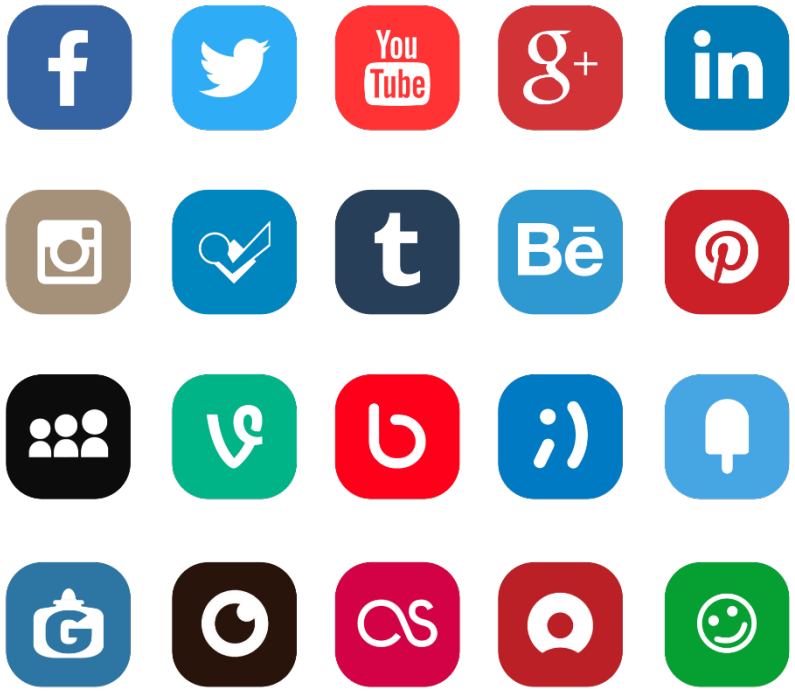
Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)

[redacted]



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The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

Why [redacted]? Who are we? What do we do?

Core Missions

(b) (7)(E) [redacted]
(b) (7)(E) [redacted]

Focus Areas

(b) (7)(E) [redacted]

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

Commercial Tools

(b) (7)(E) [redacted]
(b) (7)(E) [redacted]

- Venntel
(b) (7)(E) [redacted]

Training

- [redacted] **101:** Basic Capabilities Brief
- (b) (7)(E) [redacted] Fundamentals
- (b) (7)(E) [redacted]
- Multiple Sessions at (b) (7)(E) [redacted]
- Coordinated with (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

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NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C)

[redacted]

(b) (7)(E)

(b) (7)(E) Workflow

(b) (7)(E)

Requests Logged and Tracked (b) (7)(E)
Access Controlled
CBP System of Record
Past Results Storable, Searchable, Retrievable
Allows for Statistical and Workload Analysis
(b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

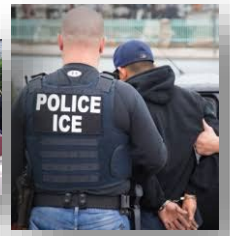
(b) (7)(E)

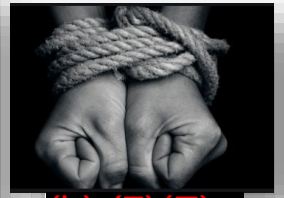
ESTA Electronic System for Travel Authorization
U.S. Department of Homeland Security

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)





(b) (7)(E)

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(b) (7)(E)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

The Tools We Evaluate, Use, Manage & Deploy

[redacted]

(b) (7)(E)

VENNTEL

(b) (7)(E)

(b) (7)(E)

The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)

- *Telemetry Data* – Venntel, (b) (7)(E)

(b) (7)(E)

(b) (7)(E) Training Events

(b) (7)(E) 101, (b) (7)(E) Fundamentals, & (b) (7)(E) l specific trainings:

- **FY19 –**
  - 57 Events
  - (b) (7)(E) participants
  - 18 – (b) (7)(E)
  - 21 – Webinar
  - 18 – Field/External
    - (b) (7)(E)
- **FY20 to date –**
  - 20 Events
  - (b) (7)(E) participants
  - 14 – (b) (7)(E)
  - 6 – F xternal
    - (b) (7)(E)

(b) (7)(E)

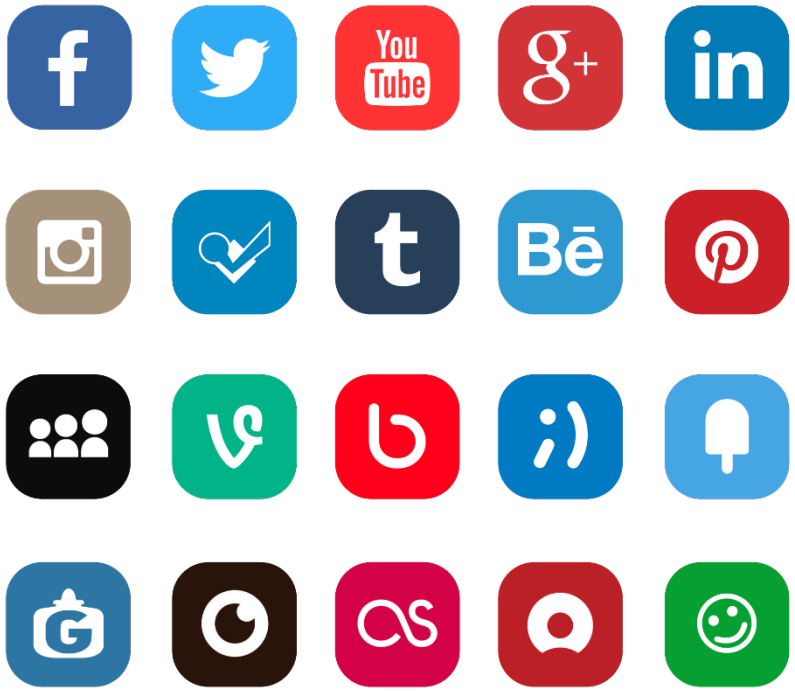
Bill of Materials	
Product/Service	**Quantity**
POP: 9/27/19-9/26/20	
Venntel: Mobile device's Ad-tech ID data	(b) (7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b)(7)(E)	
Training	
Customer support and account management	

Bill of Materials	
Product/Service	**Quantity**
POP: 9/27/19-9/26/20	
Venntel: Mobile device's Ad-tech ID data	(b)(7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b)(7)(E)	
Training	
Customer support and account management	
Venntel: (b) (7)(E)	

Bill of Materials	
Product/Service	**Quantity**
POP: 9/25/20-9/24/21	
Venntel: Mobile device's Ad-tech ID data	(b)(7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b)(7)(E)	
Training	
Customer support and account management	
Venntel: (b) (7)(E)	

Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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Why (b) (7)(E) [redacted]? Who are we? What do we do?

Core Missions

(b) (7)(E) [redacted]

Focus Areas

(b) (7)(E) [redacted]

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

Commercial Tools

(b) (7)(E) [redacted]

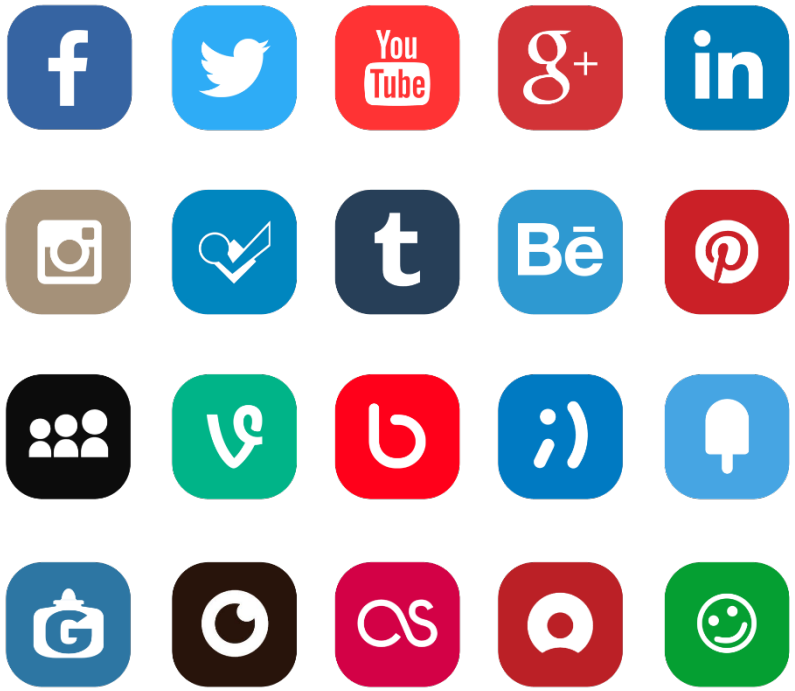
(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Training

- (b) (7)(E) [redacted] 101: Basic Capabilities Brief
- (b) (7)(E) [redacted] Fundamentals
- (b) (7)(E) [redacted]
- Multiple Sessions at (b) (7)(E) [redacted]
- Coordinated with (b) (7)(E) [redacted]

(b) (7)(E) [redacted]



