

Were your competitors at  
your last board meeting?



AUDIOTEL  
INTERNATIONAL



# Can you be sure your competitors weren't at your last board meeting?



Information is the lifeblood of all organisations. Despite being a company's most valuable asset, many executives seriously undervalue the importance of information within their own organisation. Whilst most companies have security procedures to protect physical assets, protection of 'private' meetings and intellectual property is given little or no priority. The cost of acquisition plans, new product design or marketing strategy being 'leaked' 'prematurely' is immeasurable.



**In 2002, 44% of UK businesses suffered at least one malicious security breach... the real figure is likely to be much higher.**

Department of Trade and Industry



## The bugging threat

With information becoming increasingly accessible, anyone has the potential to become a commercial spy. The Internet provides a 24-hour gateway to thousands of websites providing in-depth instructions on which bugging devices to purchase and effective deployment methods. Authors of such sites range from the complete amateur to ex-M15 and CIA members with years of surveillance experience.

The bug market in the UK is worth tens of millions of pounds. Specialist retail outlets, mail order catalogues and Internet websites are home to a vast number of companies selling listening devices, ranging from top of the range specialist equipment to simpler devices costing as little as £5.



**One London Company alone claims to have 4500 regular customers and has taken 47,000 enquiries about listening devices within an 18-month period.**

S.I.P Services International

Electronic bugging devices are inexpensive, easy to put in place, physically difficult to locate and have become very much part of today's commercial scene. Technology is advancing rapidly, with microphones the size of match-heads and recording devices taking shape as everyday objects such as pens and credit cards. Leading suppliers offer customised services allowing customers to choose virtually any object to conceal their bugs. One of the latest devices, publicised in the media, is concealed in an everyday Coca-Cola bottle.

For less than £10 you can purchase plans to build a microphone shaped to look like a martini olive with a toothpick as its antenna or a wireless microphone disguised to look like a packet of cigarettes with an FM transmitter able to transmit hundreds of metres away.

Advanced devices are now available which can be controlled remotely from an outside location. This means that such devices can be

deactivated when necessary. This not only cuts down on battery usage, prolonging the life of the bug, but also makes such devices harder to find. Listening devices can be built into plugs, light switches and telephones, bought into the premises by contract workers, which will then be powered from the mains giving such devices an infinite lifetime.

With mobile phones becoming part of everyday life they are rarely given a second thought, yet they are increasingly being used to conceal listening devices or covert cameras. A mobile phone Sim card can be cloned easily with software costing just £90. It takes less than a minute to swap a Sim card.

Alternatively, a special chip can be inserted into a phone to change its software so that when the phone is called from a certain number it will answer automatically without ringing, vibrating or lighting up; turning the phone into a bugging device that can pick up any nearby sound.

The days when companies could rely solely on Specialist Security Personnel for a 3-6 monthly search or 'sweep' of their premises have gone. Even taking further steps by sweeping rooms before meetings can lead to a false sense of security. With commercial spies becoming increasingly sophisticated in their operations, listening devices can be taken into meetings minutes after a pre-meeting sweep, concealed in inconspicuous objects such as pens and ties. Devices can be programmed to lay dormant until the start of a meeting whereby they are activated from outside the room. Combating the threat of bugging is a continuous battle and companies need to use a range of equipment and techniques to tackle the various threats to provide constant protection of their information.



**There are an estimated 200,000 bugs and covert cameras sold in Britain every year.**

Privacy International



# Audiotel International

Audiotel International provides commercial de-bugging solutions which to demystify electronic countermeasures and give practical advice on how to raise the level of in-house security against the bugging threat. The introduction of our early Scanlock receivers revolutionised the concept of countermeasures; their speed of operation and simplicity of use enabled both experienced engineers and non-technical personnel to carry out fast and effective countermeasures sweeps.

We have continued to develop and refine our product line to produce leading cutting-edge technology that dominates the market. In keeping with our policy of producing complete high quality solutions, At Audiotel we are able to offer extensive training and technical support programmes to make sure all our customers receive the maximum service and performance from our equipment.

Audiotel is committed to long-term development of customer-led products and services. We believe in forming strong long-lasting relationships with our customers and have a long list of satisfied blue chip clients. The needs and aspirations of our customers drive Audiotel's vision of the future. We will continue to design and create new products and assist organisations globally to protect the spoken word...



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