAL INTELLIGENCE NETWORK Newsletter



**WHAT'S INSIDE?**

2024 DESTINATION IRELAND

2024 THINGS TO DO IN THE UK TOUR GUIDE

**AND SO MUCH MORE**



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**JULY 2023**

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## QUANTUM ENTANGLEMENT

Albert Einstein referred to Quantum Entanglement as “Spooky action at a distance” and spent a portion of his life in debate with Niels Bohr pertaining to the interpretation of quantum physics. You may have read recently that Physicists at Brookhaven National Laboratory (BNL) have discovered a completely new type of quantum entanglement, the spooky phenomenon that binds particles across any distance.

In particle collider experiments, the new entanglement, allowed scientists to peer inside atomic nuclei in more detail than ever before. This study revealed pairs of particles can become so entwined with each other that one can no longer be described without the other, no matter how far apart they may be.

Weirder still, changing one will instantly trigger a change in its partner, even if it was on the other side of the universe.

The idea, known as quantum entanglement, sounds impossible to us, grounded as we are in the realm of classical physics. However, decades of experiments have consistently backed it up, and it forms the basis of emerging technologies like quantum computers and networks.

Spells out string theory and the perhaps unexplainably of interconnectivity on a microscopic level.

I would like to point out that each of us have experienced quantum entanglement to one degree or another perhaps without realizing it. The old: “Oh my goodness. I was just thinking of him the other day!” when we learn of someone’s passing with no explanation as to why we actually thought of the person at that time. Or when we think of someone and then we get a phone call and it is them or about them with no explanation other than for us to say: “I was just thinking of you!” or “I was just going to call you.”

On September 18, 2023 Eileen Law, Chairwoman of the Board of the Pennsylvania Association of Licensed Investigators for the first time in the history of the award, awarded the “Jim Carino” Investigative Professional of the Year Award to two individuals, Sandy and Frank DeAndrea. She eloquently explained that we, Sandy and I, cannot be separated and are always together. We feed off each other, rise to a higher height because of each other and are the Yin and Yang where the whole is actually much greater than the sum of the parts. I believe there is actually a quantum entanglement that allows Sandy and I to understand each other and work in unison with each other without speaking a word.

# WELCOME

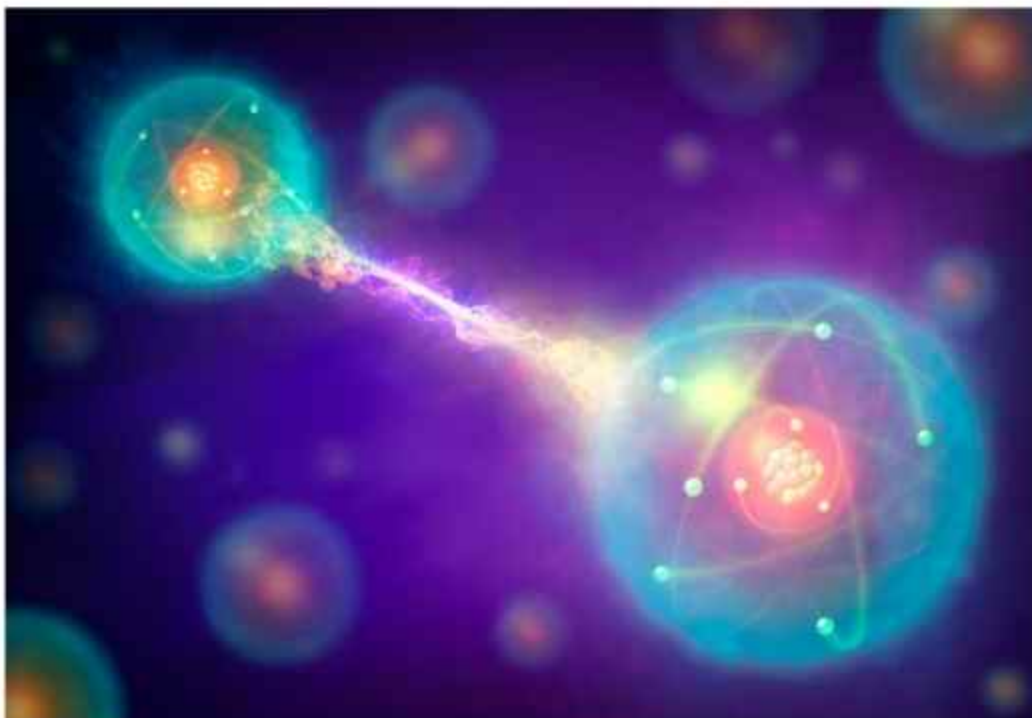
By: Frank V. DeAndrea, Jr.  
Editor-In-Chief

Along with this phenomena, with all that is going on in the world today, the atrocities in Gaza, manhunts in Maine, perhaps now more than ever when we have an “odd thought” where a person from our past comes into our thoughts, we should reach out via one of the many different modes of communication available to us in 2023 and check in.

The “spooky action at a distance” may just be the Universes’ way of telling us something important is going on and needs our attention. In true Jacob Marley fashion I provide you with this information so that you can do something with it, before it is too late.

Congratulations to Sandy DeAndrea, my wife, lover, biggest supporter, partner, best friend, and confidant for receiving such a prestigious award and for being the best Investigator I have ever met. F.A.A.N.

Stay safe,





# DIRECTOR'S OUTLOOK



Dear Intellenet Family,

We are coming up on the Holiday season, when many of us will be extra busy with work, family, and holiday traditions. This is always a special time of the year and for many of us, can be extremely busy, hectic, and stressful. Please make sure you take the time you need to destress, relax, and spend time with your family. I would like to take this opportunity to express my gratitude to all of you and the many members and board members who have been working diligently behind the scenes for our association.

I would like to republish the below paragraph that I wrote at the beginning of the year, as we need more members to assist on committees and future board openings. Also keep in mind our new categories and who you would recommend joining our elite association.

It takes a village:

How can you help in 2023? We all want to see positive results, more money, good health, and happiness in our personal and professional lives. Regarding Intellenet, I am asking for your help to influence change, you must get involved. Sitting on the sidelines complaining isn't going to get anything done. So, I am challenging our members (you) to do more and get involved. We continue to work on rolling out new initiatives, great educational conferences, webinars, new and improved website, educational newsletter or as some say a quarterly magazine.

Here are a few things that if everyone pitches in, we will continue to be the elite international association and improve in areas where we need improvement.

- Networking / Social Media - find information, share best practices, and socialize with members in various ways. Be sure to visit the website, become an active member and share to our Intellenet Facebook and LinkedIn profiles. Share our Newsletter and our conference information to your colleagues and post on your social and professional media.
- Attend the Conference - Be active, attend our in-person conferences and meet as many members as possible. This is a great time to learn and enhance your capabilities, but just being there and networking, gives you the opportunity for more future billable work!
- Communication - We publish our quarterly newsletter, Intellenet Global Gazette, please share this with other likeminded professionals. The newsletter committee invites "YOU" our industry experts to share best practices and emerging technologies by writing an article, please take advantage of this opportunity. It is great exposure for the author as well.
- Exhibiting - We are always looking for new opportunities to exhibit to recruit new members as well as create billable hours through initiatives. If you know of a good conference for us to attend, please let us know. Maybe you can help us man the booth?

## DIRECTORS OUTLOOK CONTINUED...

Membership recruitment - We need all of you to be ambassadors for Intellenet and bring potential members to the conference. Also let the membership know if you have any recommendations for new members. We have several geographical locations that we need members for, so when we do have initiatives or a member, needs someone in a particular location, you can tell your client, we have it covered. Reach out to members regularly and encourage engagement, volunteerism, and conference attendance.

Do you have an interest in volunteering? We have openings on some of our committees. Reach out to me and I will tell you where we need help.

All the above gives you a voice, so be heard and be part of our village. This provides you with the opportunity to network and gain professional insight both vertically as well as horizontally.

Thank you for your commitment to our association. I am looking forward to a great holiday season, 2024 and our conference in Dublin Ireland in April of 2024!

Stay safe,



Jeffrey Stein, LPI, BAI, CCDI, V.S.M.  
Intellenet Executive Director / Chairman of the Board

- 
- 
- **"NEVER LOSE SIGHT OF THE FACT THAT THE MOST IMPORTANT YARD STICK TO YOUR SUCCESS IS HOW YOU TREAT OTHER PEOPLE."**

— *Barbara Bush*



# CARINO'S CORNER

## On Mentoring...

As all should know by now Intellenet has launched an Apprentice program, designed to cull in bright fledging PIs lacking 10 years investigative experience. Among Intellenet's goals and objectives include development of well trained, professional investigators to eventually become a regular member and to meet our individual "obligation" to assist or mentor individuals to enhance future growth of our profession.

Do you recall the individuals who mentored you during your lifetime? Was it that favorite teacher in school, an instructor who took you under his/her wing in your early career days, a co-worker/supervisor/boss who guided you along the way, or someone else you admired and learned from? Let's face it, we were all mentored somewhere along our developmental path. Many of us can name the one or more people who have assisted us not only in our career growth and development but also in shaping who we are in sum, our mentors are among our most favorite people.

Mentoring is defined as a learning relationship that helps people grow, develop, and achieve their goals. Formal or informal, internal or external it is focused on different aspects of career development with a singular purpose-success for the mentee.

The Intellenet Apprentice program is designed to be a process of equipping people with the tools, knowledge and opportunities they need for success to be provided a path for Intellenet membership.

Do we not have the duty, the obligation to give back to the investigative community as "pay back" to those who mentored us?

Mentoring can benefit the mentor as well as the mentee for every engagement is a learning exercise. Our Apprentice program needs individuals to be recommended. Who better than Intellenet whose members are successful and highly respected? Who better than Intellenet to contribute by assisting the next generation of investigators to be productive and later assume the leadership role?

In the final analysis, the Intellenet Apprentice program is a bold approach to ensure sustainable growth in our field. Are you ready to do your part?

Recommend an investigator, become a mentor, be part of the solution by helping others as you were helped!

All the best,

James P. Carino Jr.

Executive Director Emeritus

Jim Carino can be reached at: [intelnet@verizon.net](mailto:intelnet@verizon.net)

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# FOCI SUBMISSION RULES

Each Issue, two Intellenet Members will be focused upon for their accomplishments in the Law Enforcement /Private Investigative world. One member from the International Membership and one member from the United States.