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NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

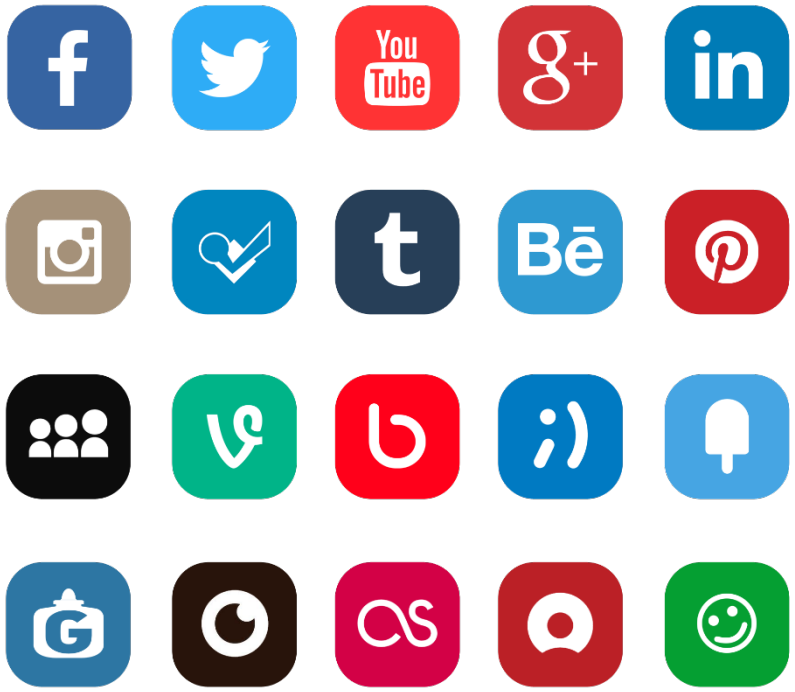
(b) (7)(E) [redacted]

The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

Ongoing Issues and Challenges

(b) (7)(E)

[redacted]



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The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)

VENNTEL

(b) (7)(E)

(b) (7)(E) [redacted] STATISTICAL SUMMARY

Your Bang for Your Buck

(b) (7)(E) [redacted]

Staff

(b) (7)(E) [redacted]

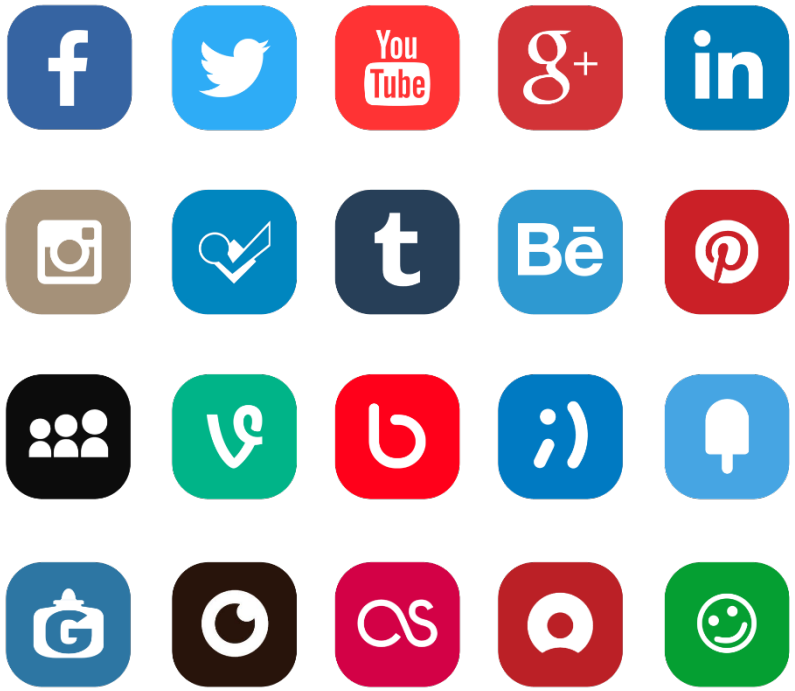
Cases worked FYTD

(b) (7)(E) [redacted]

Personnel Trained FY18

(b) (7)(E) [redacted]

Licenses Managed FY19



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NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E)

[redacted]

(b) (7)(E)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E)

[redacted]

(b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E) [redacted]

BOTTOM LINE UP FRONT

Joint HSI/USBP investigation into a Human Trafficking Organizatio (b) (7)(E), (b) (7)(A) [redacted]

(b)(7)(E), (b) (7)(C) [redacted]

NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)

(b) (7)(E) [redacted]

(b)(7)(E), (b) (7)(C)

[redacted]

(b) (7)(E) [redacted]

Questions?

(b) (7)(E) [redacted]

Why (b) (7)(E)? Who are we? What do we do?

Core Missions

(b) (7)(E)

Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

Commercial Tools

(b) (7)(E)

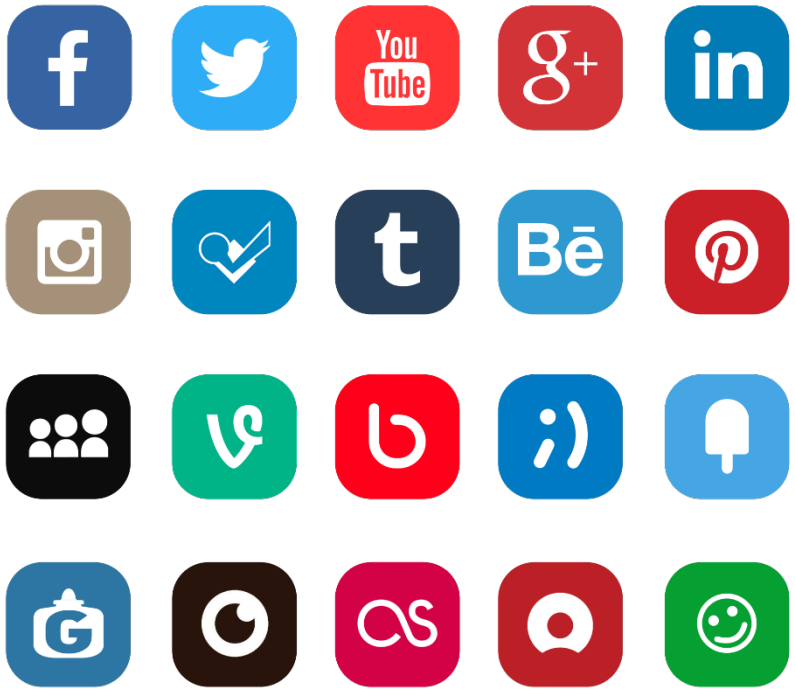
Venntel (b) (7)(E)

(b) (7)(E)

Training

- (b) (7)(E) **101:** Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)

(b) (7)(E)



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The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)

VENNTEL

(b) (7)(E)

CBP COUNTER NETWORK DIVISION

U.S. Customs and Border Protection

(b)(7)(E)

CBP COUNTER NETWORK DIVISION

U.S. Customs and Border Protection

(b)(7)(E)

Bill of Materials	
Product/Service	**Quantity**
POP: 9/25/20-9/14/21	
Venntel: Mobile device's Ad-tech ID data (RENEWAL)	(b) (7)(E) [redacted]
This tool will include:	
Access to Venntel global mobile location database via portal	
(b) (7)(E) [redacted]	
Customer support and account management	
Venntel: Mobile device's Ad-tech ID data (NEW)	
This tool will include:	
Access to Venntel global mobile location database via portal	
(b) (7)(E) [redacted]	
Customer support and account management	

Bill of Materials	
Product/Service	**Quantity**
POP: 12 Months from Date of Award	
Venntel: Mobile device's Ad-tech ID data	(b) (7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b) (7)(E) [redacted]	
Training	
Customer support and account management	

Briefing for Executive Director Don Conroy

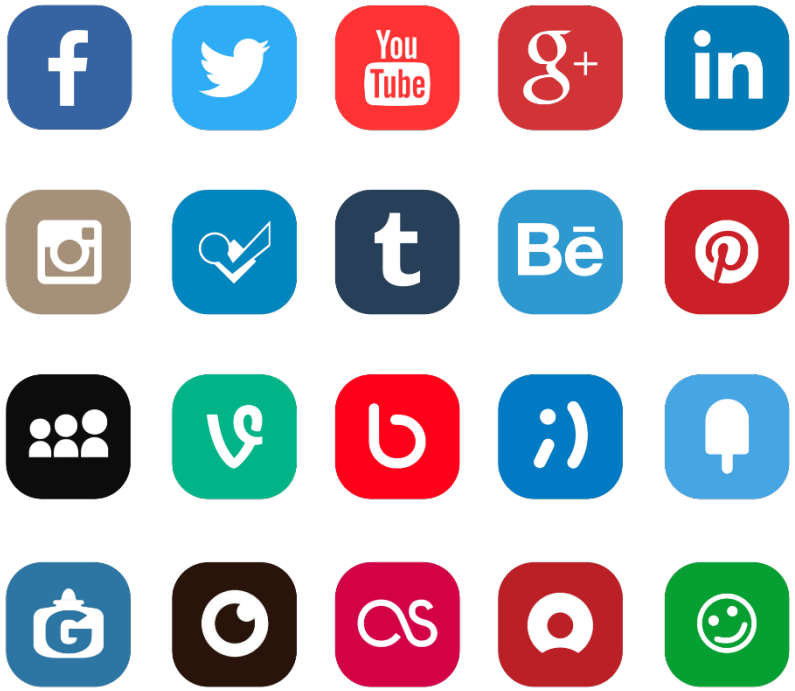
[redacted]

Assistant Director [redacted]

December 19, 2019

Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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[redacted]

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

Why [redacted]? Who are we? What do we do?

