



HISTORY

Corporate Intelligence Researchers, Inc. (“CIRI”), located in Alexandria, Virginia, was formed in 1989 by Barry Horvick. Prior to CIRI, Mr. Horvick was the Senior Research Analyst at a Washington, D.C. law firm that assisted major investment bankers and pension funds with their due diligence obligations, worked with publicly-traded corporations to fend off attacks by corporate raiders, and investigated the Three Mile Island accident and claims of improper political influence at the predecessor to the U.S. Merit Systems Protection Board.

CIRI’s clients include law firms, venture capital and private equity firms, family offices and businesses. During our nearly 30 years in business, we have provided our clients with critical information and supporting analyses and recommendations.

RESOURCES & EXPERTISE

CIRI’s expertise in law, finance, regulatory issues, business and a range of investigative fields provides it with a formidable array of tools and techniques to employ during the development and analysis of critical information.

CIRI’s resources include experts in many fields and a network of investigators, journalists, businesspersons, intelligence analysts and government and law enforcement officials in over 70 countries.

Recently, CIRI began working with M20 Associates of Washington, DC and San Antonio, Texas to assist M20 in introducing its preeminent governmental and military expertise to the private sector.

Jerry Wykoff is M20’s founder and CEO. He served as the Senior Enlisted Leader for the U.S. Army’s Military Intelligence Corps and is an Honoree of the Military Intelligence Hall of Fame.

Mr. Wykoff, his staff and network offer physical, forensic, geopolitical, HUMINT and OSINT resources that have extensive applications in the legal, financial and business sectors.



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Cyber Security

We employ advanced technology and tactics, techniques and procedures developed and utilized by the U.S. Department of Defense during our cyber security engagements.

- **Incident Response**: We provide swift and effective solutions to cyberattacks by identifying the source of the attacks and remediating damages, allowing for a rapid return to system and operational norms with minimal loss.
- **Proactive Cyber Security Services**: We audit the defenses of clients' computer network operations, including servers, routers, desktops, laptops and mobile and other connected devices. Our audits also evaluate the training and background of key personnel who manage network operations and are responsible for its security. Our audits may recommend specific additions or upgrades to security and additional training for personnel. *We can provide further assistance in day-to-day security operations by identifying potential threat actors and preparing measures to thwart or compromise their goals and by training in-house cyber security personnel.*
- **Recent Case**: After the serious and longstanding intrusion of a large network was finally discovered by a corporation, we were engaged to determine the source of the attack, the extent of the damage, and the best means for enhancing the system's security. We determined that a hacker – possibly state-sponsored – had not only accessed research and development and strategic planning information but had also extended the intrusion to the social media accounts and other digital files of executives of the corporation. The personal information could have been employed for purposes of kidnapping or extortion. We supervised improvements to the security of the company's digital network, assisted in remediating damages inflicted by the intrusion and began monitoring the system for real and potential threats.



Risk Assessment & Analysis

Our team can apply over a century of operational, analytical and systems expertise in high-stakes situations to risk assessment and analysis.

Site Vulnerability Assessment: With respect to foreign-country manufacturing, administrative and sales operations, joint ventures, proposed mergers and acquisitions, meetings and other foreign-based events and situations, we identify, assess and recommend solutions for the management of political, legal, financial, criminal, terroristic and societal problems and threats that may be encountered.

Physical Security Measures: We offer physical security measures that are assigned to highly-trained, experience-hardened staff who have sophisticated military and executive protection experience.

Vendor Compliance: We also offer assessment and analysis of other issues of concern, such as the compliance of vendors and suppliers with domestic and international laws and executive orders.

Patent Litigation Support, Anti-Counterfeiting and Trade Secret Investigations

Since our inception, we have assisted intellectual property attorneys by developing evidence supporting claims of infringement of patent and trademark rights. We also offer anti-counterfeiting and trade secret investigations. Our information has been admitted as evidence in federal courts and in hearings before the U.S. International Trade Commission.