Members are able to submit other members for future FOCI following these simple rules:

- 1) – NO SELF SUBMISSIONS
- 2) – Any INTELLENET member in good standing may submit any other INTELLENET member in good standing for consideration, regardless of the location of either member.
- 3) – Submission shall include a brief, 1,200 words or less, BIO of the candidate that does NOT list every school, training, or good deed.
- 4) – The BIO should capture what the MEMBER has done that has changed the way INTELLENET or the Private Investigation industry or Law Enforcement does business or capture what makes the candidate worthy of Focus. Think BIG Picture.
- 5) – 3 or 4 candid photos shall be accepted with the submission for publication.
- 6) – Based on the number of submissions, The Newsletter Committee may select the International and United States winner for each quarterly newsletter. Ties shall be broken by the Executive Director.
- 7) – For consideration, please send submissions to [Frank@deandrea.biz](mailto:Frank@deandrea.biz)

"You have brains in your head. You have feet in your shoes. You can steer yourself any direction you choose." – Dr. Seuss



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**MEMBER** **FOCI** **INTELLINET**  
**UNITED STATES**

**THIS EDITIONS FOCI- UNITED STATES  
SELECTION**

**NO MEMBERS SUBMITTED ANYONE  
FOR CONSIDERATION**

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**WELL DONE IS  
BETTER THAN  
WELL SAID. -**

*Benjamin Franklin*



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**MEMBER**  **FOCI**

# **INTERNATIONAL**

**THIS EDITIONS FOCI- INTERNATIONAL  
SELECTION**

**NO MEMBERS SUBMITTED ANYONE FOR  
CONSIDERATION**

- 
1. “I can accept failure, everyone fails at something. But I can’t accept not trying.”

—MICHAEL JORDAN



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# LEGISLATIVE NOTES



Nicole Bocra Gray  
Legislative Liason Chair

Have you heard of IASIR? Intellenet first joined the International Association of Security and Investigative Regulators under the direction of Jim Carino and Bruce Hulme and continued its membership under Peter Psarouthakis and currently, Jeff Stein.

Earlier this month, IASIR hosted its annual conference where members had the opportunity to meet regulators from around the Country. Most interesting were the regulators from North Carolina, California, Florida and Oregon. They shared challenges and insights from their state.

IASIR has a reciprocity initiative to expand private investigator licensing across the United States. If pursued, Intellenet members will have an opportunity to transform the industry. If you are interested in participating please reach out to Nicole Gray at [nicole@infinityinvestigative.com](mailto:nicole@infinityinvestigative.com).

Warmest Regards,

*Nicole*

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THE TWO MOST IMPORTANT DAYS  
IN YOUR LIFE ARE THE DAY YOU  
ARE BORN AND THE DAY YOU  
FIND OUT WHY." — MARK TWAIN



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# ARTICLE



## The Peculiar Case of Vadim Fursov

By: Paolo Bourelly

It all began in 2006 when a leading law firm in Rome, Italy, reached out to me, offering the role of leading investigator in a criminal defense homicide case.

The case intrigued me and caught the attention of well-known TV producers about to launch the crime show "Seconda Chance" on the Italian national TV channel RAI3. This show sought new evidence to reopen homicide cases with potential wrongful convictions. The producers decided to feature this case in the show's first episode, and I gladly accepted the role of investigator.

### The Victim and The Robbery

The homicide occurred on January 21, 1991, in Rome, and the victim was Omar Gamal Abdel Aziz Hussein, a.k.a. Gianni, a vendor at the famous Porta Portese flea market known for selling Russian icons, cameras, and other merchandise.

Four days after the date of the homicide, Omar's brother, a.k.a. Marco, reported him missing to the police. He further added that a robbery had occurred at his brother's house. He described the raid in detail, thanks to Omar's maid, who witnessed the armed robbery.

The robbers threatened the maid, a Polish lady, and she thus decided to return to Poland. Omar's brother talked to her over the phone and recorded the phone call. After a few months, he allowed the police to listen to the conversation. However, someone had recorded music on the tape over the critical part of the conversation, thus ruining it. One month later, police found

Omar's decomposing body in a field, and Marco recognized his body later.

Continued-



Source: Prosecutor's file -  
Photo of Omar

“Do what you can, with what  
you’ve got, where you are.”

- Teddy Roosevelt



## The Accused

Vadim Fursov, a US citizen born in Ukraine and residing in Italy, was charged with committing the homicide. However, as the investigation progressed, the charges evolved, and the prosecutor accused Fursov of being the mastermind behind the crime. The prosecutor also charged other people of being accomplices of the plot, including Fursov's girlfriend (who later became his wife), his friend Alexander, Alexander's girlfriend, and three Russian individuals who had left for Canada and Russia.



Source: Prosecutor's File -  
ID Photo of Vadim Fursov

The FBI arrested Fursov at his house in Miami, where he lived and worked as a businessman. He was extradited to Italy after they discovered he had entered the US using a fake Italian passport. Fursov's wife and Alexander's girlfriend were also arrested, tried, and sentenced as accomplices. Although Alexander was initially found guilty, the appeal court later acquitted him. The Russian individuals were sentenced but escaped serving their sentences as they had already left Italy. Strangely, among all those found guilty, Fursov was the only one still detained.

## Israel Interpol and The Dissolving Soviet Union

The entire story took a mysterious turn when Interpol in Italy received a fax from the Israeli Interpol stating that an informant had revealed that two Russians and a Palestinian had committed Omar's homicide. Surprisingly, this lead was never thoroughly investigated, and the Russian witness, who had accused Fursov and the other two Russians, was found dead under suspicious circumstances in Moscow. I learned that the Russians were closely associated with the KGB. To add to the intrigue, a witness who knew Omar well revealed they were friends. During the early 1990s, numerous people from the former USSR Republics, including several KGB agents, had migrated to European countries. Rome became home to many Russians waiting for visas to Israel or the USA. The witness's wife was an ex-KGB intelligence officer, formerly the chief of the Saint Petersburg station. The witness had even published a book about Russian people arriving in Italy, waiting to be transferred to Israel, which led to his new project after his wife recognized an old "friend" in one of his photographs. However, all the material he had prepared for his second book mysteriously vanished from his house. He told me that a Palestinian man who used to work at the Palestinian Office in Rome had frequently visited Omar. One Saturday afternoon, while Omar was talking to this man, he entered Omar's bedroom and discovered several Russian military cases for shipping weapons. Therefore, I wondered whether this Palestinian man was the same person the informant from the Israeli Interpol reported as the killer.

## The Bracelet

An Egyptian witness Shala Esam Mohamed Ahmed, a friend of Marco, provided crucial evidence against Fursov. Shala had declared that he had brought the bracelet from Egypt to sell it and gave it to Marco to sell it. Marco never sold it, and thus he saw that Vera, Omar's girlfriend, was wearing it before it got stolen during the robbery.



Source: The Prosecutor's File - Photo of the Bracelet

## Locate and Interview Shala

To progress in the investigation, I needed to locate the Egyptian witness. The first step was to find a picture of him, so I went to the central civil records office in Rome and requested a photo. I could have got an image of the photo from the Italian ID card the civil records office issued. Initially, the civil servants hesitated to provide access to their archives. However, after talking to the city's lawyers, I could take a photo. I became the first person allowed to physically enter the archives located in the basement of the building to take pictures. From the copy of the ID card, I also obtained his address.



Source: Rome's Civil Records Office -  
Photo of Shala Esam Mohamed Ahmed

I needed to gather more information about him, so I started collecting intelligence from informants and put his house under surveillance. With the help of a colleague, I placed a static surveillance vehicle outside his residence for a whole week to learn more about him. However, when I decided to ring his doorbell and talk to him, I discovered that he had been hospitalized and placed in the Infectious Diseases Ward of a hospital in Rome. Uncertain about the severity of the situation, I called the attorney to take a statement, considering it might be the last opportunity.

The case prosecutor claimed that police had found a bracelet at Vadim's house after the killers took it during the robbery. It led to the assumption that Vadim was one of the murderers. After the trial, the prosecutor returned the bracelet to Marco, who later pawned it in Rome. I visited all the pawn shops and eventually found the shop where someone purchased it, but unfortunately, there was no trace of the buyer.

## Reproduction of the Bracelet

During the interview with Shala at the hospital, we learned that he had brought the bracelet from Egypt after the date of the murder, and his brother had helped him buy it in Cairo. This date coincided with Vera's testimony to the prosecutor. Shala said he had lied about the date because Marco forced him to do so, and he did it because he was afraid of him.

To strengthen the case, I decided to reproduce the bracelet based on the description Shala gave us and took it to Cairo to use during an interview with Shala's brother. To my satisfaction, the bracelet replica looked precisely like the one in the sketch available in the prosecutor's case file.



Source: Criminal Defense Investigation File -  
Reproduction of the Bracelet

## **Journey to Cairo, Egypt**

Before traveling to Cairo, I contacted the Italian embassy to find an accredited translator for the witness interview.

I was staying at a hotel in Giza, the area of the pyramids, while the interview had to take place in an office in Cairo. The witness, a taxi driver, offered to pick me up at the hotel. His cab was the most rotten car I had ever seen.

We started the journey to Cairo. The street was filled with people running towards the speeding cars, trying to open their doors or jump on their hoods to get a lift to the capital. Cars and camels were sharing the road. The journey seemed never to end also because the taxi driver had decided to take me to his house to introduce me to his family. I could not say no. We entered a neighborhood without paved streets and eventually came to a decaying building. The family was waiting for me.



Source: Photo taken from Taxi - Road from Giza to Cairo



Women were strictly wearing a burka. After an hour and a half and a cup of tea, he finally went to the office for the interview. On the way, a tire went flat. He changed it, and finally, we arrived at the office after 6 hours. The longest journey I have ever made for an interview. Having contracted the services of a translator beforehand at my disposal was a helpful decision as I obtained a sworn statement after the interview.

As the investigation continued, the crime show "Seconda Chance" aired the new evidence and urged me to uncover more.

## **Journey to Kyiv, Ukraine, to meet Igor Butenko**

During my investigation, Fursov informed me that a friend residing in Kyiv, Ukraine, Igor Butenko, could provide additional information about the case. So, I decided to travel to Kyiv during wintertime. The witness picked me up at the airport, and despite my expectations, he arranged for his secretary to show me the city. I was pleasantly surprised when a charming and good-looking lady, driving a BMW, picked me up and took me to a restaurant and later to a club. It was an unexpected perk of being a private investigator on the job.

The following day, in the presence of an interpreter, I finally met with the witness and obtained a sworn statement. Butenko declared that he saw the bracelet when he traveled to Italy in December 1990 and that Vera was wearing it. He thus confirmed what the Egyptian witness and his brother had reported. The interview ended, and another pleasant night with the same lady followed. I could appreciate the beauty of the city. Finally, the following day, I returned to Rome.

Having made progress in the investigation, the defense attorney filed a motion to reopen the case, but the court initially declined. We knew the difficulty of persuading the court to start a new trial. The process had already gone through the three levels of judgment, as outlined in the Italian criminal procedure.

The attorney was happy with my work so far and decided to file a new motion to reopen the case.

The court wanted Shala to testify and summoned him to the hearing. Shala had a different sense of time and space and arrived late for the hearing. However, the court intended to interrogate him and summoned him again. This time, Shala showed up, and the court finally decided to allow a new trial to reevaluate the previous verdict. We were delighted with the result of our work.