Core Missions

[redacted]

Focus Areas

[redacted]

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

Commercial Tools

(b) (7)(E) [redacted]
(b) (7)(E) [redacted]

- Venntel

[redacted]

Training

- [redacted] 101: Basic Capabilities Brief
- (b) (7)(E) [redacted] Fundamentals
- (b) (7)(E) [redacted]
- Multiple Sessions at (b) (7)(E) [redacted]
- Coordinated with (b) (7)(E) [redacted]

[redacted]

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Organizational Structure

U.S. Customs and Border Protection

National Targeting Center (b) (7)(E) [redacted] - Overview

(b) (7)(E) [redacted]

Assistant Director
(b) (6), (b) (7)(C) [redacted] OFO)

Deputy Assistant Director
(b) (6), (b) (7)(C) [redacted] OFO)

Policy & Integration
(b) (6), (b) (7)(C) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

(b) (7)(E), (b) (7)(C), (b) (6) [redacted]

(b) (7)(E) [redacted] Workflow

- (b) (7)(E) [redacted]
- [redacted] (b) (7)(E)
- Access Controlled
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis
- (b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted] WORKLOAD STATISTICS

(b) (7)(E)

(b) (7)(E) [redacted] Workload by Month

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

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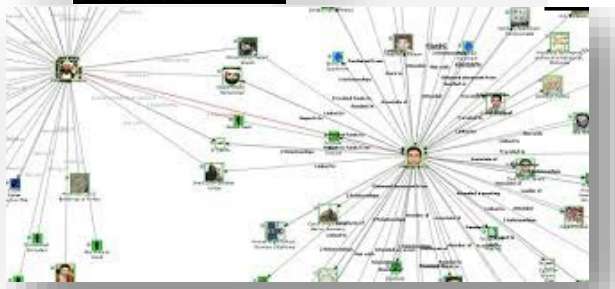
ESTA Electronic System for Travel Authorization
U.S. Department of Homeland Security

(b) (7)(E)



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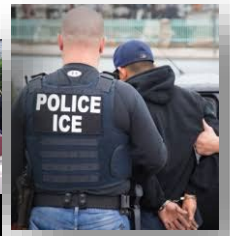


(b) (7)(E)

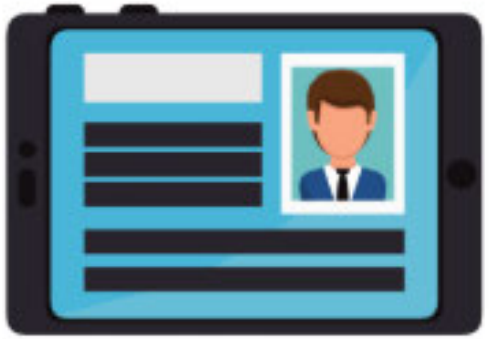
(b) (7)(E)

(b) (7)(E)

Technology Enabled Tools

– Managing Access to Platforms and Licenses to Achieve Efficiencies –

(b) (7)(E) [redacted]



(b) (7)(E) [redacted]

The Tools We Evaluate, Use, Manage & Deploy

[redacted]

(b) (7)(E)

The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

- *Telemetry Data* – Venntel. (b) (7)(E) [redacted]

(b) (7)(E) [redacted] Training Events

[redacted] 101, (b) (7)(E) [redacted] undamentals, & (b) (7)(E) [redacted] specific trainings:

- **FY19 –**
  - 57 Events
  - (b) (7)(E) [redacted] participants
  - 18 – (b) (7)(E) [redacted]
  - 21 – Webinar
  - 18 – Field/External
    - [redacted]
- **FY20 to date –**
  - 11 Events
  - (b) (7)(E) [redacted] participants
  - 1 – (b) (7)(E) [redacted]
  - 1 – Field/External
    - (b) (7)(E) [redacted]
  - Pending:
    - [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E)

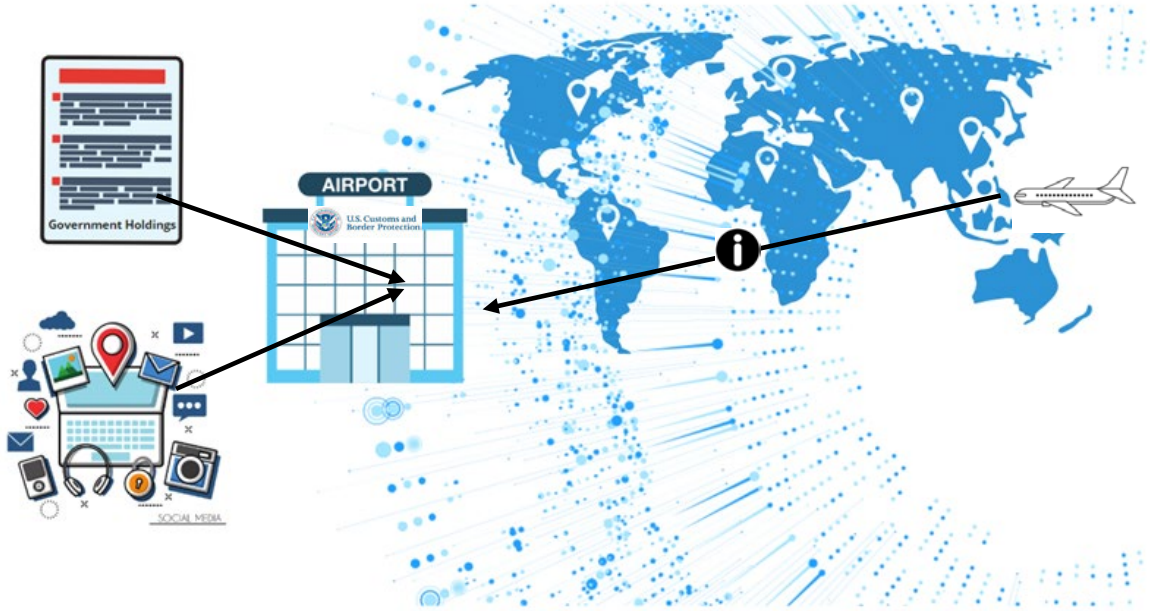
[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

[redacted]



(b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

(b) (7)(E) [redacted]

(b) (7)(E), (b) (5)

[redacted]

(b) (7)(E), (b) (5)

[redacted]

LEGAL AND POLICY

[redacted] (b) (7)(E)

SOLUTION:

- Added contract support to the [redacted] (b) (7)(E) o assist with identifying gaps in law, policy and privacy and to work with CBP's OCC & PDO.
- Draft and implement required Privacy Threat Assessments (PTAs), Privacy Impact Assessments (PIAs), Memoranda of Understanding (MOUs) and other documents as required by CBP's OCC & PDO and DHS's OGC & PRIV.
- [redacted] (b) (7)(E), (b) (5)

[redacted] (b) (7)(E), (b) (5)

(b) (7)(E) [redacted] PROCUREMENT OPERATIONS

Established internal (b) (7)(E) [redacted] /CND procurement capability to support ongoing procurements (b) (7)(E) [redacted]

BACKGROUND

FY 2019 (b) (7)(E) [redacted] Procurement Strategy

- [redacted] (b) (7)(E) [redacted]
- [redacted] (b) (7)(E) [redacted] ntial added value to (b) (7)(E) [redacted] /CND and CBP enterprise-wide operations
- [redacted] minated renewal actions (b) (7)(E) [redacted] no longer supports (b) (7)(E) [redacted] /CND/CBP mission

(b) (7)(E) [redacted]

Why deploy a CND/(b) (7)(E) [redacted] Procurement Team?

The CND/(b) (7)(E) [redacted] procurement team understands unique strategic and tactical needs and the potential capabilities technology-enabled solutions offer to fill operational gaps.

- Federal Acquisition Regulations based on 19th/20th Century thinking in a paper-based environment based on traditional, brick and mortar business model
- Standard and arcane policies focused on who can deliver goods at least cost fails to consider non-price factors; does not always deliver best value for government
- Leverage non-traditional procurement alternatives, e.g., Other Transaction Authority, IAA, Strategic Sourcing, Proofs of Concept CBP Innovation Team, and DHS Innovation Lab
- Shorten procurement timelines
- Enhance operational flexibilities
- Respond to emerging requirements (b) (7)(E) [redacted]
- Utilize non-traditional periods of performance
- Eliminate single points of failure

Why [redacted]? Who are we? What do we do?

