



DEFENSE INDUSTRY

MINIMIZING THE RISKS FACED BY THE DEFENSE INDUSTRY

From violent conflicts across Africa, weapons reaching Iranian-backed militias and terrorist organizations, acquisition by Bashar al-Assad's Syrian regime, to Saudi bombing sorties in Yemen, the Western arms industry has been attracting increasing attention and scrutiny. Western-led attempts to stem the growing threat of armed non-state actors have often been misguided. As it has been proven, these actors may one day use the weaponry against the same states who initially armed them.

The current issue of concern is no longer to whom the weapons are being sold, but also against whom the weapons are being used. Aside from the potential terrorist threat, there are major issues with illegal arms trafficking being conducted via illicit channels. This action is facilitated by falsified end-user certificates, involvement of corrupt government officials, and companies who transport armaments using flags of convenience and mislabeling shipments in order to avoid detection by regulatory and monitoring bodies.

In order to minimize potential reputational damage, the weapons industry must understand and navigate the geopolitical environment and comprehend the cultural dynamics of the markets in which it is active or seeks to gain entry. It is important to conduct thorough risk assessments, sector landscaping, and buyer vetting to ensure there are no potential conflicts of interest or other issues that could harm the reputation of the manufacturer. In order to remain compliant and protect brand integrity, it is critical that the weapons industry obtain actionable intelligence to make informed decisions.

ODIN ENTERPRISES' VALUE BASED SOLUTIONS FOR THE DEFENSE INDUSTRY:

- Management of the due diligence process
- Coordinate information dissemination, site visits, and management presentations
- Transaction and partnership structuring and execution
- Country, market, and industry competition studies
- Cost-effective, custom fit, and scalable solutions
- Timely, relevant, and actionable solutions

ODIN ENTERPRISES : UNLOCKING THE POWER OF INFORMATION

Odin Enterprises is committed to being your partner in this endeavor. We have the resources to provide sustainable, reliable, timely and most importantly, actionable solutions at a fraction of the cost of expanding your internal team. We leverage internal industry, sector, and regional expertise, in order to gather intelligence for use by your decision makers. We have the ability to access hard to reach markets by leveraging Human Intelligence and innovative Cyber Solutions through an extensive and fully vetted proprietary network of global sources.

SERVICES

The broad categories of services provided to minimize client risks and maximize awareness for the defense Industry are:

GLOBAL INVESTIGATIONS

- Investigative Due Diligence
- Bribery and Corruption
- Reputational Assessments
- Compliance Investigations
- M&A Due Diligence
- Competitive and Tender Intelligence
- FCPA Compliance Investigations
- Vendor & Partner Vetting

GEOPOLITICAL RISK ADVISORY

- Market Landscaping, Entry, and Exit Strategies
- Industry Risk Assessments
- Country and Industry Benchmarking
- Crisis/Terrorist/Political Risk Assessments and Tracking
- Illicit Network Mapping
- National and Regional Geopolitical Risk Assessments

OPINION ANALYSIS

- Key Decision Makers and Influence Channel Mapping
- Elections Analysis and Power Shift Dynamics
- Media Mapping & Strategic Influence Approaches
- Scenario Mapping and Predictive Modeling

FRAUD INVESTIGATIONS

- Insider Trading
- Fraud
- Embezzlement and Extortion
- Asset Tracing

CYBER THREAT MONITORING

- Digital Threat Intelligence
- Social Media Analytics
- Digital Footprint Monitoring

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For further information, please contact us at 678-906-4100 or email at info@odinenterprises.net

MAXIMIZE AWARENESS & MINIMIZE RISK