Unfortunately, our happiness was short-lived when our client unexpectedly died of a fulminant stroke, preventing him from overturning his conviction.

Despite the setback, I continued working for the Italian TV show and Fursov's attorney. At the same time, I decided to expand ISOG's operations in Panama. I closed the operations in Italy to start operating internationally from Panama, where I chose to naturalize, become an attorney, and join the Panama bar association.

The roles, rights, and obligations of a private investigator in Italy, Panama, and the USA are different, and it is necessary to understand them to conduct international investigations across these jurisdictions.

# ABOUT the AUTHOR



Paolo Bourelly is a Florida Licensed Private Investigator, an Attorney at Law in the Republic of Panama, Certified Anti Money Laundering Specialist, Certified Cryptocurrency Forensic Investigator, Florida Supreme Court Certified Mediator. He is the owner of ISOG INC, an international full-service private investigative agency. Mr. Bourelly is also a licensed Panamanian attorney.

He is a published author and has been featured on the Italian crime show, "Second Chance".

He has been conducting investigations for 20 years worldwide, through his PI agency ISOG incorporated in Italy, Panama and Florida. In Panama, he has also been offering legal services through ISOG LAW FIRM.

he can be reached at:  
Email: [pbourelly@isog.org](mailto:pbourelly@isog.org)

ISOG INC (Florida USA)  
175 SW 7th St Suite 1905  
Brickell Miami, FL 33130-2960, USA  
Ph. No.: +1 (305) 400-2066  
Email: [miami@isog.org](mailto:miami@isog.org)  
Web: [isog.org](http://isog.org)

ISOG INC / ISOG LAW FIRM (Panama)  
The Century Tower Suite 401  
Ave. Ricardo J Alfaro, El Dorado, Panama, Rep. of Panama  
Ph. No.: (+507) 836-5392 / (+507) 836-5484  
Whatsapp: (+507) 6950-8610  
Email: [worldhq@isog.org](mailto:worldhq@isog.org)



### Exciting News to Share About the BAI Program!

Over the past several months, really since our March conference in Florida, the Board Accredited Investigator (BAI) Committee has been working to put together a single publication that could be used as a BAI Study Guide. As you may remember, a couple of years ago the program changed to test and started using the three books published by Intellenet and Kitty Haley's book on ethics as recommended study material. Earlier this year we received approval to combine the information from the Intellenet books and create one study guide from the chapters in those books. Not all of the chapters in the three books were relevant to the BAI test and some of the information was outdated and needed to be reviewed. As I'm sure you can imagine, this task took longer, and was more work than initially expected. But I am happy to report that with a tremendous amount of help from William "Bill" Blake, the editor of the original Intellenet books, the task has been completed!

In September 2023, the new BAI Study Guide became a reality, and it is now available in an emailed PDF version to anyone who wishes to have a copy for only \$59.00. The new book includes chapters from the original Intellenet books along with some newly added information relevant to conducting investigations throughout the world. In reworking the books and selecting the appropriate chapters we also realized we needed to update the online written test candidates take to become a BAI. This book along with the book Code of Professional Conduct: Standards & Ethics for the Investigative Profession, which was written by Kitty Hailey, is all the study material a person will need to prepare for the BAI written test. We also hope that the new BAI Study Guide will become a reference manual for all professional investigators looking to learn the best practices and techniques needed to be successful in the investigative profession. This book will also be a valuable asset to new investigators who want to make sure they stand out from the competition as well-rounded professionals.

The book is composed of 62 chapters specifically selected based on the investigative topic they cover. The chapters cover topics on a variety of investigative subjects such as arson investigations, surveillance, nursing home abuse, money laundering, US Federal laws, international investigations, employee theft, and much more. If you are interested in purchasing one of the books, please contact Jerry DeFatta BAI Committee Chairman ([jerry@defattapi.com](mailto:jerry@defattapi.com)) for details on obtaining a copy of the book.



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# WHO NEEDS AN EXPERT?



## How enlisting the services of an expert can assist a Private Investigator


The purpose of the “Who Needs an Expert” column is to provide INTELLENET members with insight into not only the vast array of expertise INTELLENET members can provide, but also to share with the membership how to use these experts to enhance an investigation. What may be an “easy” case for one of us can be something another one of us has never done. Be it a surveillance case, a death investigation, a wrongful conviction, a TSCM Sweep, a financial investigation, elder abuse, or any of a plethora of others, we are all capable of doing some things and can use assistance in others.

Who Needs an Expert will dive into some specifics about a particular field and attempt to enlighten some of us as to an additional toolbox available to assist us with investigations that may cross our desk.

If you are an expert and would like to contribute to this column by sharing something about your expertise and how INTELLENET members can use your services, please reach out to the editor at: [Frank@deandrea.biz](mailto:Frank@deandrea.biz).

If you are a member and have a request about learning more about a particular expertise, please send the editor an email with your request.

**SPECIAL THANKS TO BILL BLAKE for DREAMING UP THIS IDEA and GETTING SO MANY EXPERTS TO WRITE ARTICLES.**

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# THIS EDITION'S TOPIC:



## Open Source Intelligence Training for Commercial Enterprises is Essential in Both Domestic and Global Operations

By: Rachel Kronenfeld

Effective due diligence is the principal function for gleaning accurate information about prospective enterprise partners and vendors as well as employees. It is also the ultimate weapon in mitigating risk while empowering companies to elevate their business practices and trust in their brands.

Due diligence entails asking the right questions and utilizing the right resources to get accurate and thorough answers. Today, both “mom and pop” local shops as well as tech-driven conglomerates find themselves engaged in the global economy with a tremendous field of terrain to navigate, both domestically and abroad in the areas of threats, compliance management and reputational concern. A family-owned Main Street jewelry shop that sources its gems unwittingly from suppliers accused of labor abuses may find itself in a public relations nightmare just as a large international pharmaceutical company may make headlines when its overseas medical director is found to have fraudulent credentials.

Given the abundance of information to research, the prevalence of fraud in commercial exchanges, and legal and ethical boundaries that cannot be crossed during investigations, conducting due diligence, both domestically and abroad, can often pose a challenge that can only be resolved with proper due diligence training and expert investigatory guidance. Whether engaged in domestic or international commerce, identifying threats, ensuring compliance management and protecting enterprise reputation are at the heart of due diligence investigations. Professional investigators cite Characteristics, Analysis, Reputation & Associations (summarized by the acronym CARA) as the key areas of focus for effective due diligence. While it may be tempting to imagine the majority of due diligence concerns are external to an organization, it must be emphasized that just as important in analyzing external risks is analyzing threats that frequently originate internally, such as:

- Insider Threat – An employee or group of employees with nefarious intent toward the enterprise may sabotage the work of the organization given their access to proprietary information, physical access to premises, etc.
- Physical Threat – Enterprises should ensure that employees or vendors with access to physical premises pass a security clearance prior to being hired and the organizational network must have a process for ensuring the 24/7 security of all facilities
- Network Security – Employees must be trained in awareness for detection of cyber-related and information systems attacks that may cripple the organization’s processes and productivity, such as attacks that initiate when a single employee unsuspectingly opens a seemingly legitimate email message)



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Because such threats are possible at any time, it is imperative that corporate security officers, operations and human resources executives as well as procurement managers receive ongoing due diligence training. The sophistication by which bad actors commit acts of sabotage elevates daily and potential threats exist across every department and in every tentacle of an organization from administrative assistants through the C-Suite and external vendors. However, the arsenal of tools that can be deployed to mitigate risk and expose threats before they potentially cripple an enterprise is also evolving daily. It may be a shock to learn that there are presently 587 types of international social media accounts to be scraped for CARA-related information in executing corporate due diligence.

All companies rely upon partners they know and trust as well as third-party vendors with whom they have minimal engagement. Companies need to buy from suppliers, whether domestic or international, the equipment and materials to manufacture their goods and the computers and software that keep their enterprise connected and much more. When doing business internationally, it can be quite difficult to determine the ethics of suppliers and alliance partners. How can a corporation confidently verify the identity of its key supplier half a world away as well as the supplier's adherence to World Economic Forum and International Business Council Environment, Social and Governance (ESG) standards that require ethical sourcing of products, appropriate working conditions for employees and legitimate banking operations? The answer lies in sharpened due diligence training.

Open source intelligence (OSINT) training for due diligence is the only effective means for any enterprise to curtail fraud. OSINT training for executives in pivotal roles enables enterprises to:

- Accurately vet international networks for conflicts of interest in business relationships
- Assess an enterprise's global reputation to mitigate risk when engaging in international commerce
- Identify executives with differing credentials posted in varied places across the internet to appeal to an array of audiences
- Expose international consultants who claim to have attained specific levels of education but did not graduate with the degrees specified
- Uncover legal papers filed globally using an attorney and contact information that is fraudulent or not valid
- Determine if a supplier has any concerning affiliations that could be a risk to intellectual property
- Verify the credentials of prospective internationally-based employees and contractors
- Determine the legitimacy of physical locations of overseas suppliers and ensure permits have been legally obtained
- Ensure the supplier has a good reputation and is not tied to any corruption or illegal activity
- Scrutinize processes in place for the sterility and safety of sensitive products across the supply chain
- Explore the publicly available investment and financial disclosures that often exhibit an organization's true values

Verify a supplier's claims of green and sustainable operations

- Locate trusted sources to obtain public records
- Conduct site visits and internal interviews

As complicated as the array of data to be verified appears, the answers are often hiding in plain sight, though a maze of publicly available records must be expertly navigated. For this reason, many companies turn to credentialed OSINT investigative firms with proprietary state-of-the-art software that can locate both local and international records and cross-reference data to ensure the legitimacy of supplier enterprises, identify patterns of reporting information that may uncover fraudulent locations, confirm corporate officers and ethical financial practices as well as scrape hundreds of international social media platforms for instances of human rights abuses and negative environmental impact.

Navigating the digital ecosphere to ensure corporate integrity can be a daunting challenge. It requires expert training to keep pace with an ever-evolving array of resources, software, media and databases. Due diligence is not a seasonal activity like a tax audit. It is a 24/7 process involving every department of an organization that must have the ability to -- whether directly or through a contracted OSINT investigations firm -- avail itself of the latest databases, processes and software that ensure secure premises, credentialed talent in both the employee and contractor sectors and a sound supply chain insulated against compliance and regulatory violations. Doing business globally with international partners in the supply chain that align in ethical standards is the best way to ensure a competitive market position, safe work environment and public trust – all of which contribute to long-term sustainability and viability.

## ABOUT the AUTHOR



Rachel Kronenfeld is Director of Services at Hetherington Group. A core member of Hg's executive leadership team, Ms. Kronenfeld leads Hg in business development, client and vendor relations, and is responsible for the management and development of all investigative work. In addition to identifying and implementing business goals and strategies, Ms. Kronenfeld also leads the internal marketing department and contributes to Hg's blogs and thought leadership pieces.