Core Missions

[redacted]

Focus Areas

[redacted]

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

Commercial Tools

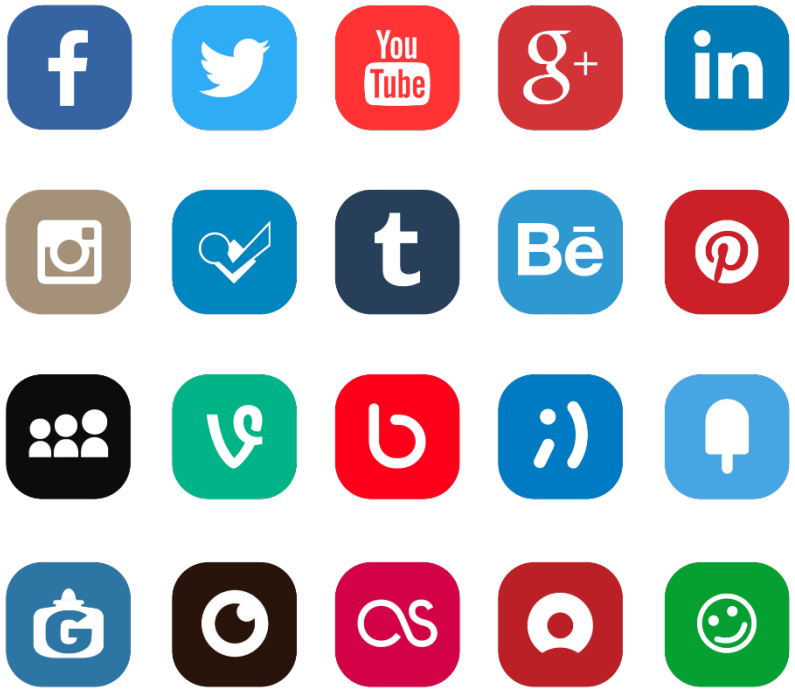
[redacted]

Venntel (b) (7)(E) [redacted]

Training

- [redacted] **101:** Basic Capabilities Brief
- (b) (7)(E) [redacted] Fundamentals
- [redacted]
- Multiple Sessions at [redacted]
- Coordinated with [redacted]

[redacted]



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(b) (7)(E) [redacted]

The Tools We Evaluate, Use, Manage & Deploy

[redacted]

(b) (7)(E) [redacted]

VENNTEL

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

U.S. Customs and Border Protection

NATIONAL TARGETING CENTER

Counter Network Division

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Mission

[redacted]

Focus Areas

[redacted]

- Training

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E) [redacted]

[redacted]

(b) (7)(E) [redacted]

Commercial Tools (examples)

[redacted]

- **Venntel** (b) (7)(E) : Advertiser ID Data, “digital exhaust”

(b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

(b) (7)(E) [redacted]

[redacted]

(b) (7)(E)

(b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C)

[redacted]

(b) (7)(E) [redacted]

Agency Wide Operational Training

- Have led four 2-day (b) (7)(E) [redacted] training courses (b) (7)(E) [redacted]
- Over (b) (7)(E) [redacted] Officers, Agents, and Analysts from across the agency trained
- More than (b) (7)(E) [redacted] trained, with substantial positive reviews and demand for increased frequency of courses
- Ongoing training for the field (b) (7)(E) [redacted] covering all costs of travel) with additional course in September to train a total of (b) (7)(E) [redacted] representatives (b) (7)(E) [redacted]), as well as an additional (b) (7)(E) [redacted] Officers/Agents/Analysts from the NCR

Introductory Social Media and OPSEC PALMS Course

- Coordinated through Advanced Training Center, Harper's Ferry
- 1 hour PALM Course on Social Media and basic OPSEC for all CBP employees
- (b) (5) [redacted]
- [redacted]

(b) (7)(E) [redacted]

[redacted]

(b) (7)(E) [redacted]

- (b) (7)(E), (b) (7)(A) [redacted]
- [redacted]
- [redacted]

(b) (7)(E) [redacted]

[redacted]

(b) (7)(E), (b) (7)(A)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E) [redacted]

(b) (6), (b) (7)(C), (b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E) [redacted]

(b) (6), (b) (7)(C), (b) (7)(E)

[redacted]

QUESTIONS?

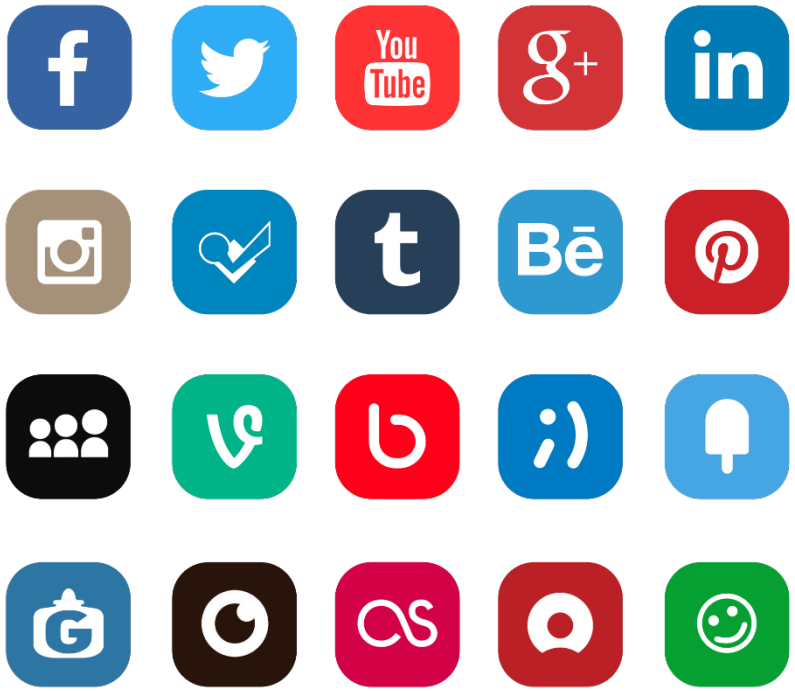
(b) (6), (b) (7)(C) [redacted]

Support Requests/Questions:

(b) (7)(E) [redacted]

Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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Why (b) (7)(E) [redacted]? Who are we? What do we do?

Core Missions

(b) (7)(E) [redacted]

Focus Areas

(b) (7)(E) [redacted]

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

Commercial Tools

(b) (7)(E) [redacted]

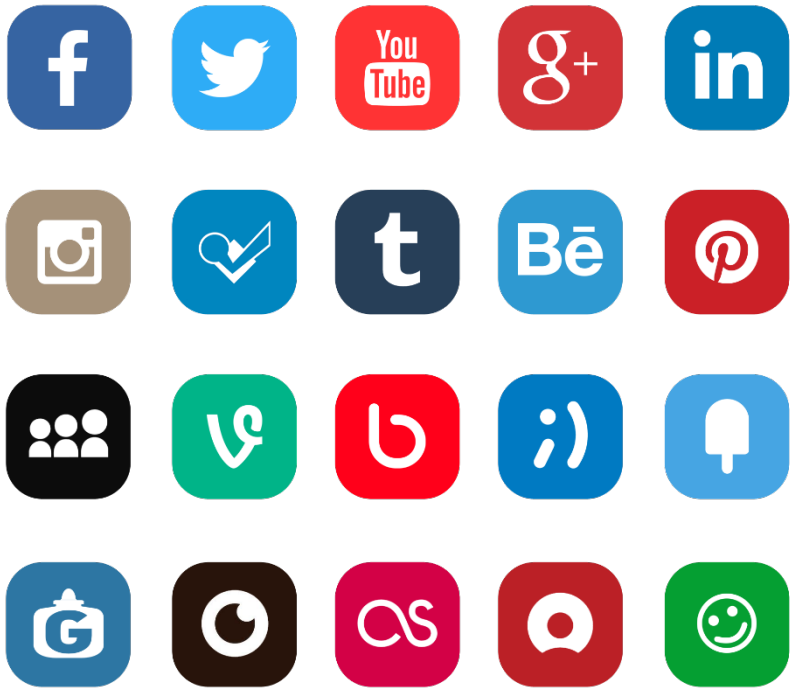
Venntel (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Training

- (b) (7)(E) [redacted] **101:** Basic Capabilities Brief
- (b) (7)(E) [redacted] Fundamentals
- (b) (7)(E) [redacted]
- Sept 2019 Training fo (b) (7)(E) [redacted]

(b) (7)(E) [redacted]



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Organizational Structure

U.S. Customs and Border Protection

National Targeting Center - Overview

(b) (7)(E) [redacted]

[redacted]

CURRENT STAFFING:
(b) (7)(E) [redacted]

Assistant Director
(b) (6), (b) (7)(C) [redacted]
(OFO)

Assistant Deputy Director
(b) (6), (b) (7)(C) [redacted]

Policy & Integration
(b) (6), (b) (7)(C) [redacted]

PENDING STAFF: (4)
(b) (6), (b) (7)(C) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

