

Identifying and Protecting Against Foreign Influence

Protecting national security and economic competitiveness is now more important than ever for the United States Government and the companies they partner with in the private sector. It is critical to have effective supplier intelligence to identify companies that may be under the influence of adversarial nations.



Identifying Signs of Foreign Influence

Here are some of the leading indicators of foreign influence tracked in the Craft Supplier Intelligence Platform.

FOREIGN INVESTORS Foreign Global Ultimate Ownership Foreign investments Funding Rounds	FOREIGN AFFILIATIONS Politically exposed people Foreign affiliations
FINANCIAL AND FRAUD RISK Financial statements Historical revenue growth Cost of goods Gross profits Financial ratios Price to earnings ratio Credit scores Acquisitions and subsidiaries	CYBER RISK Cybersecurity scores Network Security Application security DNS Health Patching cadence Endpoint security Hacker chatter
FOREIGN INFLUENCE IN TECHNOLOGY TRANSFER Joint ownership patents Direct transfer of patents Indirect transfer of patents Transfer of patents to state-owned entity (SOE)	REGULATORY AND COMPLIANCE VIOLATIONS Comprehensive ESG data Government sanctions Regulatory enforcement lists Adverse media

CASE STUDY

Large Scale Due Diligence Simplified for SBIR/STTR

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs provide funding to encourage domestic small businesses to engage in federal research and development stimulating high-tech innovation that helps the United States meet its specific research and development needs.

The Challenge:

In order to avoid national security risks, economic risks, and IP theft, they needed a scalable due diligence program that could identify foreign influence and other operational and financial risks in businesses applying for the program.

The Solution:

Craft's Supplier Intelligence solution provided a single platform to help SBIR/STTR evaluate, monitor, mitigate, and document risk.

Results using the Craft platform in the last 6 months

High volume company evaluations quickly processed:

13,099
Proposals

5,533
Companies evaluated

670
Foreign affiliations flagged

Foreign investment uncovered:

46
Chinese investor relationships

27
Hong Kong investor relationships

5
Russian investor relationships

High volume company evaluations quickly processed:

18
Poor cyber hygiene

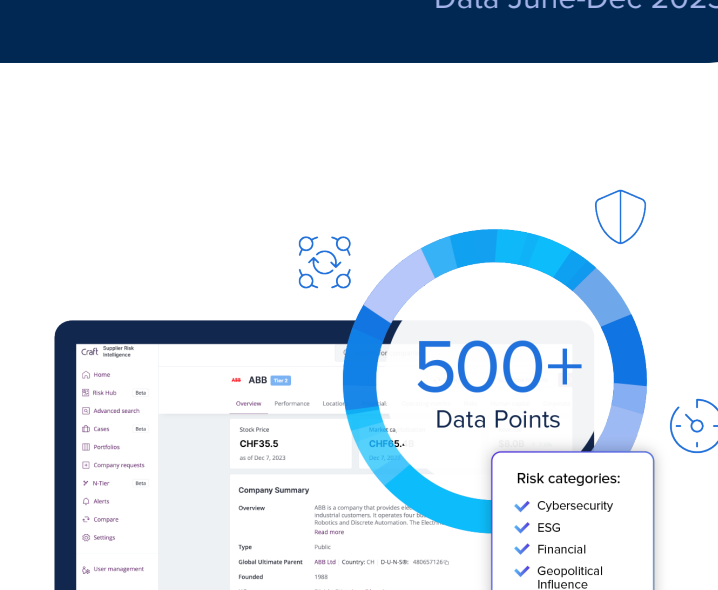
2
High credit risk

308
High fraud risk

Data June-Dec 2023

Craft's Supplier Intelligence for Due Diligence

Expedite company searches and gain insight into potentially risky suppliers



Define your own due diligence process using portfolio check and advanced filtering

Uncover foreign influence and other risks with verified data and in-depth company profiles

Save and share relevant supplier data for tracking, documentation, and easy collaboration



PROVEN SUCCESS Due Diligence Solution recommended by the Department of Defense

20+
organizations use Craft

38k
companies evaluated

4
years of proven success

Craft Supplier Intelligence for Due Diligence

<p>Centralized and comprehensive company intelligence</p>	<p>Over 500 data points on easily digestible, dedicated company profiles.</p> <p>Gain insights into foreign ownership and associations, including: patents, licensing, board seats, politically exposed people, investor locations, blacklists, ultimate beneficial ownership (USO), and more.</p>
<p>Conduct due diligence checks in days - not weeks</p>	<p>Automated portfolio checks make it easy to organize companies into dedicated groups and scan for benchmark violations or red flags across a variety of filters and criteria.</p> <p>Quickly and easily understand which companies are in violation and conduct a deeper dive to understand specific and historical risks - all within the Craft platform.</p>
<p>Easy-to-learn, easy-to-use</p>	<p>Google-like searchability makes it easy to find, navigate, and understand company profiles.</p> <p>Dedicated training and on-demand tutorials ensure users onboard quickly in days.</p>
<p>The alerts you want, right when you need them</p>	<p>Easily monitor changes in risk status with curated, customizable news-based notifications extracted from over 200k sources, and delivered via Craft or email. Illuminate trends with structured alert timelines, alert filters, and dedicated alert types for contextualized and empowered decision-making.</p>
<p>Improved communication and collaborate internally and across agencies</p>	<p>Track, document, and collaborate with your team by tagging relevant stakeholders, composing notes, and uploading attachments onto company profiles. Easily download entire company profiles, including comments and notes, to print and share internally as needed.</p>

Learn more about the Craft Platform and how you can improve your due diligence process.

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Craft provides organizations with the 360-degree visibility, timely insights, and agility needed to mitigate risk.