



## Susanne Huber

43/Female  
Germany

Susanne works as an innovation manager at a company, which is specialised in the development of AI-based solutions for social media surveillance. Working in this fast-paced sector, she needs to constantly keep innovating in order to stay ahead of the competition.

She must understand what technology solutions are needed in the security sector and how they can be developed accordingly.

### SUSANNE IS LOOKING FOR A SOLUTION WHICH

- creates the possibility to store sensitive or confidential data via Edge AI
- enables security and encryption improvements for existing technologies and solutions
- can collect intel and monitor platforms to combat terrorism

### SUSANNE IS USING A SOLUTION

- to secure data sharing and dissemination
- for data storage optimization
- for technological data sanitation

### SUSANNE'S WORK HAS THE FOLLOWING LIMITATION

The language used at online platforms changes fast, which has to be handled by the system somehow.

The quality of the text is very important for language modelling. For example, multilingualism and speech-to-text transformations are currently a challenge.

The "human in the loop" in the development and training of AI systems.







## Johan Smith

36/Male  
UK

Johan Smith is a 36-year-old security practitioner at the armed forces in the UK. His unit is responsible for reconnaissance and surveillance. Therefore, he is constantly faced with the challenge of finding and using the latest technologies that give him a strategic advantage in the field.

His main goal is to explore the most important advancements in the technology sector when it comes to aerial imagery possibilities. Especially in connection with AI support, the most modern developments are taking place here, which are of great importance for his field.



### JOHAN IS LOOKING FOR A SOLUTION WHICH

- allows it to combine new technology for aerial imagery with the military's existing strategic software and
- can find and adapt advanced artificial intelligence-based computation suitable for use in the field

### JOHAN IS USING SOLUTIONS WHICH

- collect intelligence and monitor platforms to detect and prevent organized crime,
- secure data sharing and dissemination (internally and externally) and
- applies Image and Signal based intelligence (IMINT and SIGINT).

### JOHAN'S WORK HAS THE FOLLOWING LIMITATIONS

While modern imagery offers great possibilities to detect and identify all kinds of targets, specific knowledge is still required to select the appropriate data source, be able to collect and process the data, or even be aware of the technology's capabilities and limitations. However, there exists a lack of awareness and capabilities in these regards.







## Carla Luterotti

29/Female  
Italy

Carla works on security-related projects at her university in Bologna. As a project manager, she tries to identify possible capability gaps of LEAs and connect them with technologists who develop solutions for them.

Her primary goal is to enhance organisational understanding of current schemes and directions of research and innovation as well as to establish opportunities for bi-lateral cooperation on security-related topics.



### CARLA HAS THE FOLLOWING LIMITATIONS

As a researcher, she has only limited access to the practitioners' requirements and can therefore barely realize new solutions tailored to intelligence and security activities.

She is completely dependent on cooperation with technology developers and practitioners.

### CARLA IS LOOKING FOR A SOLUTION WHICH

- can identify threats to national security;
- can identify persons behind the anonymous profiles who participate in or direct darknet activities
- can help her prevent and deter organized crime relating to child pornography

### CARLA IS USING A SOLUTION

- to collect information about common strategies for illegal activities taking place on the darknet
- to gain an overview of relevant practitioners involved in the field
- to research the state of the art of Artificial Intelligence algorithms and tools at the service of the Intelligence and Security practitioners





## Kristoffer Martin

55/Male  
Sweden

Kristoffer is a government official in Stockholm, who is responsible for the analysis, elaboration and preparation of security concepts at the country level.

As a policy maker, it is his job to identify vulnerabilities in national security and support the armed forces with modern solutions.

### KRISTOFFER IS LOOKING FOR A SOLUTION TO

- counter potential terrorist threats via social media,
- increase communication with the intelligence services for better identification of potential threats and
- communicate the needs of his government to the security practitioners.

### KRISTOFFER IS USING A SOLUTIONS FOR

- data enrichment from external databases and
- decision management.

### KRISTOFFER HAS THE FOLLOWING LIMITATIONS

Even though a lot of threats are spread through online media, Kristoffer is not able to search the world wide web for potential threats on his own.

More training is required to educate employees on online safety.

Multiple pieces of software are used at once, which often generates certain limitations during the exchange of information.