VENNTEL

(b) (7)(E) [redacted]

The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) [redacted]

- *GeoLocation Data* – Venntel (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted] Training Events

- Includes
  - (b) (7)(E) [redacted] 101, (b) (7)(E) [redacted] specific ngs
- FY18 –
  - 27 Events
  - (b) (7)(E) [redacted] participants
  - 20 – (b) (7)(E) [redacted]
  - 7 – F External
    - (b) (7)(E) [redacted]
- FY19 (to da
  - 9 Events
  - (b) (7)(E) [redacted] participants
  - 4 – (b) (7)(E) [redacted]
  - 5 – Field/External –
    - (b) (7)(E) [redacted]
  - Upc
    - (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted] STATISTICAL SUMMARY

Your Bang for Your Buck

(b) (7)(E) [redacted]

Staff

(b) (7)(E) [redacted]

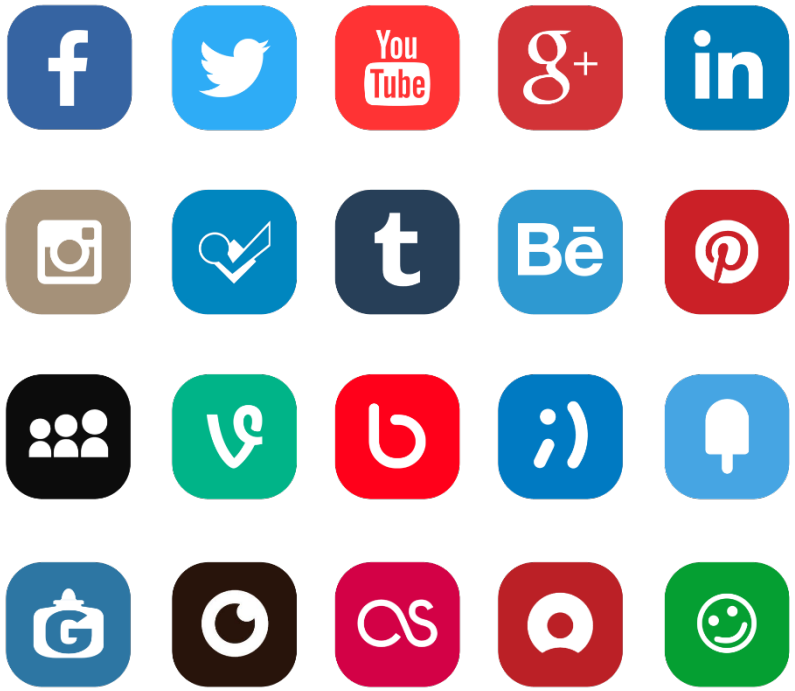
Cases worked FYTD

(b) (7)(E) [redacted]

Personnel Trained FY18

(b) (7)(E) [redacted]

Licenses Managed FY19



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(b) (7)(E)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

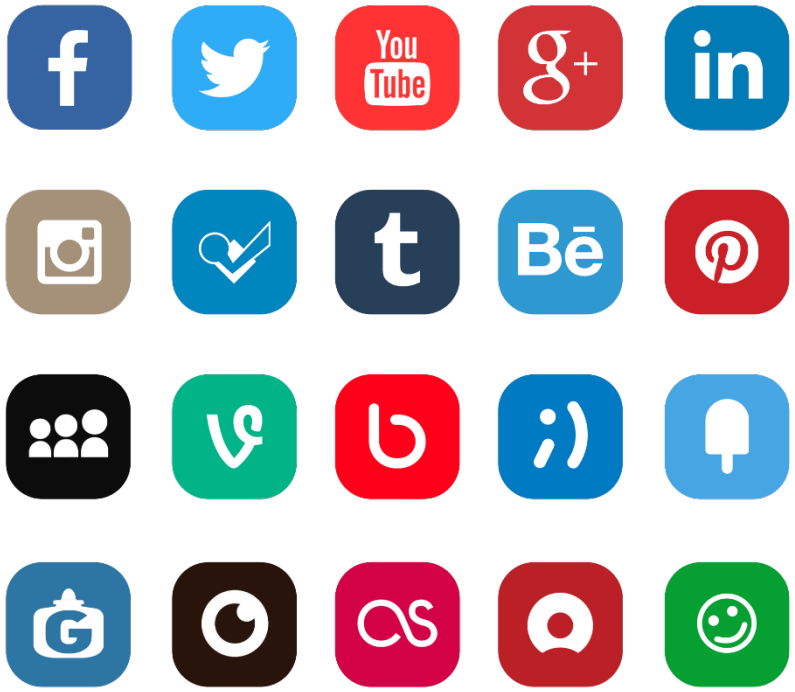
(b) (7)(E) [redacted]

The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

Ongoing Issues and Challenges

(b) (7)(E)

[redacted]



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(b) (7)(E)

(b) (7)(E), (b) (7)(A)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Success Story: (b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

Briefing for Executive Director Don Conroy

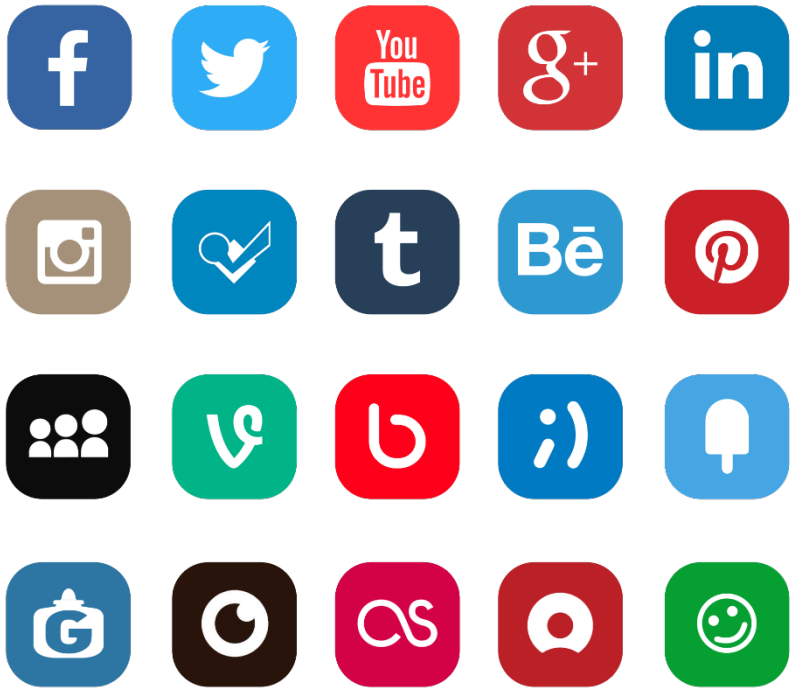
(b) (7)(E) [redacted]

Assistant Director (b)(6)&(b)(7)(C)

January 30, 2020

Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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(b)(7)(E)

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

Why [redacted]? Who are we? What do we do?

Core Missions

[redacted]

Focus Areas

[redacted]

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

Commercial Tools

[redacted]

- Venntel

[redacted]

Training

- [redacted] **101:** Basic Capabilities Brief
- [redacted] Fundamentals
- [redacted]
- Multiple Sessions at [redacted]
- Coordinated with [redacted]

[redacted]

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Organizational Structure

U.S. Customs and Border Protection

National Targeting Center – Overview

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Assistant Director
[redacted] (b) (6), (b) (7)(C) [redacted]
(OFO)

Deputy Assistant Director
[redacted] (b) (6), (b) (7)(C) [redacted] OFO)

Policy & Integration
[redacted] (b) (6), (b) (7)(C) [redacted]
[redacted] (b) (6), (b) (7)(C) [redacted]

[redacted]

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Counter Network Division Procurement Process

BOTTOM LINE UP FRONT

(b) (7)(E) [redacted]

BACKGROUND

- Implemented Strategic Requirements Plan tied to CBP Strategy 2020 – 2025.
- Created standardized templates, checklists, and workflow to expedite procurement and maximize communication amongst offices; utilizing Office365 for automation and real-time visibility.
- Determined key contract clauses and provisions for future CND contracts.
- Funded Office of Acquisition Contract Support Services (OA/CSS) contract to hire 2 Senior Procurement Specialists; first is onboarding on 2 March.
- Published first-ever NTC request for information (RFI) regarding commercial situational awareness capability.
- Established protocol for public and media inquiries and protection of sensitive information.

(b) (7)(E) [redacted]

(b) (4), (b) (7)(E) [redacted]

(b) (4), (b) (7)(E), (b) (5) [redacted]

(b) (7)(E), (b) (5) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Counter Network Division Personnel Onboarding & Challenges

BOTTOM LINE UP FRONT

CND currently utilizes three contract vehicles for personnel support—two managed by OIT/TASPD and a third, since late FY19, by OA.

