



HARVARD Kennedy School

BELFER CENTER

for Science and International Affairs

INTELLIGENCE PROJECT

Checklist: What to Look for When Engaging an Intelligence Vendor

Maria Robson-Morrow, Katherine Tucker, Paul R. Kolbe

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1. Does the vendor's expertise match my needs?

- Vendor has clear specialties, underpinned by deep expertise.
- They invest in their people with training and ongoing development.
- Vendor closely oversees any subcontractors and has insight into their collection methods.

2. Does the vendor tailor to my needs?

- Vendor has given us a trial or demo.
- They have explained how they can customize their services to meet our requirements.
- They have discussed source qualifications and access sufficiently for us to have confidence in the quality of their intelligence.

3. Does the vendor's ethical code align with my own?

- They have a robust ethical code that aligns with our values and compliance standards.
- They have a track record of resolving legal or compliance concerns or declining work that is suspect.
- They will protect our data.

4. Am I supporting my vendor?

- I know what they need from us for success.
- They are open to collaborating with us and developing intelligence requirements together.
- I am confident we will have a dialogue and they will be responsive to our ongoing needs.