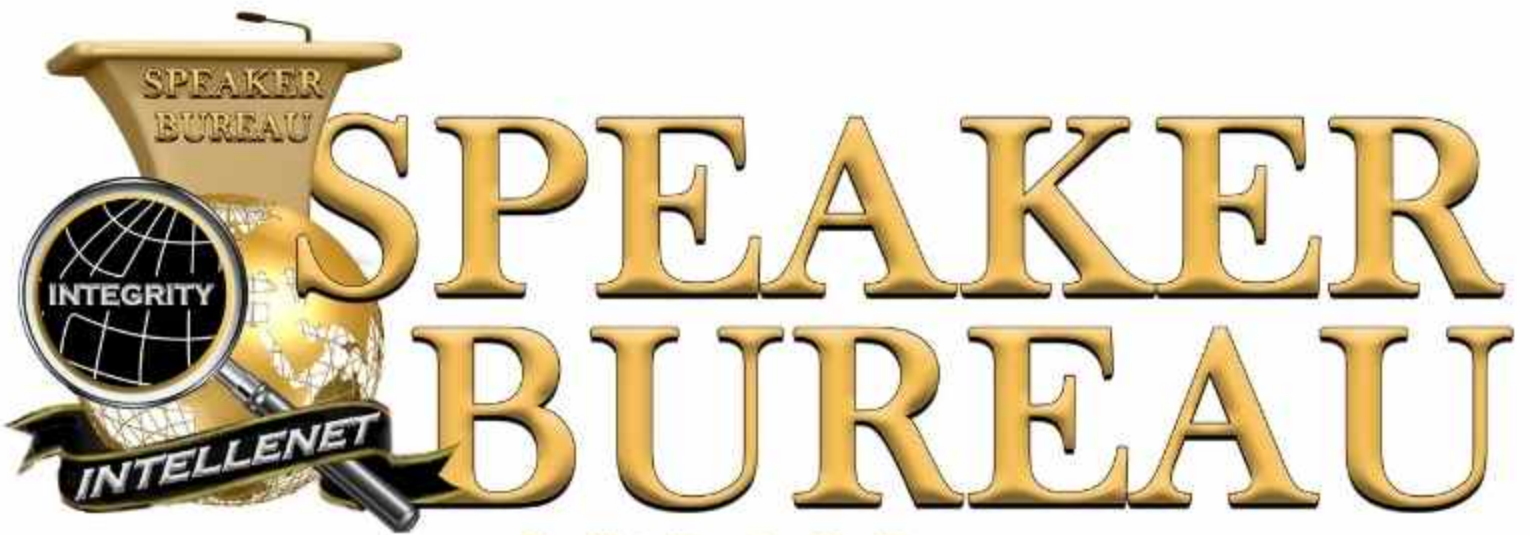
. You may reach her via email, [rkronenfeld@hetheringtongroup.com](mailto:rkronenfeld@hetheringtongroup.com)

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## *The Expert in Anything Was Once a Beginner*



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By: Eric Douglas De Van

President

De Van and Associates

<https://devanassociates.com>

## **“IT WILL NEVER WORK.”**

The Speaker’s Bureau (SB) was given a face lift and the glamorous grand reveal was Friday, October 20, 2023. This was the first in a planned series of one day conferences branded as Petite Reunion. Depending on the accent Réunion (French) or Reunión (Spanish), the meaning is small conference. What makes a Petite Reunion a small conference?

Typically, the Intellenet annual world conference is over a number of days, with over a hundred attendees, several vendors, and speakers presenting on a wide range of topics. The Petite Reunions are one day, with one host sponsor, and one topic. There were 36 registrants for the first Petite Reunion hosted by TransUnion in Boca Raton, Florida. The subject was Due Diligence hence Petite Reunion – Due Diligence.

TransUnion provided an excellent conference facility and catered lunch. Additionally, TransUnion presented the history of their organization and all of the capability’s investigators can use on their platform. SB members spoke on Cyber Investigations, FCRA (And You), and locating persons of interest with the data developed (Boots on the Ground). On a scale of one to five, with five being the highest, each SB presenter received five out of five on every survey. The written comments on the surveys reflected the quality of the speakers, hospitality of TransUnion, and the overall satisfaction of the attendees.

One Reviewer Wrote:

*Overall the Petite Reunion – Due Diligence was a success! The host, TransUnion, was great and accommodating and provided good breakfast and lunch options. The attendees were awesome! I’ve spoken at a lot of conferences and the attendees were very interactive and allowed the speakers to really dive into the specific information that the attendees were looking for. The mix of speakers allowed for a variety of informative sessions, no matter what your due diligence speciality encompassed. There was something for everyone at this event. Eric was a great organizer and kept me informed every step of the way regarding the Petite Reunion. I would love to be part of any future sessions.*



MORE REVIEWS:

“Great food!!”

“Very Good.”

“Venue was great, Food was perfect.”

“Excellent.”

“Need to do more small events like this. (Food, Venue) Just Perfect!”

“Amazing speakers.”

“Thank you for the food.”

“Everything was great!”

“Most enjoyable conference ever! I been thru a lot & you were so wonderful. (Food, Venue) A++”

### What We Learned

The SB confirmed much of what was thought to be important from other conferences and surveys. The venue must be spacious, comfortable, well-appointed with audio and visual capabilities and easy to access. The food quality and variety along with coffee, soft drinks and water are important. The single topic will generate interest from Intellenet members, state organizations, and non-investigative types. In this case, Due Diligence was of interest to paralegals, repossession outfits, skip tracers, and bail bondsmen.

**Note: Special thank you to our gracious hosts at TransUnion. As reflected in the surveys, the conference space, the food, amenities, and their hospitality were five stars. Thanks to everyone at TransUnion for making the first Petite Reunion a success**

NOTE TO SELF

Today will be  
a good day



The "New" Intellenet Speaker Bureau Logo  
Idea by Eric DeVan. (Design by Frank DeAndrea)

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Editor's Note: There is clearly a reason why the word "Man" rhymes with DeVan.

Eric DeVan is the Man!

INTELLENET is a better place thanks to your drive and enthusiasm.

You are making us ALL look our best!



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# THE POLICY



# ETHICS By: Kitty Hailey

# TIRED OF ETHICS...

Tired of ethics presentations at conferences and seminars? Wonder why lawyers need ethics credits every year to maintain their bar cards but occasionally somehow seem to ignore what they learn? Don't want anyone telling you how to act, how to run your business or chastising you for not handling something appropriately? Can't believe that lady, Kitty Hailey, wrote a whole book on ethics for the profession and insists on rewriting it about every five years?

*I mean...honestly...I'm an adult I don't need the ethics police at my doorstep!!*

As "that lady" I hear the grumblings and rumblings of discontent at local investigator conferences on occasion. Interestingly I don't hear them at national and international meetings. And yet, the people who call me most frequently for advice or opinions are those same local investigators who might just be in trouble for doing

something inappropriate. It is rare that someone who deals with an advanced level of work has the need to question their actions.

We are a profession. Additionally, we are a profession that is regulated state by state. Other countries have laws governing all their territory. Not us! In the United States we have 50 different laws and lack of laws and changing rules and various governing bodies. Most other nations have some sort of uniformity. But not all. As a result, in the US at least, there was not one standard or set of rules that ensures our profession remains professional.

Perhaps a little history will put this entire situation in perspective. Going back thirty years and more the world of the PI was a world of chaos. Most investigators were former law enforcement who were putting in time to supplement their pensions. They were only interested in the odd buck here

and there. It hasn't changed much. However, in the wild wild west of investigation people under cover of license where wiretapping, planting illegal video devices, stealing children, paying off contacts for private telephone records, paying off former police colleagues to get police reports (or ambulance chasing) to line their own pockets and beat the competition to the "good case." In short, ignoring the law and making the entire profession look sleazy and unreliable.

Associations were beginning to form with licensed investigators wishing to make their work valid and acceptable in a court of law. Communication resources were emerging, and the internet was threatening to make information available to anyone for a price. Our lawmakers in Washington were afraid. They feared that investigators would be able to find information on them. They didn't want their salaries, addresses and families subject



# THE POLICY



## ETHICS By: Kitty Hailey CONTINUED

to scrutiny by the public. So, they were about to impose laws upon us and our job to limit our ability to obtain information.

Individual associations began to form disciplinary committees to handle problems in-house. But that didn't help with investigators who were not members. A relatively small group of investigators from across the country formed action groups through various associations. NCISS is perhaps the best known. Members spoke to their local and state representatives. They lobbied Washington lawmakers to ensure that our true function was known. They helped to convince the world of the changing face of the PROFESSIONAL Investigator. And it was during this period of time that professional journals began printing articles to educate investigators. We started writing and publishing educational volumes to provide valuable information for members of the profession. Seminars grew to assist in members of our work understanding the limits and possibilities of their craft. Ethics codes were introduced on a state by state basis.

All of this and the changing demeanor of the PROFESSIONAL legal

investigator who assists attorneys in pursuit of litigation slowly changed the face of our world. So "that lady" wrote a book on ethics to jump the gun on lawmakers who wanted to standardize our jobs and abilities. The Code of Professional Conduct: Standards and Ethics for the Investigative Profession was written so that we could police ourselves. So that we could show the world that THEY didn't have to make laws governing us; we already had them. And they were good and viable. They protected the public and investigators alike. And they allowed us to continue as the professionals we really were.

Yes, attorneys require a certain number of CEU's in ethics to maintain their licenses. They have standards to which most of their profession adheres. They are as tired of the image as bottom feeders as we are tired of the image as gumshoes. Neither investigators nor attorneys fit the mold of the CSI cop or the Suits counselor. What we are is real people who are proud of our work and yes, we live by codes of conduct. When we join an association or obtain a license we adhere to those codes of conduct. And when a seminar has a 1-hour ethics program it should be something we see as valuable, informational, educational and maybe even entertaining.

This is not our father's profession. This is ours and to preserve it we need to proudly accept the tiny bit of time necessary to update us all on acceptable current practices. So next time someone says, "we don't need no stinking ethics at our seminar" it might be nice to remind them that we are functioning, professionals because of them.

As "that lady" I'm more than happy to share my 50 years of accumulated knowledge in the field and help to guide us all toward a better image, a prouder profession and a more profitable career.

-Kitty Hailey



"How wonderful it is that nobody need wait a single moment before starting to improve the world." —  
Anne Frank



# ABOUT the AUTHOR

*Kitty Hailey*

Kitty Hailey, CLI is an investigator of long standing. Although her area of concentration is criminal defense, civil rights and wrongful convictions she has become known in the profession as The Ethicist. Twenty years ago Kitty authored the seminal book on ethics for Investigators. The Code of Professional Conduct: Standards and Ethics for the Investigative Profession is now in its 4th revision and will be available by the first of the year in digital format. Kitty can be reached for questions, guidance or comment via her website: [www.kittyhailey.com](http://www.kittyhailey.com) or by calling her at 215-574-8127. She is the recipient of numerous awards for writing for investigators and gladly holds the Buddy Bombet Lifetime Achievement Award as one of her most cherished possessions.