BACKGROUND

- CND designated a Contract Integration Support Officer (CISO) in January 2019 to manage personnel contracts and serve as primary point of engagement with contract companies, PMOs, vendors, COs, and CORs.
- Engaged OPR/PSD and OIT/TASPD to develop BI and TS/SCI SOP and workflow.
- Developed CISO SharePoint page with templates, checklists, and policies to serve as primary resource for contractor onboarding, clearance processing, and outprocessing.
- Implemented division-wide skill assessment to identify skill surpluses and gaps to drive recruitment and aid in workforce planning; tool shared with Cargo, TASPD, and Passenger with plan to make NTC-wide.

KEY CHALLENGES

(b) (7)(E), (b) (5)

(b) (7)(E)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Procurement & Personnel Way Forward

BOTTOM LINE UP FRONT

(b) (5)

[redacted].

KEY RECOMMENDATIONS

(b) (5)

[redacted]

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

(b) (7)(E) [redacted] Workflow

- (b) (7)(E) [redacted]
- Requests Logged and Tracked (b) (7)(E) [redacted]
- Access Controlled
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis
- (b) (7)(E) [redacted]

(b) (6), (b) (7)(C), (b) (7)(E) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

[redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted] WORKLOAD STATISTICS

(b) (7)(E) [redacted]

(b) (7)(E) [redacted] Workload by Month

(b) (7)(E)

[redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

ESTA Electronic System for Travel Authorization
U.S. Department of Homeland Security

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

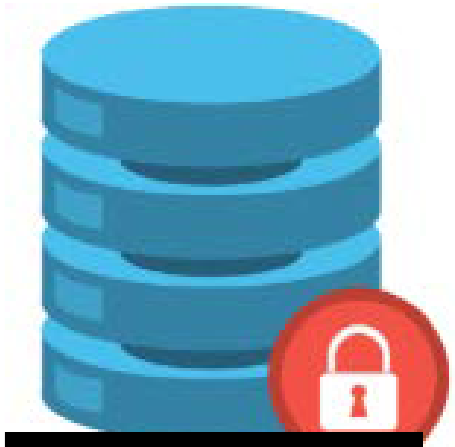
(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Technology Enabled Tools

– Managing Access to Platforms and Licenses to Achieve Efficiencies –



[redacted] (b) (7)(E) [redacted]

[redacted] (b) (7)(E) [redacted]

LEGAL AND POLICY

(b) (7)(E) [redacted]

SOLUTION:

- Added contract support to the [redacted] (b) (7)(E) to assist with identifying gaps in law, policy and privacy and to work with CBP's OCC & PDO.
- Currently working with PDO, OCC and components (b) (7)(E), (b) (5) [redacted]
- Draft and implement required Privacy Threat Assessments (PTAs), Privacy Impact Assessments (PIAs), Memoranda of Understanding (MOUs) and other documents as required by CBP's OCC & PDO and DHS's OGC & PRIV.
- (b) (7)(E), (b) (5) [redacted]

(b) (7)(E), (b) (5) [redacted]

The Tools We Evaluate, Use, Manage & Deploy

[redacted]

(b) (7)(E) [redacted]

VENNTEL

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

- *Telemetry Data* – Venntel, (b) (7)(E)
- (b) (7)(E)
- (b) (7)(E)

(b) (7)(E)

(b) (7)(E) 101, (b) (7)(E) Fundamentals, & (b) (7)(E) specific trainings:

- **FY19 –**
  - 57 Events
  - (b) (7)(E) participants
  - 18 – (b) (7)(E)
  - 21 – Webinar
  - 18 – Field/External
    - (b) (7)(E)

- **FY20 to date –**
  - 14 Events
  - (b) (7)(E) participants
  - 12 – (b) (7)(E)
  - 3 – Field/External
    - (b) (7)(E)
  - Pendin
    - (b) (7)(E)

(b) (7)(E)

Training Events

(b) (7)(E)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

[redacted]

(b) (7)(E) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

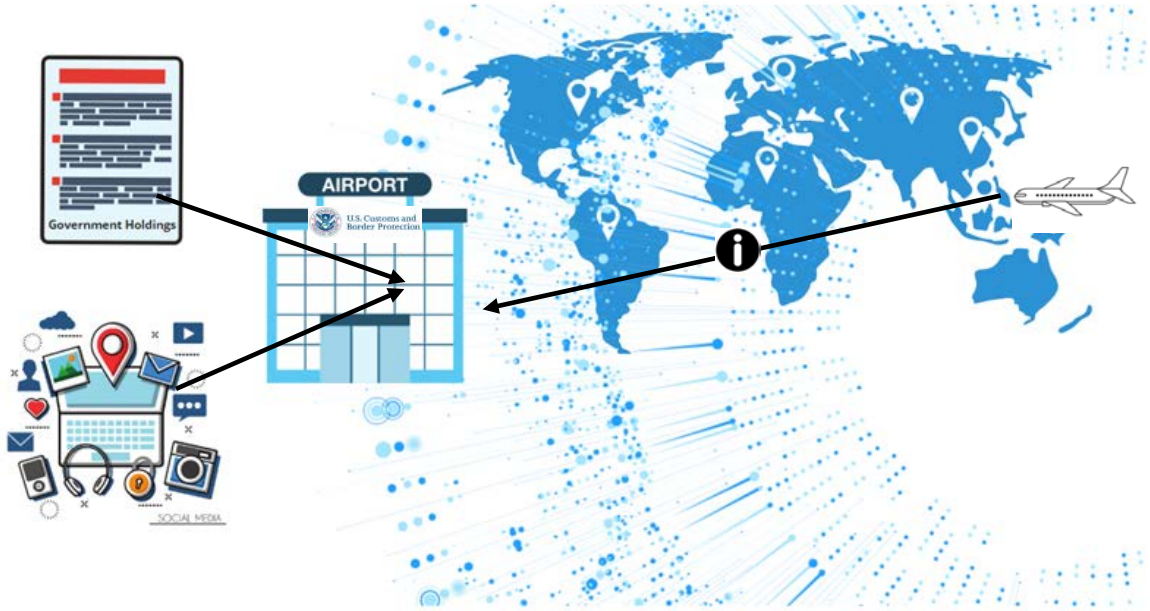
COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

[redacted]

(b) (7)(E)



[redacted]

(b) (7)(E)

(b) (7)(E) [redacted]

(b) (7)(E)

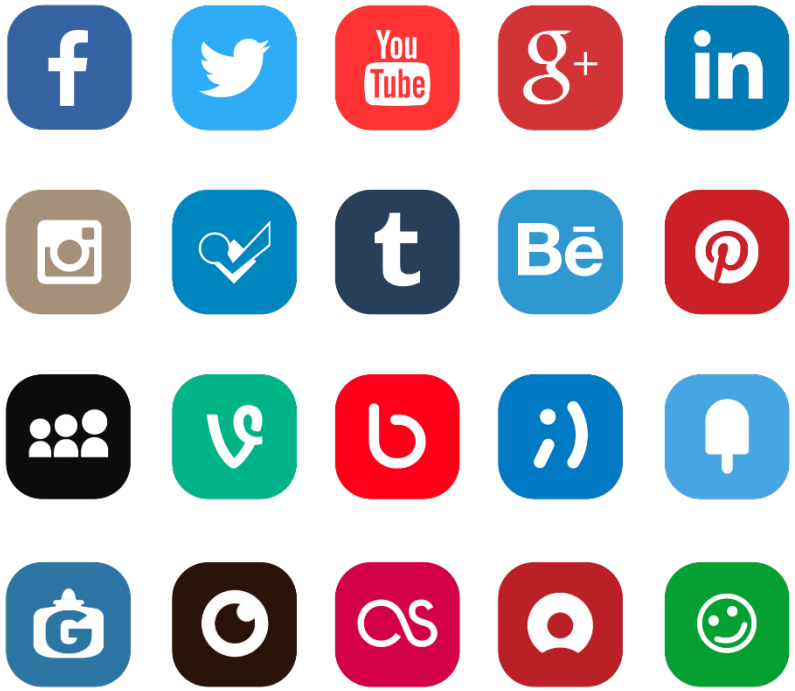
(b) (7)(E), (b) (5)

[redacted]

(b) (5), (b) (7)(E)

Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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Core Missions

(b) (7)(E) [redacted]

Focus Areas

(b) (7)(E) [redacted]

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

Commercial Tools

(b) (7)(E) [redacted]

- (b) (7)(E) [redacted]
- Venntel
- (b) (7)(E) [redacted]

Training

- (b) (7)(E) [redacted] 101: Basic Capabilities Brief
- (b) (7)(E) [redacted] Fundamentals
  - (b) (7)(E) [redacted]
  - Multiple Sessions at (b) (7)(E) [redacted]
  - Coordinated with (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

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Organizational Structure

U.S. Customs and Border Protection

National Targeting Center (b) (7)(E) - Overview

(b) (7)(E)

As r (b) (6), (b) (7)(C) (OFO)

Deputy Assistant (b) (6), (b) (7)(C) OFO)

Policy & Integration (b) (6), (b) (7)(C)

(b) (7)(E), (b) (6), (b) (7)(C)

(b) (7)(E) [redacted]

WORKLOAD STATISTICS

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

Work Flow/Process

- (b) (7)(E) [redacted]
- **Requests Logged and Tracked** (b) (7)(E) [redacted]
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis

