



OP TACTICAL

Game - Changing Energy Intel



Africa. Middle East. Europe. Asia. The Americas.

Know your partners. Understand the arena. Be aware of the political pitfalls.

As developed and emerging economies grapple with increasing energy demand and questions of energy security, the drive to find new resources and explore new frontiers is insatiable. Infiltrating and operating in these new frontiers and navigating the changing playing field in old frontiers are daunting missions. Critical decision-making requires strategic analysis based on first-hand, high-quality intelligence.

Who we are

OP Tactical is a highly specialized boutique-firm, where high-quality, first-hand intelligence-gathering meets premier energy expertise and creative strategic analysis.

We rely on a vast network of trusted sources, assets and informants to provide certain pieces of an intelligence puzzle, and supplement this with simultaneous deep-web mining in multiple languages to generate the big picture. This then undergoes a thorough analysis from multiple angles and multi-scenario simulation for a complete understanding of all the variables that contribute to a certain dynamic.

Our networks span Europe, Africa, Asia, the Middle East and Latin America.

What we do

At OP Tactical, we understand the crucial reality that intelligence is relatively easy to gather with the right sources and networks, but interpreting that intelligence effectively and creatively is a formidable challenge. Our proven methodology of intelligence analysis has repeatedly given clients the advantage, both in terms of competitors in a certain playing field and in terms of mitigating risk and even turning risk into reward.

Our first-hand knowledge and thorough understanding of the dynamics between groups, governments and markets in your regions of interest helps you identify the best opportunities, find the best partners, avoid unforeseen risk, and understand geopolitical dynamics that will determine longer-term strategies.

We eliminate the guesswork from high-value, high-risk decision-making.

The OP Tactical Guarantee

- ***Unprecedented merger of energy expertise, intelligence-gathering and tactical operations capabilities which utilize our highly localized intelligence networks spanning the globe***
- ***Unrivaled local political and geopolitical strategic analysis to guarantee you an insider view***
- ***Senior energy intelligence analysts involved in all mandates***
- ***No outsourcing***
- ***Extreme discretion both in intelligence-gathering and end-service to our clients***



Our services

Investment banks and industrial companies rely on high-quality intelligence to make high-risk transactions, such as investing in, acquiring or merging energy assets. Moving ahead of your competition depends not only on knowing what they don't, but on knowing how to turn this intelligence to your advantage.

Whether you need to identify the key power brokers in the Middle East, plan power projects in Africa or find out what you need to know about competing in the North American market, we offer a full-range of tailored services to help you make the best deals and the get the highest yield for your investments.

Level 1: Sector Due Diligence

Our Sector Due Diligence services offer a full investigation and comprehensive analysis of risks and opportunities within a country or region's energy sector, including:

- *Regulatory regime analysis* to know what to expect from laws governing the energy sector in the near-to-medium term and what factors may bring change including political risk in the form of elections, changes in regime, conflict and war.
- *Power-broker and gatekeeper intelligence* to identify and profile elites that are wielding influence over the energy sector inside and outside the political process, and who the next faces might be in key ministries.
- *Competitor analysis* to understand what your competition is up to in the region and what deals can be expected in the near future.
- *Geopolitical dynamics* and how they will affect the power geometry and key energy projects, such as infrastructure development.

Level 2: Tactical Operations

Our Tactical Operations services deploy human assets for deeper intelligence-gathering. This more sensitive, critical phase is carried out directly on the ground by our exclusive network. Our human intelligence assets are our own and never out-sourced, thus eliminating risks of third-hand analytical interpretation and a potential loss of confidentiality. It provides you with:

- *Collection of official documents and records targeting a specific company, group or individual*, including corporate, tax, and financial records (documents available vary from country to country).
- *Targeted investigations* into specific companies or individuals using human intelligence and multiple-language deep-web mining.
- *Intelligence-gathering* through relevant financial and commercial institutions, chambers of commerce and sector/industry associations.
- *Comprehensive profiling* to determine political, tribal, or other affiliations, as well as risk to a client's reputation and operations.
- *In person site visits or interviews* with targeted companies or individuals to determine legitimacy.