**EDITOR'S NOTE: We are blessed with the caliber of people that surround us. Kitty Hailey is one such blessing. If you ever have the opportunity to spend time with Kitty, DO IT! YOU do not need to talk, Just listen. You will thank me later.**



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# ARTICLE



## Background - The New Breed of PI's By: Sheila Ponnosamy

The world of investigations has always had an element of mystery, excitement and glamour – thanks to movies such as James Bond and TV series such as Magnum PI, Las Vegas, and CSI.

However, generally in Asia till today, private investigators have always been perceived to be only doing unglamorous work – “snoops” who are paid to take photographs of cheating spouses. They are perceived to be mainly retired police officers who have entered the sensational world of PI as their second career to keep themselves occupied productively.

Too little is still known about the new breed of private investigators that have emerged with the advancement in technology, the globalisation process and the dynamic changes shaping the world economy and its key players – the corporate and industrial sectors,

Today, the internationalization of world economies have heralded the emergence of a new group of private investigators that focusing on commercial investigations. These new age “crime busters” are graduates from various disciplines such as psychology, law, business, and science. They become research analysts, scoring over pores of data from primary and secondary sources to analyze crime patterns or simply to process information that can be used to make effective business decisions.

Today, private investigators, especially from the West are involved with law enforcement agencies as partners to combat transnational crime. As businesses become borderless, the world has become one big marketplace. Many criminal activities have also kept up with the international wave – which makes it harder to combat due to sovereignty issues, and also differences in language, culture, legal and social environments between countries.

### **Combating International Crime**

International crime is not new but of the late, its intensity is felt more today due to developing Asian economies. Furthermore, the trend has been that every act of violence in the world is traced back to Asia, and its impact – socially, economically and politically, is faced by the Asians.

Hence, there is a need to recognize and acknowledge this problem in international crime which permeates at all levels of social fabric in Asia's society, and there is a need to eradicate the problem from the roots. It is true that the West may be the biggest culprits and perpetrators, but they seek the loopholes in Asia fragile and volatile systems to spread the growth of crime. The criminal act is being executed in Asia due to the lack of legal control and education, the vicious poverty cycle and the general tolerance of crime as a way of life.

Private investigators in Asia play a role in combating international crime – though they may not even have heard of it!



This recognition from the international community is reflected in my invitation to a Regional roundtable conference that was held in New Delhi from 26 to 28 October 2005. The event themed "International Crime: Its Diverse Impact on the Development of Asian Countries" was the result of joint efforts by:

1. Friedrich Ebert Stiftung (FES) - a private non-profit German organization that works to achieve the fundamental values of democracy, social justice, and peaceful international understanding.
2. South Asian Association For Regional Co-operation in Law (SAARCLAW) - is an association of the legal communities of the SAARC countries comprising judges, lawyers, academicians, law teachers, public officers and a host of other law-related persons, duly registered with the SAARC Secretariat at Katmandu and has been given the status of a Regional Apex Body Of SAARC. It owes its origin to the desire of the members of the legal community to establish an association within the SAARC region to disseminate information and to promote an understanding of the concerns and developments of the region.
3. Kaden Boriss Consulting Pvt. Ltd. - is a legal consultant/legal BPO and service provider engaged in undertaking consulting assignments for clients seeking to outsource their legal, para-legal and strategic advisory, regulatory and compliance work.
4. New Scotland Yard - London Metropolitan Police.

Over the past 30 years, as one of the pioneers in the security and private investigations business, I have evolved the business to move from the domestic to the international scene.

Today, we represent corporate clients from the USA and Europe on a range of investigations covering corporate and personal due diligence, fraud investigations, pre-employment screening, insurance claims verification, intellectual property breaches throughout the Asia-Pacific region in countries such as Malaysia, Thailand, Philippines, India, China, Indonesia and others.

Hence, I was invited to the Regional roundtable conference to provide input to the forum because of my understanding on ground situation in various countries through my work in Asia.

Below are my insights on the nature of international crime that is a cause of concern for the world, and how we are playing a part as private investigators to provide commercial intelligence to law enforcement agencies to stamp out criminal activities.

## **International Crime Concerns in Asia**

### **1) Terrorism**

The horrific attack by Hamas on South Israel on 7 October 2023 is a reminder that terrorism still exists. While for the past 10 years we have grown complacent on physical risk management and focused on cyber terrorism, the massacre in South Israel is stark reality that terrorism still breeds



and exist. The terrorism penetrated physical barriers, gunned down innocents at concerts and at home, and kidnapped them, dragging them into tunnels - not a virtual tunnel but a physical tunnels dugged and built 40 metres underground!

Since 11 September 2001, the world changed with the emergence of a most hideous crime that took away over 3000 lives in co-ordinated attacks at the World Trade Center in New York and The Pentagon in Washington.

The terrorist attacks are the first among a series of suicide bombings that have robbed lives at tourist destinations in Bali, the Marriot Hotel in Jakarta, the railways stations in London and Madrid, and recently the hotel blasts in Jordan, and the shopping area in New Delhi. Less known to the world are the daily rampaging that are killing innocent lives in Southern Thailand.

Suicide bombing and terrorism is not new to Asia, but it is worsening and a bleak future awaits Asia if the terrorist threat is not well contained and controlled:

- For decades, Sri Lanka has been fighting the Liberation of the Tamil Tigers Eelam LTTE - Sri Lanka
- India has been battling with the Kashmiri separatists in the Himalayans,
- Indonesia has been the worst hit with the two bomb blasts at its tourist spots in Bali, blast at Marriot hotel in Jakarta and other incidences in its provinces.
- Southern Thailand has been facing a state of emergency for past few months and situation is worsening. Tensions now created between Thailand and Malaysia, as Malaysia is accused of sympathizing with terrorists and harboring them in North Malaysia.
- Philippines has the occasional bombs in Manila. Kidnappings in Mindanao by the rebel group Abu Sayaf have drastically affected tourism in the Mindanao province
- Malaysia has had threat of bomb attacks at the foreign embassies in Kuala Lumpur, but there have been no major incidences yet
- Singapore is believed to be the breeding ground for Jamiah Islamiah (JI) who are educated and grew up in Singapore, before they move to neighbouring countries to recruit and spread their cause. No major incidences but the threat had been very real - from the arrests made a few years ago.

What is new and frightening is the global face of terrorism with the former Al-Qaeda international network, ISIS and its related organizations such as the Jamiah Islamiyah (JI) in Asia.

JI is dangerous as they are faceless and formless with cells throughout South East Asian countries and they are bent on creating disunity. JI is dangerous because they are a group not formed to fight territorial or political rights or a fight against oppression. They are focused on changing the social fabric and ideology of economic, political and legal systems.

JI is most actively thriving in Indonesia because of sympathy towards Muslims, as Indonesia is the world's largest Muslim nations. JI has a brand of Islam different from the moderate Muslims which dominate the South East Asian region.





Asian governments claim co-operation to break the terrorist web through information sharing at government intelligence level. However, more needs to be done at legal and social level, and at private sector level. This is where private investigators can play a part - as we have the skills and network of contacts to gather intelligence required.

There is no specific profile of a JI terrorist. On surface, they lead ordinary lives in ordinary residential areas. They have education, they go to work, they pay taxes but they lead a deadly double life, shrouded in secrecy.

In Asia, there is still a parent-child approach between government and private sector. Government feels a sense of responsibility to be the figure head that provides the direction first. However with today's modern technology and information age, the private sector may have the advantage to resources and timely information not even available to government machinery due to red tape and budget constraints. For instance, private companies are free to network and exchange contacts. Government organizations are restricted by policies which must be adhered to.

## **2) Flesh Trade**

Flesh trade is rampant in Asia's growing economies. Thailand remains a hot spot for paedophiles and foreign men seeking for pleasures of the flesh. Philippines is also known for its go-go dancers - mainly exported to Japan.

Mail order brides, sex tours, find-a-bride tours are all not uncommon in the more urban countries like Singapore and Malaysia to Cambodia and Vietnam.

Over the years, non-profit organizations have devoted to the cause of combating human trafficking in Asia. Private investigators have been engaged to obtain evidence of trafficking so that rescue efforts can be put in place. The US Customs and Enforcement agency officers (ICE) are also active in monitoring the events in South East Asia.

Laws in USA and Canada are now being shaped to prosecute their citizens who are found engaging in lewd acts with young children. Similar laws are being introduced in the more urbanized Asian countries such as Singapore.

Support from local governments of respective countries needs to be harnessed and extradition treaties binding the prosecution of transnational crimes will need to be reviewed for timely and effective action.

## **3)Product Counterfeits**

Counterfeits are a major problem for Asian countries due to available technology and cheap labour in Asia.



China is notorious for being a counterfeit haven. Multinational companies have been setting up manufacturing plants in China to benefit from lower production and labour costs. In the process of setting up factories, they have brought into China their proprietary technology, training and expertise.

Taiwan and Korea are also other manufacturing bases for counterfeit products, especially for electronic and computing products. They have long been established as competitors to US and European multinationals in consumer electronics and semi-conductors for the industrial sector.

Singapore, being a free port zone is a popular trans-shipment route is where counterfeits are being exported to other countries.

Thailand, Philippines, Malaysia, Singapore, China has an abundance of counterfeit items from consumer goods, industrial to commercial items on sale due to its price-sensitive marketplace. There is a general high tolerance for quality counterfeits in Asian countries.

Private investigators are being engaged by multinational companies to monitor the sale of counterfeit items of their products in the marketplace. The business loss to companies due to counterfeits can run to millions of dollars. Hence, there are niche private investigators who specialize in working for companies selling high end brands, where they obtain the evidence which is then used to conduct raids and prosecute sellers of counterfeit items, or obtain information on shipment of counterfeit products for the cargo to be seized at port. The enforcement action will be passed on to the Commercial Affairs section in the Police force of each respective country.

#### **4) Document Counterfeits**

A more serious area of counterfeits is the production of identification documents such as identity cards and passports, and also currency.

In the past, there have been allegations that US dollar counterfeiters from countries such as Nigeria and East African countries (Tanzania, Kenya, Zambia) have been manufacturing counterfeit notes in countries such as Malaysia, Indonesia and even Singapore where the policing of such activities is poor. This is due to the printing machinery, skills and paper quality available.

The lack of centralization of databases for official records in most Asian countries has made it difficult to trace authenticity of a person's identity and the identity documents. Many records are being stored at provincial level and in some cases, manual searches will have to be done.

As part of due diligence assignments, this verification process is conducted by private investigators who will have to visit various offices at national and provincial levels, and necessary site inspections to confirm the authenticity of the information provided.