Statistics Overview

- (b) (7)(E) [redacted]
- [redacted]
- [redacted]
- [redacted]

The Tools We Evaluate, Use, Manage & Deploy

[redacted]

(b) (7)(E)

VENNTEL

(b) (7)(E)

The Tools We [redacted] Evaluate, Use, Manage & Deploy

[redacted] (b) (7)(E)

- *GeoLocation Data* – Venntel (b) (7)(E)

[redacted] (b) (7)(E)

[redacted] (b) (7)(E)

(b) (7)(E) [redacted] Training Events

- Includes
  - (b) (7)(E) [redacted] 101, (b) (7)(E) [redacted] specific trainings
- FY18 –
  - 27 Events
  - (b) (7)(E) [redacted] participants
  - 20 – (b) (7)(E) [redacted]
  - 7 – Field/External
    - (b) (7)(E) [redacted]
- FY19 (to date)
  - 9 Events
  - (b) (7)(E) [redacted] participants
  - (b) (7)(E) [redacted]
  - 5 – Field/External –
    - (b) (7)(E) [redacted]
  - Upcoming in April
    - (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

Ongoing Issues and Challenges

(b) (7)(E)

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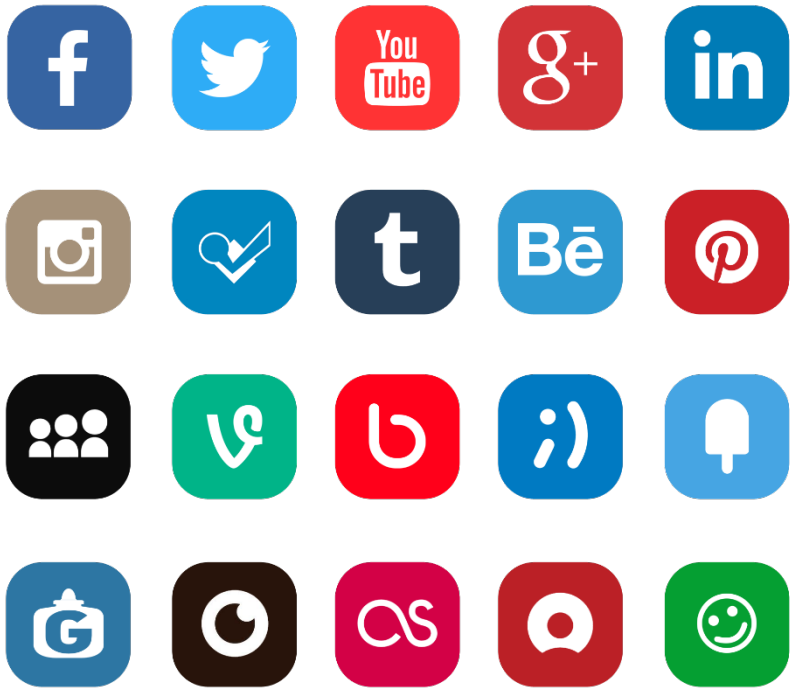

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NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

(b) (7)(E)

(b) (7)(E), (b) (7)(A)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Success Story: (b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

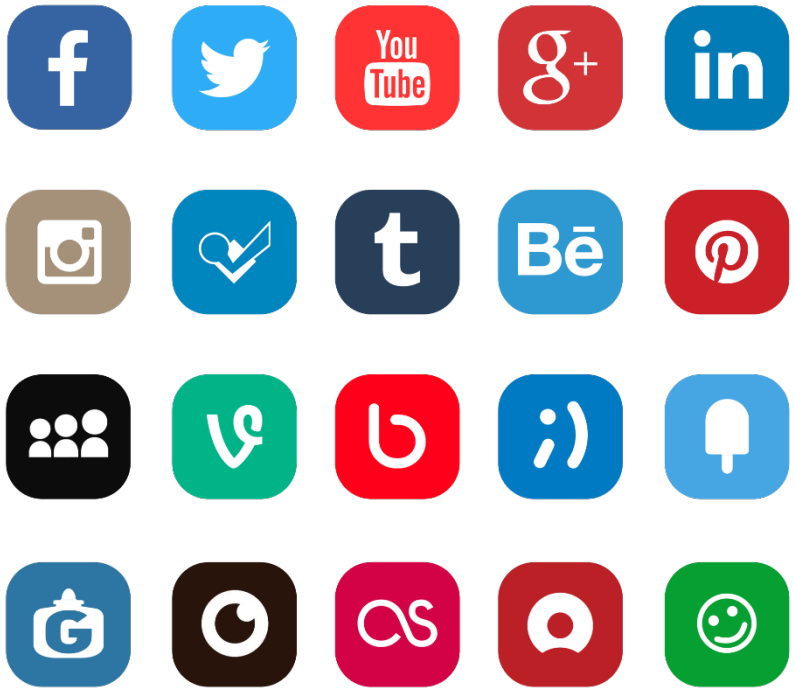
Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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Core Missions

(b) (7)(E) [redacted]

Focus Areas

(b) (7)(E) [redacted]

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

Commercial Tools

(b) (7)(E) [redacted]

Venntel

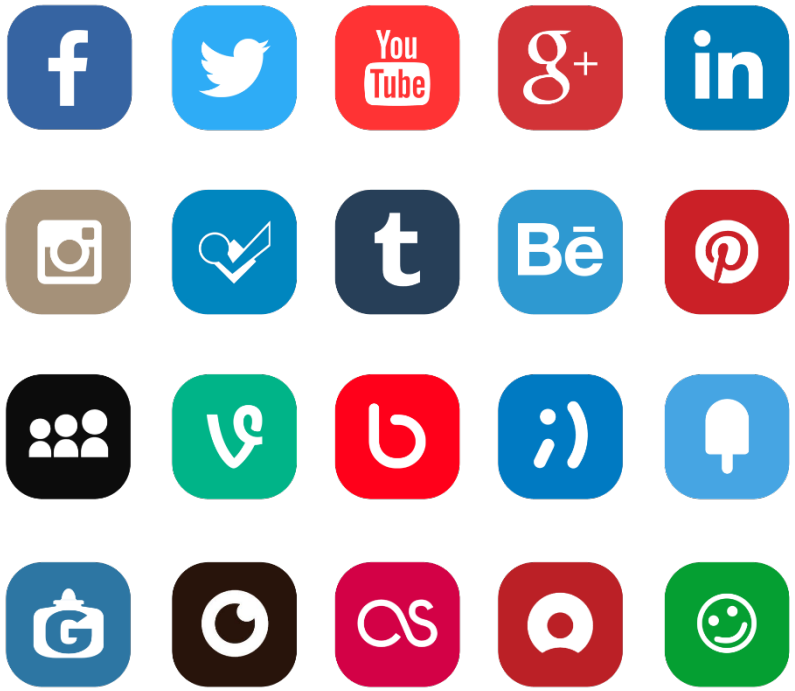
(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Training

- (b) (7)(E) [redacted] 101: Basic Capabilities Brief
- (b) (7)(E) [redacted] Fundamentals
- (b) (7)(E) [redacted]
- Multiple Sessions a (b) (7)(E) [redacted]
- Coordinated with (b) (7)(E) [redacted]

(b) (7)(E) [redacted]



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DESIGNED BY: GIULIO GUARINI | WWW.GIULIOGUARINI.COM

The Tools We Evaluate, Use, Manage & Deploy

[redacted]

(b) (7)(E) [redacted]

VENNTEL

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

(b) (7)(E) [redacted]

(b) (7)(E), (b) (7)(A) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Success Story: (b) (7)(E) [redacted]

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

[redacted]

Briefing for Executive Director Don Conroy

(b) (7)(E) [redacted]

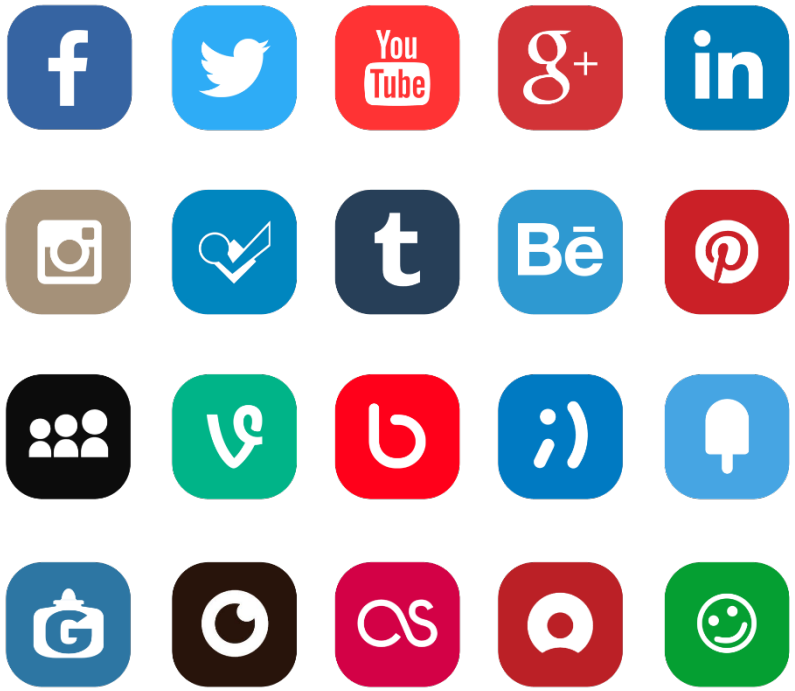
(b) (6), (b) (7)(C) [redacted]

January 30, 2020

Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)

[redacted]



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NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

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(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

The Rule of 150 (Dunbar): coined by British anthropologist Robin Dunbar and is defined as "the suggested cognitive limit to the number of people with whom one can maintain stable social relationships…"

Why [redacted]? Who are we? What do we do?

