



# Murray Associates Introduction

Technical Information Security Surveys  
Counterespionage Consulting  
Information Security  
for Business & Government



## TSCM



- Boardrooms
- Trading floors
- Executive suites



- Conference rooms
- Vehicles and aircraft



- Corporate apartments
- Quarterly Board meetings
- Off-site business meetings



- Executive homes & offices
- Individual privacy protection
- Expectation of Privacy areas



- WLAN security & compliance
- Counterespionage consulting



- Espionage vulnerability surveys
- Business espionage detection and prevention
- Technical Information Security Surveys (TSCM)



## Greetings

**Murray Associates** is a Technical Information Security consulting firm. Our speciality is Technical Surveillance Countermeasures (TSCM) inspections. We work with business and government to assure their environments:

- are free from unauthorized electronic surveillance;
- have all aspects of information-security hardened;
- provide operational and personal privacy for their employees.

Organizations use our services to solve security concerns such as:

- corporate espionage;
- information leaks;
- security of off-site meetings.

Being an independent consulting firm our recommendations are unbiased. Your security and privacy interests always come first.

Headquartered in the New York metropolitan area, a Murray Associates team can assist you quickly, anywhere in the United States, and internationally.

Thank you for considering our services. We look forward to solving your concerns.



Sincerely,

Kevin D. Murray – CPP, CISM, CFE, MPSC, CDPSE

<https://www.linkedin.com/in/kevindmurray1/>



### OPERATING POLICY

MURRAY ASSOCIATES is a security consulting firm which limits its services to the:

- prevention of unlawful electronic surveillance;
- the protection of privacy;
- and the prevention of information theft.

**We will endeavor to:**

- Assure absolute confidentiality.
- Provide the most knowledgeable and effective services at a fair cost.
- Remain unbiased in our efforts and recommendations.

**We will not accept assignments:**

- Without a clearly stated purpose.
- To obtain privileged information.
- Which are against the best interests of the U.S government or its citizens.

— Kevin D. Murray, 1978



The world has changed.  
**Corporate Espionage** is the new **Honest Competition**  
Detection is the new protection.

## Levels of Technical Surveillance Countermeasures

### **The Simple Bug Sweep.**

A cursory look-see for obvious electronic surveillance devices.

### **The Basic Bug Sweep.**

The focus is just "find a bug." Being the point of the exercise, it overlooks all the other ways information and privacy are breached.

### **Murray Associates Technical Information Security Consulting**

A detailed and thorough TSCM inspection. Conducted by career information security consultants<sup>1</sup> possessing technical surveillance backgrounds. They consider **all** ways information, conversations and personal privacy are at risk. This is the holistic approach to information security.

When we hear...  
**"Check the place for bugs and taps,"**  
we automatically know what they *really* mean...  
**"I need to conduct business privately and securely,  
without fear of eavesdropping or information theft,  
no matter what methods may be used against me."**

Accomplishing this requires a broad security background, the latest detection techniques,<sup>2</sup> and a common sense approach to information security. This is why we know we can help you.

<sup>1</sup> <https://iapsc.org/find-a-consultant/profile/?id=68>

<sup>2</sup> <https://counterespionage.com/about-murray-associates/innovations/>



## You Are Not Paranoid

**If you have thoughts of business espionage and eavesdropping, pay attention.** Your intuition is telling you that something is wrong. Too many “coincidences” have tipped your inner warning scale. Your subconscious is sounding a real alarm.

***Trust your judgment. Something is wrong.***

These suspicions don't occur to the average person randomly.

## Solve Your Concerns

1. Contact us (from a safe area) for a free consultation.
2. We'll suggest an inspection strategy, and provide a no-obligation estimate.
3. Upon your approval, we will schedule a mutually convenient inspection date.
4. During our TSCM inspections you are invited to watch, and ask questions once it is safe to do so. We enjoy explaining what we are doing for you.
5. We will also report any other information security vulnerabilities seen.
6. Our team leader will provide a verbal debriefing before departing if desired.
7. You will receive a written report within five days. It will document our findings, provide cost-effective recommendations, and helpful security resources.
8. Whenever you have follow-up questions just let us know. Consider us as your security resource. Our standing offer is, “Call us first.” If we don't know the answer, chances are excellent we know who does have it.

**Due Diligence Requirements**  
with one economical visit from us.





## Why Trust Us?

### History

**Murray Associates** was founded in 1978. Prior to this, Kevin D. Murray was the Director of Electronic Countermeasures, and New Jersey Director of Investigations, for Pinkertons Inc.

Surveillance detection, information loss reduction, and privacy assurance is our speciality. It's all we do, and we are very good at it.