We have conducted investigations in numerous industries, and because of our domestic and worldwide network of resources, we can obtain key information regarding U.S. and foreign companies and individuals suspected of infringement, counterfeiting of goods and trade secret theft.

We can determine:

- the size and location of their operations;
- the source(s) and flow of their funding;
- identify the members of their corporate family and their suppliers; and
- track infringing and counterfeit products from design to manufacture, assembly, testing, warehousing, marketing, distribution, shipping and sales.

Our accomplishments include:

- identifying hundreds of downstream consumer and industrial products that used infringing components;
- successfully investigating complex product diversion schemes;
- purchasing infringing and counterfeit products in over 30 industries to establish jurisdiction in U.S. District Courts and for reverse engineering examination;
- testifying in federal district court and at USITC hearings;
- researching prior art; and
- assisting in enforcing USITC Exclusion Orders



Background Investigations & Pre-Employment Screening

These are the issues we typically examine during a background investigation of an individual whether it is in the context of an investment being contemplated by a venture capital or private equity fund or a potential C-level hire by an employer:

- pending and closed federal and state civil litigation and criminal prosecutions;
- judgments, liens, including UCC financing statements, and bankruptcies;
- disciplinary and enforcement actions instituted by regulatory and licensing agencies;
- filings made by the individual with regulatory agencies (*e.g.*, Forms D and Forms 3,4 & 5 filed with the SEC);
- current and former business affiliations;
- newspaper, magazine and trade journal articles, press releases, blogs, videos, interviews and social media comments made by and about the individual;
- analysis of credit histories;
- review of driving record;
- confirmation of education, professional credentials and licensing; and
- domestic (OFAC) and foreign Watch List checks.

We check for litigation in courts of general and limited jurisdiction, and if we find litigation, we provide an analysis of the key claims asserted and the damages sought, the replies set out in answers and counterclaims and other pleadings, and the disposition of the case if it is not pending.

We provide similar analyses for any matters we identify that require clarification. We also investigate any specific issues of concern to our clients.

Asset Investigations

We conduct asset investigations for clients who are attempting to enforce judgments, develop financial information about prospective parties in lawsuits or locate hidden assets.

We have worldwide resources for developing information regarding the location of and the title to assets and the schemes employed to hide assets. The issues we typically address are:

- Bank Accounts, including offshore accounts, and Investment Accounts
- Custodial Accounts
- Real Estate & Personal Property
- Contingent Assets & Liabilities
- Money paid to nonexistent employees or to relatives and friends for services that were not rendered; fraudulent debt repayment; and delayed payments of bonuses, stock options or salary increases
- Cash flow and earnings



We can also assist in the analysis of income tax returns, financial statements, bank statements, credit reports, credit card statements, insurance statements for cash value of insurance policies, and government and public records, including lawsuits and regulatory filings.

Business and Competitive Intelligence

For 30 years we have applied the techniques we use during commercial litigation support and due diligence background investigations to the gathering and analysis of business and competitive intelligence matters.

Regulatory Compliance

We are very conscious of the many federal, state and local laws and regulations that govern our investigations, particularly the federal Fair Credit Reporting Act and Gramm-Leach-Bliley. During our nearly 30 years in business, we have never had a single complaint about our compliance with these laws.

Budget & Turnaround

We provide budget and turnaround estimates on a case-by-case basis after carefully contemplating the requirements of properly conducting the investigation and the feasibility of meeting its objectives.

Investigative Techniques – Client Involvement

During our investigations, we submit status reports to clients on a regular basis to keep them fully informed of our progress and the amount of the budget that has been expended. We prefer to work in a collegial environment, where the client's continuing assessments and comments are critical and ensure that all parties remain in agreement regarding the aims of the investigation and the means by which information will be obtained and problems resolved.

Thank you for your interest in our services.

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