Core Missions

[redacted]

Focus Areas

[redacted]

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

Commercial Tools

[redacted]

Training

- [redacted] 101: Basic Capabilities Brief
- [redacted] Fundamentals
- [redacted]
- Multiple Sessions at [redacted]
- Coordinated with [redacted]

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Organizational Structure

U.S. Customs and Border Protection

National Targeting Center – Overview

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Assistant Director
(b) (6), (b) (7)(C) [redacted]
(OFO)

Deputy Assistant
(b) (6), (b) (7)(C) [redacted] (OFO)

Policy & Integration
(b) (6), (b) (7)(C) [redacted]

[redacted]

(b) (7)(E), (b) (6), (b) (7)(C) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Counter Network Division Procurement Process

BOTTOM LINE UP FRONT

(b) (7)(E) [redacted] (b) (7)(E) [redacted]

BACKGROUND

- Implemented Strategic Requirements Plan tied to CBP Strategy 2020 – 2025.
- Created standardized templates, checklists, and workflow to expedite procurement and maximize communication amongst offices; utilizing Office365 for automation and real-time visibility.
- Determined key contract clauses and provisions for future CND contracts.
- Funded Office of Acquisition Contract Support Services (OA/CSS) contract to hire 2 Senior Procurement Specialists; first is onboarding on 2 March.
- Published first-ever NTC request for information (RFI) regarding commercial situational awareness capability.
- Established protocol for public and media inquiries and protection of sensitive information.

[redacted]

(b) (7)(E), (b) (5)

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

Counter Network Division Personnel Onboarding & Challenges

BOTTOM LINE UP FRONT

CND currently utilizes three contract vehicles for personnel support—two managed by OIT/TASPD and a third, since late FY19, by OA.

BACKGROUND

- CND designated a Contract Integration Support Officer (CISO) in January 2019 to manage personnel contracts and serve as primary point of engagement with contract companies, PMOs, vendors, COs, and CORs.
- Engaged OPR/PSD and OIT/TASPD to develop BI and TS/SCI SOP and workflow.
- Developed CISO SharePoint page with templates, checklists, and policies to serve as primary resource for contractor onboarding, clearance processing, and outprocessing.
- Implemented division-wide skill assessment to identify skill surpluses and gaps to drive recruitment and aid in workforce planning; tool shared with Cargo, TASPD, and Passenger with plan to make NTC-wide.

KEY CHALLENGES

(b) (7)(E), (b) (5)

[redacted]

(b) (7)(E)

[redacted]

Procurement & Personnel Way Forward

BOTTOM LINE UP FRONT

(b) (5)

[redacted]

KEY RECOMMENDATIONS

(b) (5)

[redacted]

(b) (7)(E), (b) (7)(C), (b) (6) [redacted]

(b) (7)(E) Workflow

- (b) (7)(E) [redacted]
- Requests Logged and Tracked (b) (7)(E)
- Access Controlled
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis
- (b) (7)(E) [redacted]

(b) (7)(E), (b) (7)(C), (b) (6) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

(b) (7)(E) WORKLOAD STATISTICS

(b) (7)(E) [redacted]

(b) (7)(E) [redacted] orkload by Month
FY 2019 - FY2020 (to date)

(b) (7)(E) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

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(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

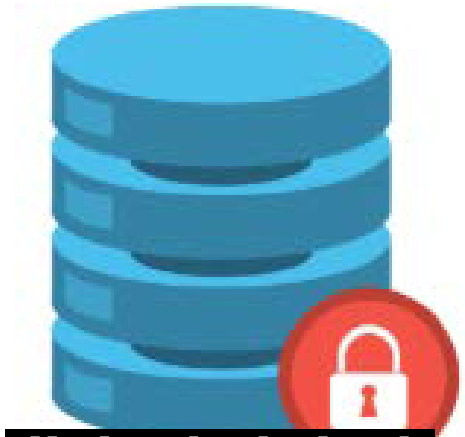
(b) (7)(E) [redacted]

ESTA Electronic System for Travel Authorization
U.S. Department of Homeland Security

(b) (7)(E) [redacted]

Technology Enabled Tools

– Managing Access to Platforms and Licenses to Achieve Efficiencies –



(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

LEGAL AND POLICY

[redacted]

SOLUTION:

- Added contract support to the [redacted] to assist with identifying gaps in law, policy and privacy and to work with CBP's OCC & PDO.
- Currently working with PDO, OCC and component [redacted]
- Draft and implement required Privacy Threat Assessments (PTAs), Privacy Impact Assessments (PIAs), Memoranda of Understanding (MOUs) and other documents as required by CBP's OCC & PDO and DHS's OGC & PRIV.
- [redacted]

[redacted]

The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

VENNTEL

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

- *Telemetry Data* – Venntel. (b) (7)(E) [redacted]

(b) (7)(E) [redacted] Fundamentals, &
(b) (7)(E) [redacted] specific trainings:

- **FY19 –**
  - 57 Events
  - (b) (7)(E) [redacted] participants
  - 18 – (b) (7)(E) [redacted]
  - 21 – [redacted] inar
  - 18 – Field/External
    - (b) (7)(E) [redacted]
- **FY20 to date –**
  - 14 Events
  - (b) (7)(E) [redacted] participants
  - 12 – (b) (7)(E) [redacted]
  - 3 – Fi [redacted] External
    - (b) (7)(E) [redacted]
  - Pen
    - (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

Training Events

(b) (7)(E) [redacted]

NATIONAL TARGETING CENTER

U.S. Customs and Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

NATIONAL TARGETING CENTER

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COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E)

[redacted]

NATIONAL TARGETING CENTER

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COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E) [redacted]

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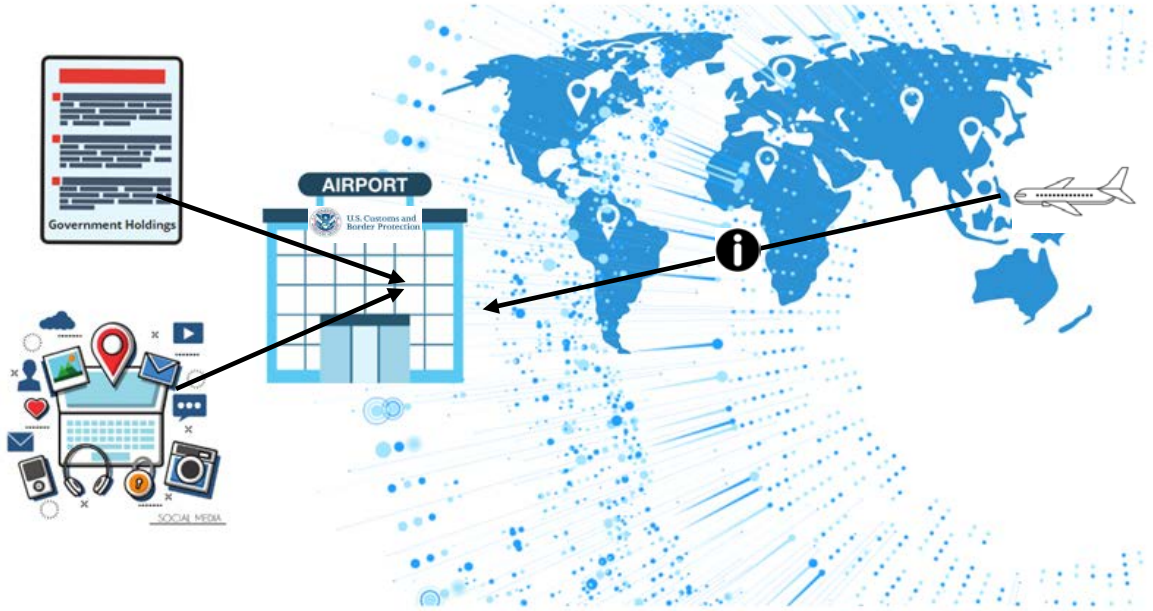

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(b) (7)(E)

[redacted]

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(b) (7)(E)

(b) (7)(E)

(b) (7)(E), (b) (5)

[redacted]

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COUNTER NETWORK DIVISION – (b) (7)(E) [redacted]

(b) (7)(E), (b) (5)

[redacted]

(b) (7)(E) [redacted]