### Staff Certifications

- **CISM** (2) - Certified Information Security Manager - Info. Systems Audit & Control Association
- **CPP** (2) - Certified Protection Professional - American Society for Industrial Security (ASIS)
- **CISSP** (1) - Certified Information Systems Security Professional  
International Information System Security Certification Consortium
- **CFE** (1) - Certified Fraud Examiner - Association of Certified Fraud Examiners
- **MPSC** (2) - Mobile Phone Seizure Certification - BK Forensics
- **CDPSE** (1) - Certified Data Privacy Solutions Engineer  
International Information System Security Certification Consortium

Note: The American National Standards Institute (ANSI) has accredited the CISSP, CISM and CPP certification programs under ISO/IEC 17024:2003.



### Associations

- **IAPSC** - International Association of Professional Security Consultants  
Subscriber to the IAPSC Code of Ethics.<sup>3</sup> Periodic Board & Ethics Committee member.
- **HTCIA** - High Technology Crime Investigation Association
- **ISACA** - Information Systems Audit & Control Association (CISM & CDPSE)
- **ASIS** - American Society for Industrial Security (CPP)
- **ACFE** - Association of Certified Fraud Examiners (CFE)
- **InfraGard** - (An FBI partnership with private sector security professionals.)



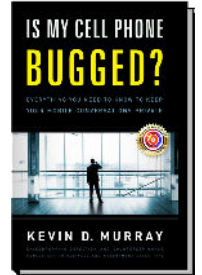
<sup>3</sup> <https://iapsc.org/about-us/code-ethics/>



## Published

- [Is My Cell Phone Bugged? Everything you need to know to keep your mobile communications private.](#)  
ISBN-13: 9781934572887 **Free** to clients.
- [Corporate Investigations](#) - Textbook.  
Chapter 5, Electronic Eavesdropping & Corporate Counterespionage  
ISBN 0913875635
- [Staying Safe Abroad: Traveling, Working & Living in a Post-9/11 World.](#)  
Eavesdropping detection chapter.  
ISBN 0981560504

(Visit [counterespionage.com](http://counterespionage.com) for the complete list of publications.)



## Smartphone Security App

- [SpyWarn™](#) - A forensic app for detecting spyware on Android smartphones. **Free** to clients.

## Security Training Course

- [Spycam Detection](#) - A professional on-line video training course for security officers, facilities managers and the general public to detect spy cameras in "expectation of privacy" areas. **Free** to clients.

## Security Report Library

- [50+ reports](#) - Covering a variety of TSCM, Cybersecurity, Personal Security, and Business Counterespionage topics. **Free** to everyone.

## Spy News Blog

- [Kevin's Security Scrapbook™](#) - **Free** to everyone [on-line](#) since 2008, or [emailed](#).

## References

After 45+ years, chances are very good we have already helped a security director, or investigator you know. Please check with them, or contact us for a reference in your area.

## Client Comments

"I recently used Mr. Murray on a case in [deleted], and I must say it was one of the most professional, well documented eavesdropping and counter espionage reports I have ever had the opportunity to view. My client was extremely pleased with the results, as was I." — *Professional Investigator from California*

"As usual, it was great working with Murray Associates. While always exceeding expectations, they went above and beyond this time helping us de-bug an AV problem. This team is second to none."  
— *Director, US Financial Institution*

"This is my 2nd experience using your services. I found your co. prompt and professional. I also appreciated the extra time spent explaining what was being done." — *V.P. - Comm. Financial Services Firm*

"Loved the whole approach and low-key attitude conveyed during the evaluation. This went far with explaining things to 'the boss,' who was on-hand during the review. The quality of the report is excellent and I love all the references. Great job and keep up the good. — *IT Mg., Communications Technology*

(See our [website](#), or [Google Business](#) for additional client comments.)



## COMPARE

At Murray Associates, we have put years into earning your trust today. We have the knowledge and experience to validate that trust. Other may try to gain your trust with a well-crafted sales pitch, mysterious jargon, or “bargain” rates.

Trustworthiness and effectiveness is important, so it’s worth asking a few questions...