### **5) Breach of Intellectual Property (IP)**

The lax of intellectual property laws generally in Asia has made it possible for many counterfeits and copy cats to thrive.

Singapore has a intellectual property watchdog called the Intellectual Property Office of Singapore and an Intellectual Property department within the commercial crimes division that specializes in IP raids. Most countries in Asia do not have such an established system to promote IP protection.

Since China joined the World Trade Organization in 2001, it has improved its IP laws to protect its reputation and also encourage investments. There is still recognition that IP laws are insufficient in China but the process to prosecute offending parties and close down factories of infringing parties have become simpler. There is no need to apply to the criminal courts for search warrants. Evidence can be gathered by the plaintiff (the multinational company), who can then visit the administration bodies in their respective provinces. The administration bodies can then conduct the raids. The value of seizure of counterfeit items in China have come up to millions of US dollars, and in a year, over tens of thousands premises have been raided, most of it in Shenzhen.

Law enforcement agencies and multinational clients seek the assistance of private investigators to obtain evidence of intellectual breaches and monitor the marketplace.

The breach of intellectual property is not just a commercial crime that affects the client's business. Its implications spread far wider, as millions of dollars can be earned by organized syndicates and terrorist cells from the breach of intellectual property due to the abundance of markets in Philippines, Thailand, Malaysia and even Singapore.

### **6) Product Diversion**

Product diversion is another avenue for organized crime groups to make money through "legal" channels to fund their illegal activities. Legal channels can include parallel import permits.

There has been no evidence to show the correlation but through product diversion, it would be possible to export weapons, and dangerous chemicals. Even basic petrol-chemicals such as Naphtha, Benzene, Hydrochloride or commodity such as sugar can be dangerous if it falls into the wrong hands as they can be explosive with the right chemical mixture.

The bill of lading are being switched at ports such as Singapore which has good trade relations with most countries, and then they are re-exported again.

Product diversion and parallel imports are closely related to legitimate means of money laundering through under invoicing, and sale of expensive genuine items at cheap rates to benefit high profits. None of these activities are criminal offences as they are part and parcel of business.



Once these products cross borders, they are covered by the laws of different jurisdictions which makes them even harder to track. It is believed that terrorists today have started using legitimate businesses to launder funds across countries.

Hence, commercial intelligence is crucial to support the role of the Customs Department in port monitoring. Unlike law enforcement agencies that can only act when there is sufficient evidence, private investigators can act on a reliable piece of information and verifying it, which will provide the solid evidence required by courts for prosecution.

### **7) Identity Theft and Fraud**

Identity theft and fraud is common in Asia due to petty theft. Wallets are being stolen with personal identity cards. These identity documents are then being sold.

From the stolen identity documents, transactions can be executed and applications for phones, credit cards and even passports can be made – taking advantage of lax due diligence.

Again most countries and government departments in Asia are lax in terms of corporate security policies. Bribery is also common to speed up application processes.

Until the social system improves to discourage bribery, and there are mandatory laws to place checks and balances on security procedures in work processes, identity theft will continue to thrive in Asia.

Foreign institutions such as banks and insurance firms, and prospective employers should engage private investigators to verify information provided by candidates from high risk countries where document forgery is common. Terrorists have been able to penetrate into countries and organizations, gaining legitimate status as a result of identity fraud.

### **Conclusion**

With the global terrorist threat that is unlikely to disappear overnight, private investigators are now moving into the arena of international crime busters.

From surveillance sleuths to economic crime analysts, the private investigations industry worldwide has evolved significantly.

In the West, there is increasing partnership between the private investigations and government sector. The “Private Interpol” are formed through international associations such as the Council of International Investigators that has a network of members in over 40 countries, the World Association of Detectives that has been in existence for over 80 years and a few others. Nevertheless, there is always room for continuous improvement in partnership – just like in any marriage!

In Asia, private investigations is a dynamic and growth sector that is gaining increasing recognition from the law enforcement authorities on its contribution to national security issues.

As crime transcends international borders and cyberspace, both private investigations and the government organizations need to continually keep abreast of developments and work together for the betterment of the society and the volatile world that we live in today.



# ABOUT the AUTHOR Sheila Ponnosamy

Sheila Ponnosamy is the business Development and Operations Director at Mainguard International (S) Pte Ltd.

With over 20 years of managing cases for Mainguard International, She manages the information gathering process from Mainguard's agents in the Asia Pacific region and assessing the client requirements and delivery of service.

Ms. Ponnosamy won the International Investigator of the Year award in 2010 for solving a 10-year international kidnapping case where the victim was missing for 10 years and was awarded the Meritorious Service Award in 2013 for her work in the Board of the Council of International Investigators.

In 2014 she became President of the Council of International Investigators overseeing the matters pertaining to over 320 members spanning over seven continents, is on the board of INTELNET Board of Directors and is a contributor to the International Newsletter.

She has been interviewed for multiple news and television articles, is an author of many newsletter and magazine published articles and is a recognized international speaker.

She holds a master's in business management from Edith Cowan University. Ms Ponnosamy aims to promote a more active presence for women in the Private Investigation World.

Outside her professional life, Sheila has a private mission in rural Myanmar for disadvantaged children who are in orphanages due to poverty or loss of parents due to the civil war.

She can be reached at:

Operations Director

Mainguard International (S) Pte Ltd

6001 Beach Road #20-06

Golden Mile Complex, Singapore 199589

Tel: +65-6297 1229 Direct: +61-433 771979

Email: [sheila.p@mainguard-intl.com.sg](mailto:sheila.p@mainguard-intl.com.sg)

URL: [www.mainguard-intl.com.sg](http://www.mainguard-intl.com.sg)

# YOUR INTELLENET BOARD

When Colonel Jim Carino designed INTELLENET, it was built with a vetting requirement allowing only the finest investigators in the industry. The ones who already stood the test of time. The process to become a member alone allows for recognition, notoriety, and provides bragging rights.

Within the organization still there are men and women who continue to rise even higher. They are driven by many things, but what is common is their desire for the organization to succeed.

The YOUR INTELLENET BOARD column will attempt to shed light on the women and men who make up the board of directors. This does not include the Executive Director, Vice President, Secretary, and Treasurer, as based on their organizational exposure, information on these officers is readily available.

I believe you will be pleasantly surprised at the incredible talents YOUR INTELLENET BOARD holds. The entire board is worthy of each of our admiration and thanks for taking time to go above and beyond and spend much personal time, effort, and even money to better this organization.

THANK YOU, TO EACH OF OUR DIRECTORS,  
FOR YOUR COMMITMENT TO A GREATER GOOD.



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# YOUR INTELLENET BOARD Member at Large Denise White

Ms. White is a licensed Private Investigator in Florida, New York, and New Jersey and a Florida State Notary. Ms. White is a Certified EEO Investigator, trained in government and private sector EEO complaints.

Denise has been employed with Alpha Group since 2007 and oversees operations in Alpha Group's Florida offices.

Ms. White also provides strong investigative support in the New York and New Jersey Offices. Ms. White is a member of the Florida Association of Private Investigators (FAPI), has served on the Board of Directors since 2011; and currently serves on the Executive Committee as Immediate Past President.

Denise is the 2014 recipient of FAPI'S Harvey E. Morse Founders Award for recognition of outstanding service to FAPI and the investigations industry. Denise holds a Board Accredited Investigator (BAI) designation, an internationally recognized accreditation; and is a Certified Identify Theft Investigator. Prior to her employment with Alpha Group, Ms. White was in the medical insurance claims field where she acquired medical coding and terminology knowledge as well as subrogation and coordination of benefits knowledge all beneficial when conducting insurance/injury investigations.

She can be reached at:  
dwhite@alphagp.com  
Alphagroup.com  
561-391-6057



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# NEW MEMBERS



Intellenet - New Members since JULY 2023, Publication in alphabetical order by last name:

Darryl Biggs - Litchfield Park, AZ  
Paolo Bourelly - Miami, FL  
Mark Bucci - Media, PA  
Steve Carter - Hendersonville, NC  
Nathan Deschenes - Deltona, FL  
Tony Hairford - Tyler, TX  
Sean Hall - Lancaster, PA  
Quintin McShan - Rio Rancho (Albuquerque), NM  
Wilson Rood - Santo Domingo DOMINICAN REPUBLIC  
Lance Saunders - Tabernacle (Cherry Hill), NJ  
Marianne Young - Anchorage, AK

#### New Apprentice Members:

David Carothers - Atlanta, GA  
Mike Gallela - West Chester, PA

Your FAITH and TRUST in INTELLENET is greatly appreciated.





# SPEAKER BUREAU

By: Eric Douglas De Van  
President  
De Van and Associates  
<https://devanassociates.com>

## PROS & CONS

The Intellenet Annual Conference has always been well attended and well-reviewed by attendees. Each location from Orca's Island to Islamorada, Florida Keys, to the 2024 destination, Dublin, Ireland, has a unique charm that creates lasting memories. Whale watching, gambling, stadium tours, and live "Who Done It" entertainment, were part of the annual planning. One major consideration, regardless of the location, is the spouse's activities.

This is an important component considering that attendees would be away from the office as well as their families for five days to a week. For some, the Intellenet annual conference doubles as a vacation for the entire family, thus the conference has to be vacation-worthy.

Every year, conference surveys have the same critiques (positive or negative) about the facility and the food. These are two "elements" that can ruin the conference experience as much as can influence a return.

With family, food, and fun in mind, the inaugural S. P. I. C. E. on the Sea, continuing education conference is scheduled for January 11-15, 2024. January 11 weekend was selected because it is a holiday weekend, and many people would have time off on the Monday the 15th. The Carnival Cruise Ship, Sunshine, sails from a less busy port (Charleston, SC) and priced to accommodate the entire family. A cruise was carefully selected to address all of the "have to haves" for a great conference.

## FIRST THE PROS:



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**CHILDREN AND THE YOUNG ADULT IN YOU**

Three pools

Movie screen on the Lido deck and cabin renovations

Racing themed waterpark with one of the biggest slides in Carnival's fleet

**FOR THE SPOUSE, WINGMAN, OR BFF**

Multimillion-dollar refurbishment

Variety of dining options

Lounges

Nightclubs

Casino

**CONTINUING EDUCATION**

Earn 12 credits

Great presenters

Private conference area

Flip flops and cargo shorts are dress code

Fun atmosphere

**CONS**

... hunching my shoulders 'cause I just don't know

Contact Eric De Van for more details and registration. [eric@devanassociates.com](mailto:eric@devanassociates.com) (803) 447-3492

Eric Douglas De Van

President

De Van &amp; Associates

(803) 447-3492

**EDITORS NOTE:****You have seen the reviews and comments pertaining to the Petite reunion; The mini-conference NOBODY thought would work!****Don't make the same mistake about the Cruise. SIGN UP before it is too late and help make 2024 a Learning Experience of a LIFETIME!**

SAVE THE DATE



APRIL 8 - 10, 2024



AWARDED WORLD'S LEADING DISTILLERY TOUR

2024 INTELNET CONFERENCE



CLAYTON HOTEL  
CARDIFF LANE |  
DUBLIN,  
IRELAND



[HTTPS:// INTELNET.ORG](https://intellenet.org)



# WHAT TO DO IN DUBLIN

BY:  
**FRANK V. DEANDREA, JR.**

**REGARDLESS OF WHAT YOU  
CONSIDER AN ADVENTURE, IT  
IS WAITING FOR YOU RIGHT  
OUTSIDE THE HOTEL IN  
DUBLIN.**



# DISCLAIMER:

In the spirit of Full disclosure, I am NOT a travel agent, I do not receive any compensation for individuals who sign up for tours and I have NEVER even been to Dublin myself.

