

PENLINK

Transforming intelligence with open-source innovation

Advancements in collection and analysis of open-source data provide analysts with actionable information faster



Kellen Schollaert
PenLink

Open-source intelligence (OSINT) has become the intelligence of choice in many environments, including the defense and national security sectors. Information from publicly available sources can provide near-real-time insights that are crucial for rapid decision-making and can provide unique perspectives, particularly in areas where traditional collection is limited or nonexistent.

The open-source data landscape can give a comprehensive view of a situation, adversary or topic but can also cue or validate research done by other intelligence disciplines, whether they are classified or not. Once analysts integrate open-source and classified intelligence, they achieve a more complete perspective, contributing to a comprehensive assessment that, in turn, helps better inform decision-makers.

open-source insights in support of global issues such as great power competition and counterterrorism.

However, uncovering relevant information from vast amounts of data is difficult and time-intensive for already overworked, understaffed organizations. This is where innovation in open-source tradecraft or technology makes a huge difference. Organizations need to identify solutions that allow them to more effectively and efficiently achieve mission success without depleting financial or human resources.

Streamlining data collection and analysis

Streamlining the data collection process is paramount to success. While skilled open-source collectors continue to show their effectiveness

with minimal automation or tooling, those same collectors would gain exponential efficiency and effectiveness if armed with OSINT tools.

From simplifying advanced queries to enabling unified searches across hundreds of sources or creating multiple, automatic data

extraction feeds, innovations in the open-source tool landscape streamline data collection. This is what allows the analyst to spend more time finding meaning, conducting analysis and creating intelligence. Analysts are responsible for illuminating insights and producing intelligence, and with a tool that offers efficiency and automatic, initial analysis, they can get there faster.

“Information from publicly available sources can provide near-real-time insights that are crucial for rapid decision-making and can provide unique perspectives.”

One of the most beneficial aspects of OSINT in the defense and national security sectors is that it is more freely shareable with partner nations because many difficulties with classification restrictions and disclosure processes are substantially lessened. This is exemplified by the success of numerous multinational operations where analysts easily share

iStock



Taking it a step further, generative AI is revolutionizing OSINT tool capabilities. Analysts can ask questions about their collected data to almost instantly identify specific pieces of information that previously would have stayed hidden or taken an unreasonable amount of time to uncover. Built-in generative AI can also guide a collector or analyst in the identification of effective workflows depending on a desired mission outcome. For example, an analyst could ask to identify users in a social media collection that indicate illicit activity without having to develop and then import a keyword dictionary.

A faster, more efficient path to insights

PenLink equips collectors and analysts with a cutting-edge and comprehensive digital intelligence platform. It streamlines open-source investigations based on analysts' requirements and helps them create actionable intelligence faster and with more depth. The platform is built with users and their optimal workflows in mind.

Our company is staffed with seasoned analysts who have experience in the military, intelligence community, law enforcement and corporate sector, and we actively engage with our user community to

improve our platform. We've recently added unique GEOINT and web intelligence-based capabilities, which are generating leads, illuminating threat actors and providing context that previously stayed hidden.

These advancements highlight our unwavering commitment to enhancing our platform with cutting-edge capabilities to support mission success. By doing this, we empower organizations to stay ahead of emerging threats and enable them to make faster, better informed decisions when it matters most. ■

Kellen Schollaert is the director of strategy and enablement at PenLink.

AI-Powered Open-Source Intelligence for Better Decision Making

PenLink equips civilian, defense, and intelligence communities with cutting-edge AI-powered digital intelligence. Leverage the entire web—open, deep, and dark—for unmatched analysis, turning information into actionable intelligence.

AI-Powered Web Intelligence

Advanced threat detection, intelligence gathering, and analysis.

- Visual Link Analysis
- Identity Resolution
- Real Time Alerts
- Digital Evidence
- Web Discovery
- Streamlined AI

Elevate Your Mission's Success
Discover more at penlink.com, or email info@penlink.com

penlink
Comprehensive digital intelligence for a safer world