Qualifications	MURRAY ASSOCIATES	Others
• Is Technical Surveillance Countermeasures their only business?	YES	
• How many years have they been in corporate investigations?	50+	
• How many years under their current company name?	40+	
• How many electronic surveillance inspections have they handled?	4000+	
• Can you obtain copies of their Certificates of Insurance?	YES	
• Are their “technical specialists” full-time, and on the books?	YES	
• Are resumes available for every employee who will be on your premises?	YES	
• Do they have extensive security <i>and</i> investigative experience?	YES	
• Does the staff hold <i>recognized</i> professional certifications (CPP, CISM, CFE, etc.)?	YES	
• Are the certifications current, and ISO/IEC 17024:2012 accredited?	YES	
• Have they taught Counterespionage on a university level?	YES	
• Can you obtain meaningful references – in your industry, in your area?	YES	
• Are they <i>independent</i> professional security consultants? (See <a href="http://IAPSC.org/practice_requirements">IAPSC.org practice requirements</a> )	YES	
• Will they allow their findings to be verified via polygraph testing?	YES	
• Are they qualified to advise you on other types of security matters?	YES	
• Are you sure their “expert” status won’t crumble under courtroom scrutiny?	YES	
• Are you comfortable with their demeanor and their candidness when they answer your questions?	YES	
Instrumentation		
• Will they bring the highest level instrumentation to your defense?	YES	
• Will they conduct a security & compliance audit of your Wi-Fi system?	YES	
• Do they own – <i>and know how to use</i> – government-level TSCM detection instrumentation?	YES	
• Are they aware of, and check for, <a href="#">the latest threats</a> ?	YES	
• Are they qualified to test VoIP phones and computer networks?	YES	





## Let's Get Started

### It's Easy.

1. Call us from a "safe" phone. Ask questions. Let us know your concerns.  
We'll provide straight answers and experienced guidance - no obligation.
2. Let us know your project requirements using our **Worksheet** (last page), or [on-line](#).<sup>4</sup>  
We will promptly send you an inspection plan proposal with all costs estimated.
3. Upon approval, we will schedule a mutually convenient date for your inspection.

### "Do you need to see our location first?"

It is rarely necessary to inconvenience you – or tip your hand – with a preliminary visit. The Details Page (Page 10) is what we need, and a floor map if possible.

### "Could you give me a rough idea of the cost?"

A corporate client's average budget for quarterly TSCM inspections averages between \$40,000 to \$80,000 per year.

One-time inspections, off-site meetings, executive residences, auto and aircraft are custom quoted. Travel time and expenses are charged only as incurred.

### "May I call you with additional questions?"

Please call any time with your questions (+1-908-832-7900 or 800-635-0811), Our website [FAQs](#)<sup>5</sup> can often provide instant answers.

### Until we arrive:

- Do not discuss your concerns within the suspected areas.
- Limit confidential conversations, but conduct your affairs as normally as possible.
- Do not reveal your suspicions to others unless they have a *real* need-to-know.
- Keep detailed notes on anything you feel is suspicious.
- Plan a logical next-step should electronic surveillance be discovered. (We can help.)

### Logistics

Murray Associates services are available any time, day or night, including weekends and most holidays at no extra charge.

Simply pick a mutually convenient date and time for an inspection. We will be there.

We even handle all travel arrangements for you.

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<sup>4</sup> <https://counterespionage.com/contact-murray-associates-tscm/>

<sup>5</sup> <https://counterespionage.com/about-murray-associates/tscm-faq/>



Technical Information Security Survey / Details Sheet

- Prepare one sheet for each address / building we will be visiting.
- Send this completed Details Sheet to us for a written estimate.

<b>What is the square footage of the areas to be inspected?</b> • Charges are based only on specific areas requiring a detailed inspection. • An educated guess is fine. We will exact measure for you once on-site. • If possible, please <b>send us a floor map</b> showing the areas to be inspected. We can estimate for you from a map.	_____ s/f
<b>Number of communications items in the areas to be inspected?</b> • Include: telephones, speakerphones, fax machines, video-teleconferencing units, etc. • At business locations where square footage exceeds 10k s/f these are included in the s/f price. No need to count.	_____
<b>Number of audio-visual equipment racks?</b>	_____
<b>Number of vehicles to be inspected?</b> (cars, aircraft, yachts) Describe in Notes section.	_____
<b>Inspection Frequency</b> (Multiple re-inspections are discounted.)	_____ Once _____ Biannually _____ Quarterly _____ Other
<b>Preferred appointment date?</b> (Just used to estimate travel expenses, if any.)	____ / ____ / ____

Anything else we should know? (construction, circumstances, suspects, special requests, etc.)

Notes: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_ Referred by: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Country: \_\_\_\_\_

“Safe” phone: \_\_\_\_\_ Email: \_\_\_\_\_

Estimate delivery: Email (.pdf file) \_\_\_\_\_ Mail \_\_\_\_\_ Other: \_\_\_\_\_

Let us know your concerns and goals.

Use this Worksheet to describe your project.

We will suggest a cost-effective strategy.

Our Estimate will even include travel expenses.

Have questions? We're just a phone call away.

**800-635-0811**  
**908-832-7900**