That being said, I have done what anyone with a smart phone would do in the 21st century...Performed an Internet search. In my specific instance, I simply typed into Google THINGS TO DO IN DUBLIN.

Being a foreigner in a strange land, (sorry to all of you who are Irish) I stick to what I know. Having spent a lifetime investigating scams, frauds, cons and deceptions to include 3 card Monty, carnival cheats, and casino gaming fraud, there are a few tips I always share. Perhaps to this audience, they will be obvious and if I insult any of you by stating them, forgive me.

**TIP ONE: DO YOUR HOMEWORK** - Now is the time to perform your research as to what is available and what you would like to do. There are literally hundreds of different things to do in Dublin and to maximize your enjoyment, you will need to know what is available so you can choose instead of being disappointed when you arrive because you were unaware of what you “could have done.”

Conduct Internet searches and speak with people who have been to Dublin or find a trusted travel agent. I am not one to ask people I do not know for their opinion as much like a movie review by a critic, it usually does not match my taste, style or liking.

**TIP TWO: PLAN AHEAD** - Once you have done research and determined what it is you feel you would like, be it horseback riding on the cliffs, castle touring, learning to cook authentic Irish food, walking tours, pub crawls or ghost tours, make your plans early. Once that you have booked your airfare and hotel and you are determined and committed to attending the conference, it is time to book your “side trips” as well. Jeff Stein sent out a great itinerary for those of us who are wanting and willing to participate however, Baskin Robins succeeded because they recognized there was a need for more than Chocolate and Vanilla. In their case, 31 flavors to please everyone. (Baskin Robins actually has over 1,400 flavors in its library and the 31 stands for a flavor for every day of the month!) Many of the tours and day trips will sell out in advance so waiting until we arrive in Dublin to book a trip will most likely end in disappointment. Waiting until the last minute is usually where people fall prey to scams and frauds. The desire to do a specific thing creates a false sense of security and flags that should alert a person to a fake are not always recognized. In the haste of wanting to check off something from a bucket list, people will be scammed out of their hard earned money or worse. Planning ahead can prevent a bad experience.

**TIP THREE: FOLLOW THE CROWD** - There is an old saying: “When in Rome do as the Roman’s do!” Although it was certainly NOT Julius Caesar who penned that phrase seeing the he was killed in Rome by the Roman’s, It was actually Saint Ambrose who made the statement to his pen pal and friend Saint Augustine. Its meaning is simply to do what the natives do. People who are from Dublin will know the best food, best drink, best trips, best sights, best culture in their city. Travelers will also know what they did and liked or disliked. For that reason, travel sites and internet reviews are a great gauge. If a trip is 100% recommended it may be something to consider. On the other hand, when there are a large amount of bad reviews about something, it is usually best to steer clear.

# DISCLAIMER:

**TIP FOUR: STAY ON THE LIGHTED PATH** - In other words, don't stray away from what was planned.

A person trying to sell you something "special" a special deal, or anything too good to be true is most likely just that. NOT TRUE. When you finally arrive in Dublin and go on your adventures, it is best to stick to what you have planned. I am NOT saying there is not room for spontaneity, I am simply saying when a guy shows up in a trench coat and asks you if you want to buy a watch, it is most likely either stolen or a fake.

As an example of things to do in Dublin, I went to TripAdvisor

[https://www.tripadvisor.com/Attraction\\_Products-g186605-a\\_contentId.42859085732+714153313-o30-Dublin\\_County\\_Dublin.html](https://www.tripadvisor.com/Attraction_Products-g186605-a_contentId.42859085732+714153313-o30-Dublin_County_Dublin.html)

and picked out a few. It is obvious there is definitely something for EVERYONE in Dublin. The selections to follow are to give each of you an idea of the wide variety of things to do in Dublin. From Hop on and Hop Off Bust tours of the city, to walking tours of Pubs, Walking tours of the City, Walking tours of the countryside, walking tours of the Haunted sections of the City, Rail tours, boat tours, even horse back riding tours.

There were two warnings on some of the tours that stood out to me:

## **LIKELY TO SELL OUT\***

This tells me a) it is popular and b) it is highly rated.

## **THE WEATHER IS UNPREDICTABLE**

This tells me to bring a raincoat and pack a small umbrella

The Jamison Distillery and Guinness Storehouse tours, Irish Food Trail, Delicious Dublin Food Tour all are highly rated and all seem to sell out so plan accordingly.

The following pages are a few of the highest rated tours as an example of what there is to do after the conference. One quick trip to TripAdvisor or the likes and it is obvious:

# **REGARDLESS OF WHAT YOU CONSIDER AN ADVENTURE,**

# **IT IS WAITING FOR YOU RIGHT OUTSIDE THE HOTEL IN DUBLIN.**

SAFE TRAVELS,



THE FOLLOWING IMAGES AND INFORMATION WERE TAKEN FROM THE TRIPADVISOR Website and were valid as of the date of publication. As with any trip or adventure, personal research is recommended. These day trips all have a five star rating by 97% -100% of travelers.



The Cliffs of Moher are located in Burren on the Wild Atlantic Way, a winding coastal road notoriously difficult to navigate. Spend less time reading maps and more time soaking up the scenery on a stress-free tour from Dublin. An experienced driver navigates the roads safely and a guide transports you to premium viewing spots you may have missed if exploring independently. Plus, this tour includes free time to explore Galway, too.  
from \$83.78 per adult



Personalize your Dublin sightseeing itinerary with this stress-free bus pass that grants you access to several stops around the city. Use a provided map to plan your way as you hop off where you want and explore at a pace that suits you, without being rushed by a group. Plus, your pass includes an admission ticket to the Little Museum of Dublin and a Dublin walking tour for extra value.  
from \$31.04 per adult



Dublin is rife with history and culture and this walking tour helps you to uncover the best landmarks. With a private guide, walk through the cobblestone streets of the city and stop at various points of interest including Temple Bar, Ha'penny Bridge, Trinity College, and the Molly Malone statue. While you explore, your guide sheds light on the history of each location.  
from \$123.51 per adult (price varies by group size)



See a different side to the Irish capital on this ghost tour of Dublin. Be enlightened by little-known tales of its darker side while journeying with your guide to some of its most sinister spots. Get a new perspective on the Royal College of Surgeons, wander the St. James graveyard, and visit the haunted steps of St Audoens Church.  
from  
\$37.59  
per adult





Benefit from a half-day food tour of Dublin with a local guide to visit authentic pubs, cafés, markets, and food shops. Try typical dishes like a traditional Irish breakfast, and artisanal cheeses, and sip an Irish liqueur and other drinks. Pass landmarks such as Christ Church Cathedral and Trinity College as you explore with a small group and learn about Ireland's culinary heritage.  
from \$94.38 per adult (price varies by group size)



## LIKELY TO SELL OUT\*

Get your Jameson whiskey from the source on a tour of Jameson Distillery Bow St., where you learn about the distilling process, sample whiskeys side-by-side, and sip a Jameson cocktail in the distillery bar. Booking online takes care of planning in advance, and you still have the flexibility to arrive on your own schedule.

from \$32.22 per adult



Beyond Dublin, Ireland offers enchanting castles, ruins, and other notable landmarks, and on this day trip, you'll see three of the country's most popular highlights. Don't worry about arranging trains or navigating the countryside yourself; an air-conditioned coach makes it simple to discover Blarney Castle (and the famous Blarney Stone), Cahir Castle, and the Rock of Cashel in a single day.  
from \$91.29 per adult



### About

Windmill Lane Recording Studios in Dublin has recorded many popular artists, but since it's still a working studio, in order to visit, you must book ahead. Preplan and book this Dublin Windmill Lane Recording Studios Tour and learn about the studio's history from a guide. Plus, see how a recording session works and even try to mix your own session.

from \$24.02 per adult



The link to reserve the hotel is:

<https://bookings.claytonhotels.com/offer/intellenet2024>

Please note there is a limited number of post and pre night at the conference rate, as they are subject to availability.

Should post and pre nights fill on the booking link, please contact the reservations department and they can assist for any additional nights required for your stay.

Contact number: 01 643 9500 and select extension 1

The September 29, 2023 Info Brief from Executive Director Stein is packed with travel information pertaining to things to do in and around Dublin.



# SECURITY PENETRATION TESTS

By: Kelly E Riddle

I seldom run into other investigators that conduct security penetration tests on behalf of their clients. This is another area where the investigator can branch out into other revenue streams while performing a vital service. Many industries have requirements to conduct periodic "pen" tests to ensure they remain in compliance with government or industry regulations. Simply stated, the investigator is hired to determine how far they can penetrate the client's security before being stopped. The methods vary and the investigator should have a good understanding of the client's overall goals before proceeding.

The initial conversation with the client should determine why they need the penetration tests conducted, whether they have had them done previously and the approaches that may have already been used. The client should be asked for a point of contact (POC) that the investigator can coordinate with as well as a letter from the client giving permission to be on their property for the testing. As in all cases, a budget should be established based on the client's criteria. The investigator should determine if the location is an office complex, manufacturing or warehouse facility and how many shifts they have daily. If the client has more than one shift, they will normally want each shift tested. Although you could do a test at 1:30 p.m. and then come back the same day after the 3:00 p.m. shift come on, I would recommend different days.

Like any other surveillance case, the investigator should check the entire perimeter of the property for weak entry points, open gates, CCTV cameras, security guards including roving patrols, parking access and entry doors. Regardless of the cover story you have concocted, the client will almost always want you to attempt to "tailgate" a vehicle through the barricade or gate. There are some facilities that have guard posts before you can get onto the property. Advising the guard that you are there to contact HR about a job or a similar line may get you through the first hurdle. If you are stopped and are unable to bypass the guard or gain entry, that is ok! The best-case scenario is that the client has proper security, and the investigator is unable to penetrate the facility.