Level 3: Strategic Operations

Strategic operations are carried out on a case-by-case basis. This level is the most sensitive and presents the highest risks in terms of intelligence-gathering. Operations on this level rely on long-term relationships and may include:

- *Strategic positioning of a company* in a particular country through high-level networking and deal-brokering.
- *Identification and maintenance of key relationships* with local contacts and power brokers inside and outside the political process, as well as local law enforcement.
- *Strategic positioning in the media*.
- *Multi-angle, harm-reduction strategies* for safety of personnel and assets in a crisis situation, including hostage negotiations in specific cases.

Examples (sensitive details have been removed):

- *E&P Company wants to identify specific partners in Kurdistan that have what they want and want what the client has to offer and to foster introductions following due diligence.*
- *Oil company with an oil services partnership in Nigeria wants to know if their local partner is vulnerable to a possible change in regime with the 2015 presidential elections and a potential shake-up of the ethnic power balance.*
- *E&P Company wants to know whether Israel and Turkey will build a joint pipeline, how far talks have progressed and what the implications are for the client's own long-term projects.*

Examples (sensitive details have been removed):

- *Oil and Gas Company considering a partner in Kenya wants to verify the incorporation and shareholder information on a potential local partner.*
- *Oil Services Company wants information on court proceedings against a local company in Nigeria with whom it is considering partnering.*
- *E&P company wants a full due diligence investigation, including corporate documentation, potential criminal activities, and affiliations for a potential partner in Turkey.*

Examples (sensitive details have been removed):

- *E&P Company wants to know if its CEO is working against the interests of its shareholders.*
- *Company wants to know if certain entities in Iran are probing certain business in Kurdistan and how far they are getting.*
- *Company wants to know with whom a potential partner is dealing and how that might affect business and reputation in Ukraine.*

The OP Tactical Expertise

Oil & Gas

Mining

Minerals

Renewable Energy

Power Transmission & Distribution

Infrastructure Development

Why OP Tactical?

Q. How do you differ from your competitors?

A. There are many ways our strengths set us apart, but our success revolves around these core principles:

- Tight energy focus: Corporate intelligence companies have a broad focus, at the expense of targeted specialization. OP Tactical specializes in the energy sector, which means that our intelligence analysts and strategic operatives are also experts in oil and gas. This gives our clients an interpretative advantage. We are the only company that offers tactical intelligence operations exclusively designed for the oil and gas industry.
- Unrivaled strategic analysis: You get access to our best experts - no interns. This provides us with a unique outlook and a rare ability to see things that no one else sees until it's too late. We offer unmatched interpretation of intelligence: when we gather information on your behalf, we use that data to help you make accurate predictions. That means that we do not just give you raw data, we tell you what it means and, most importantly, how to use it to your advantage. Additionally, based on what we find for you and your situation, we might suggest another direction, another power broker, a carefully-timed meeting with a certain individual/official, etc; what to say to them that will get things moving in your direction. We tell you why the intelligence suggests one move is better than another, and where to go from there.
- No-outsourcing policy: Larger corporate intelligence gatherers have almost no networks of their own, as they outsource intelligence gathering to smaller companies. This reveals your confidential business at every step of the way and to multiple parties. At OP Tactical, we retain a boutique-style service and never outsource, ensuring full discretion and lower prices.
- Customized presentation of findings: The information is tailored to an individual client's needs and the delivery format depends on the task at hand. Sector due diligence investigations are delivered in locked, password-protected pdf files. More sensitive information is delivered in a variety of ways, including personally, through encrypted email, etc.
- 100% discretion

Q. Why do I need your service?

A. Strategic analysis of intelligence is the key to de-risking investment, especially in emerging and frontier venues. Small and mid-sized companies need the extra advantage of knowing who the power-brokers and gatekeepers are, how to get to them and what motivates them. If you need to know where to explore next, with whom to partner, whether it's worth the risk, or whether there are opportunities you didn't know existed, you need our services.

Q. How do you gather intelligence?

A. At OP Tactical we continuously work on developing our ground networks and building new contacts to provide our clients with unparalleled intelligence. Our resources include 300 intelligence assets we have spent over a decade building up, all experts in a variety of fields, including: intelligence experts, investigative journalists, high-level political figures, business and community elite, energy traders, private banking & asset managers, high-level industry and government sources and insiders, and informants (street-level, tribal, community, group, etc). We also rely on our top capabilities in deep-web mining in multiple languages to find relevant, accurate information.



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