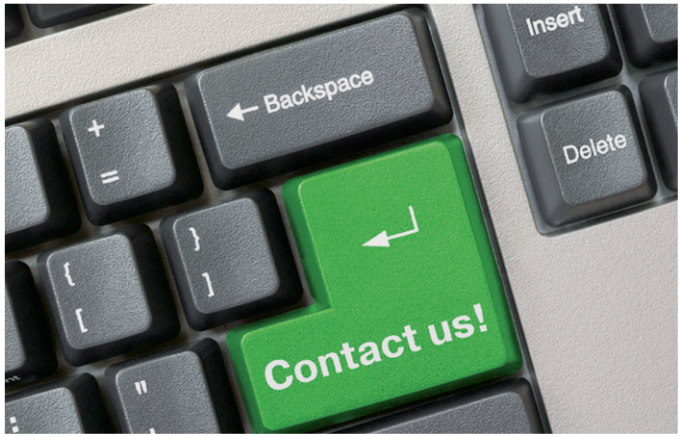
Recommended action

Develop a security concept for your know-how:

- Designate a person responsible in your company
- Identify your sensitive know-how
- Analyse who has access to such know-how inside and outside your company
- Establish organisational, technical and personnel measures to be taken to protect sensitive information
- Constantly evaluate your know-how security concept

o not hesitate to contact us and make an appointment for confidential awareness talks.



Your points of contact in economic security

initiative wirtschaftsschutz

Protecting values in a concerted effort

For additional information and your local contacts' communication data, please visit the website

www.wirtschaftsschutz.info

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Domestic intelligence service

Federal Republic of Germany
Federal States

Economic Security

Identify Assess Protect

Know-how security

Prevention through Dialogue and Information

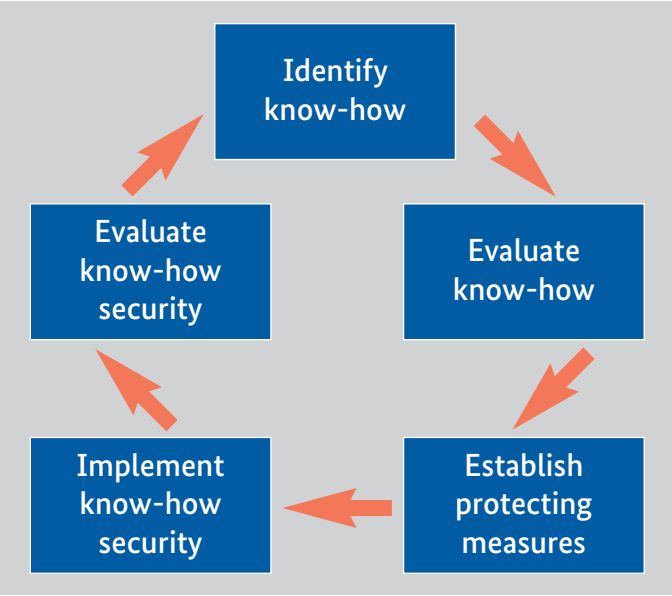
Know-how security

There is existential know-how relevant for competition in every part of a company, and it is an asset worth protecting regardless of workforce size.

This know-how is not only targeted by com¬peting companies, but also by foreign intelli¬gence services.

Innovative companies of small or medium size should be especially aware of these facts.

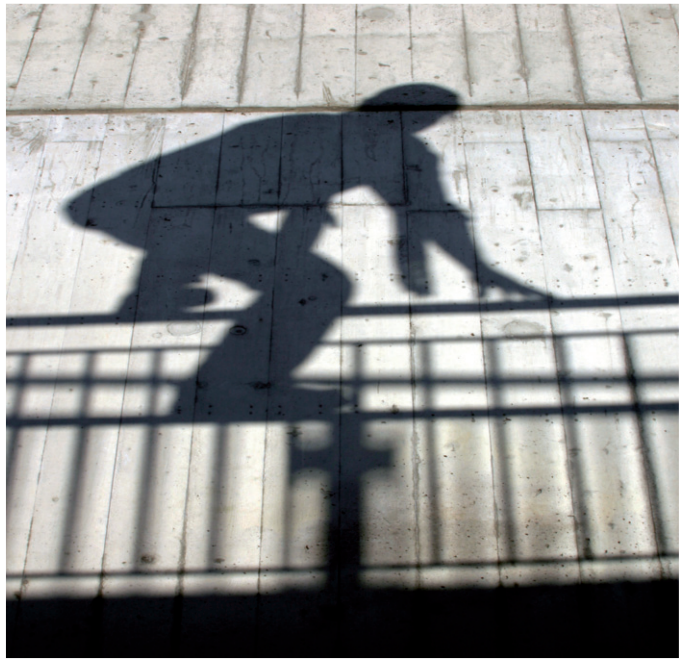
Cycle for know-how security



Risk scenarios

- A company entrusts a research institute with its product development. The guest scientist working there steals product information, placing the product on the market as his/her own idea
- The clerk of a German patent attorney's office provides a foreign intelligence service with confidential documents
- A foreign joint venture partner deliberately exploits the partner company's know-how for setting up his own enterprise with an identical range of products
- A car manufacturer transfers technical data of a prototype to a software company with an insufficient security structure. Cleaning staff members steal the associated design plans
- A laptop is stolen when a biotechnological laboratory is burgled. The perpetrator's exclusive interest is the current development data stored on the laptop
- A cleaning staff member takes advantage of her access rights, secretly connecting a keylogger to the company board's computer.

Your company's risk of unintentionally losing know-how is continuously increasing. Attack methods are becoming more diverse. This is why your safety measures should be one step ahead.



Know-how security
means
protecting your company's existence