Once on the property, drive around and see if you get stopped or can go places you shouldn't have access to. If stopped, it is ok to say you are lost or thought you saw an injured animal. Use your imagination. It is also helpful to have a window mounted camera rolling that you can use to document your activity. After the drive-thru, park and sit to see if anyone notices a random person sitting in a vehicle. During this process, you can identify the doors you may be able to enter. Again, try tailgating an employee who just used their badge or key to open the door. You can also time it to catch the door when employees are exiting. In some buildings, you must use an ID card to operate elevators and doors so try to let an employee provide access as you follow.



# SECURITY PENETRATION TESTS

By: Kelly E Riddle

CONTINUED

As in most cases, you will get further being nice and having a third-party story. For example, always have an outlet in your story such as, "I am not sure, my boss just told me to contact maintenance (or similar)". Ensure that you are not the "final authority" and that you will have to call your boss or come back when you have better information. Depending on the client, they may agree with a more aggressive approach by having a hardhat and a clipboard and indicate you are there to follow up on an inspection or some type of work that has been done. You can also act like pest control or some other type of vendor common to that facility.

Depending on the facility, you can always try to gain entry through shipping docks, vendor and receiving doors or breakroom areas. We have also approached patio areas where employees are smoking and acted like we had just been to our car to get something out. We join conversations and blend in as a new employee scenario and then follow employees into the building.

We have had clients that want us to place small boxes in hallways, porches or common areas with a label that reads, "This is a training exercise, if found call security at (telephone and contact name listed)." It is interesting to see how many people pass the box before it is discovered. Along those lines, you should not pose as an emergency responder such as gas or electric employee, EMS or similar. While the "bad guys" might do that, we don't want to breach this level of trust that may be needed in a true emergency.

While conducting the penetration test, you should pause to take photographs of the outside of the building, doors, and hallways you are able to access. In your report, reference security guards that did their job and prevented access. Often employees may be the ones that politely close the door you are trying to enter and "remind" you of their security procedures and the requirement to individually access entries. Remember that it is just as important to document good responses and security procedures as it is to find the flaws. During the process of conducting penetration tests, you might notice other security issues, hazardous conditions or information that would be beneficial to the client. Report these, usually in a separate memo. Always look for other avenues of generating income. Penetration tests may be a service that gets your foot in the door to conduct internal theft and loss control investigations, pre-employment background checks and other opportunities!

# ABOUT the AUTHOR

## Kelly E Riddle



Mr. Riddle is the President of Kelmar Global Investigations and has more than 42 years of investigative experience. He earned a Bachelor of Science degree in Criminal Justice from the University of North Alabama. He was chosen PI of the Year by the National Association of Investigative specialists and the PI Magazine named Mr. Riddle as the @1 PI in the United States. He has been designated as an expert in surveillance, insurance investigations, nursing home abuse and computer investigations. He has also been the recipient of countless awards and recognitions for his work in the industry.

Kelly holds positions on many state, national and international PI Board of Directors. He has written 14 books and published more than 40 articles. He has been a guest speaker at more than 850 events and has been featured in newspapers, magazines, and on national television, radio and podcast programs.

Mr. Riddle is the founder and President of PI Institute of Education, as well as the Association of Christian Investigators with more than 1500 members in the US and 19 Countries. Kelly is the founder of the coalition of association leaders comprised of past president and present board members from state, national, and international associations.

He is a member of Intellenet, TALI, NAIS, NALI, FAPI, CALI, ASIS, NCISS, USAPI, ACI, PICA, WIN, CII, NLLI, CTIP, CLEAR, IOPIA, TIDA, ASSIST, ISPLA

Kelly can be reached at:  
Email: [Kelly@KelmarGlobal.com](mailto:Kelly@KelmarGlobal.com)  
Office: (210) 342-0509  
Cell: (210) 215-2906

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*“A problem is a chance for you to do  
your best.”*

—DUKE ELLINGTON

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# PHOTOS



## SPECIAL RECOGNITION

*The Photos Page is normally reserved for photos and short captions about members across the globe. However, it is only fitting when a member receives a Lifetime achievement award, we provide special recognition.*

CONGRATS!

Sandy and Frank  
DeAndrea

ON RECEIVING THE 2023 Pennsylvania  
Association of Licensed Investigators  
Jim Carino Investigative Professionals  
of the Year Award!



# PHOTOS



Sandy and Frank DeAndrea pose with their PALI “Jim Carino” Investigative Professionals of the year Award at the 2023 PALI / NJLPI joint conference.



RECIPIENTS of the PALI Jim Carino Investigative Professional of the Year AWARD  
L-R: John Sancenito 2021; Jeff Stein 2020; Sandy DeAndrea 2023; Jim Carino; Frank DeAndrea, Jr. 2023; Eileen Law Stewart 2018; Bill Everman 2022

# PHOTOS



IntelNet Executive Director Emeritus Jim Carino and Executive Director Jeff Stein staff the IntelNet booth at the 2023 PALI NJLPIA conference in Valley Forge, PA.



IntelNet Member Fernando Fernandez from Puerto Rico laid over in Orlando and got together with Orlando member Ollie Phipps.



# PHOTOS



Intellenet Member Eric DeVan speaks at the First of many Petite Reunions in Florida



Intellenet Member Chris Salgado speaks at the First of many Petite Reunions in Florida



Intellenet member Marc Bourne speaks at the First of Many Petite Reunions in Florida

# INTELLINET GLOBE TROTTING

SHOUT OUT to Tom Cseh from Barry Horvick:

Dear Colleagues,

My brother called me early last week to ask for some advice in connection with the kidnapping of his employee's 8-year old nephew in Honduras.

I got in touch with Tom Cseh, who immediately became invaluable with suggestions and support. His ongoing guidance, comments and updates eased some of the employee's and her family's stress, and the child was successfully returned to the family on Saturday and appears to be in good physical and mental health.

Tom is yet another example of the skills, experience and integrity that are a hallmark of the members of this organization.

Thank you, Tom - and thanks to Intellenet.

Best,  
Barry

---

If you have an item of interest for the newsletter, please forward your pictures or Globe Trotting escapades to the Editor:  
[frank@deandrea.biz](mailto:frank@deandrea.biz)

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# 2023-2024 MEMBERSHIP DRIVE

**AS YOU CAN SEE FROM THE  
NEW MEMBER LIST  
MEMBERSHIP IS BOOMING!  
INTELNET IS ALWAYS  
LOOKING FOR A FEW MORE  
GOOD MEMBERS!**

Know of a colleague who has a specialty or would be a great asset to the  
INTELNET Association?

Consider discussing with them being a sponsor and recommending them for  
consideration for membership.

INTELNET is always seeking quality applicants from the United States and  
abroad. INTELNET is looking to increase membership Internationally as well  
as maintain a sufficient level of members across the United States.

If you feel you know someone who would benefit from membership, and/or if  
you feel the membership would benefit from someone being a member,  
contact

the Membership Co-Chairs Ari Morse and Jim Carino,  
email: [membership@intellenet.org](mailto:membership@intellenet.org)

OCTOBER 2023



# SECRET RECIPE



*Apple Dumplings*

PHOTO AND RECIPE BY: FRANK DEANDREA, JR.



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# INGREDIENTS

## ONE UNBAKED PIE CRUST

- 2 CUPS FLOUR
- 3/4 CUP CRISCO
- 1/4 TEASPOON SALT
- 8 TABLESPOONS ICE WATER

## PIE FILLING-

- 4 LARGE APPLES
  - (GRANNY SMITH MAKE FIR THE BEST DUMPLINGS!)
- 1 CUP GRANULATED SUGAR AND CINNAMON MIX

## DOUGH

- ROLL OUT THE DOUGH UNTIL IT IS APPROXIMATLY 1/8 INCH THINK RECTANGLE
- CUT THE DOUGH INTO 7 INCH SQUARES

## APPLES

- PEAL AND CORE THE APPLES
- PLACE THE APPLE IN THE CENTER OF THE SQUARE OF DOUGH
- FILL THE APPLE WITH TEH CINNAMON SUGAR MIX
- PICK UP ONE CORNER OF THE DOUGH AT A TIME AND PLACE IT ON TOP OF THE APPLE
- PINCH THE CORNERS CLOSED
- SPRINKLE WITH CINNAMON SUGAR ON TOP

## BAKE

- BAKE AT 350 FOR 40 MINUTES
- COVER WITH YOUR FAVORITE ICE CREAM
- ENJOY!

# ENJOY!



When I ETS'ed from the US Army I went to college at Penn State. Perhaps a bit “misguided” or “misdirected” I was accepted into the Residence Assistant Program and became an RA. The person who “hired” me to help other students with campus life was a woman by the name of Joyce Matthews.

I remember in a discussion with her once that the staff laughed when they saw my background of having been in the US Army and served as a military police officer and they were thinking “We need this guy.” What I do not think they realized was just how much “this guy” needed them. Through my time as an RA Joyce taught me more about respect, consideration, empathy, compassion, leadership and life than I learned in all of my time being lectured by professors.

Often when I receive a reward or any type of special recognition I thank the woman in my life, my wife Sandy, my mother, my sisters, my daughters Karen Salmansohn, (Karen is another story to be told at a later date!) and Joyce. Thirty-six years have passed since I have seen Joyce and yet I do not believe a day goes past where something she has taught me does not touch my life.

We all can perhaps understand that we get busy in our own lives, building our own worlds, and fall away from corresponding or keeping in touch. It is part of the world we live in where the pace is travelling at a speed nearly equal to that of light!

After receiving the PALI Jim Carino Investigative Professional of the Year Award and returning home, once the dust settled I decided I needed to look Joyce up and tell her in person how special she was in my life and what a powerful, positive influence she was in my life and I am sure, the lives of countless others.

I found Joyce on Linked-in and sent her a message. I started out with the “Hi. My name is Frankie DeAndrea. I am not sure if you remember me but I wanted to thank you for everything you have done for me and taught me...” I spelled out to her just how special she was and how important a role she played in my adult life.



At about 0100 hours on 25 September 2023, I hit the send button and the message was on it's way. A few days passed and I received the most beautiful reply explaining that she certainly did remember me and that she received my message on her birthday. Making it more special was when Joyce explained to me that she was recuperating from a surgery and my letter served as encouragement for her to convalesce.

Every newsletter I end with a Thank You for everyone who has helped me submitting articles, proof reading, wrangling content and the like.

This edition, with all that is going on in the world, I want to take a moment and say Thank You to the eight women who have played such a profound role in my life and shaped me into the man I am today.

My Wife Sandy, I would not be anything without your love and support.

My Mother, I would not even be here if it was not for you.

My Sisters who molded me when I was young to respect women (or get the crap kicked out of me!)

My Daughters who have given me reason to live and do what I do.

Karen Salmansohn, who taught me just how special random acts of kindness can be in helping someone heal.

Joyce Matthews, who saw something special in me that I did not even see in myself and taught me there is much more to college than a degree.

Thank you, ladies, for making me the man I am today.

I hope that each of you reading this, will take a moment to thank the special people in your lives before the moment passes and the opportunity slips away.

Until next time, stay safe.

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