



DEFENSE BRIDGE ASIA (DBA)

COMPANY BRIEF (PUBLIC VERSION): APRIL 2024

<https://defensebridgeasia.com>

<https://www.linkedin.com/company/defensebridgeasia>

CAGE: 8URJ9

DUNS: 117822293

ITAR/DDTC: K-7923

DBA COMPANY OVERVIEW

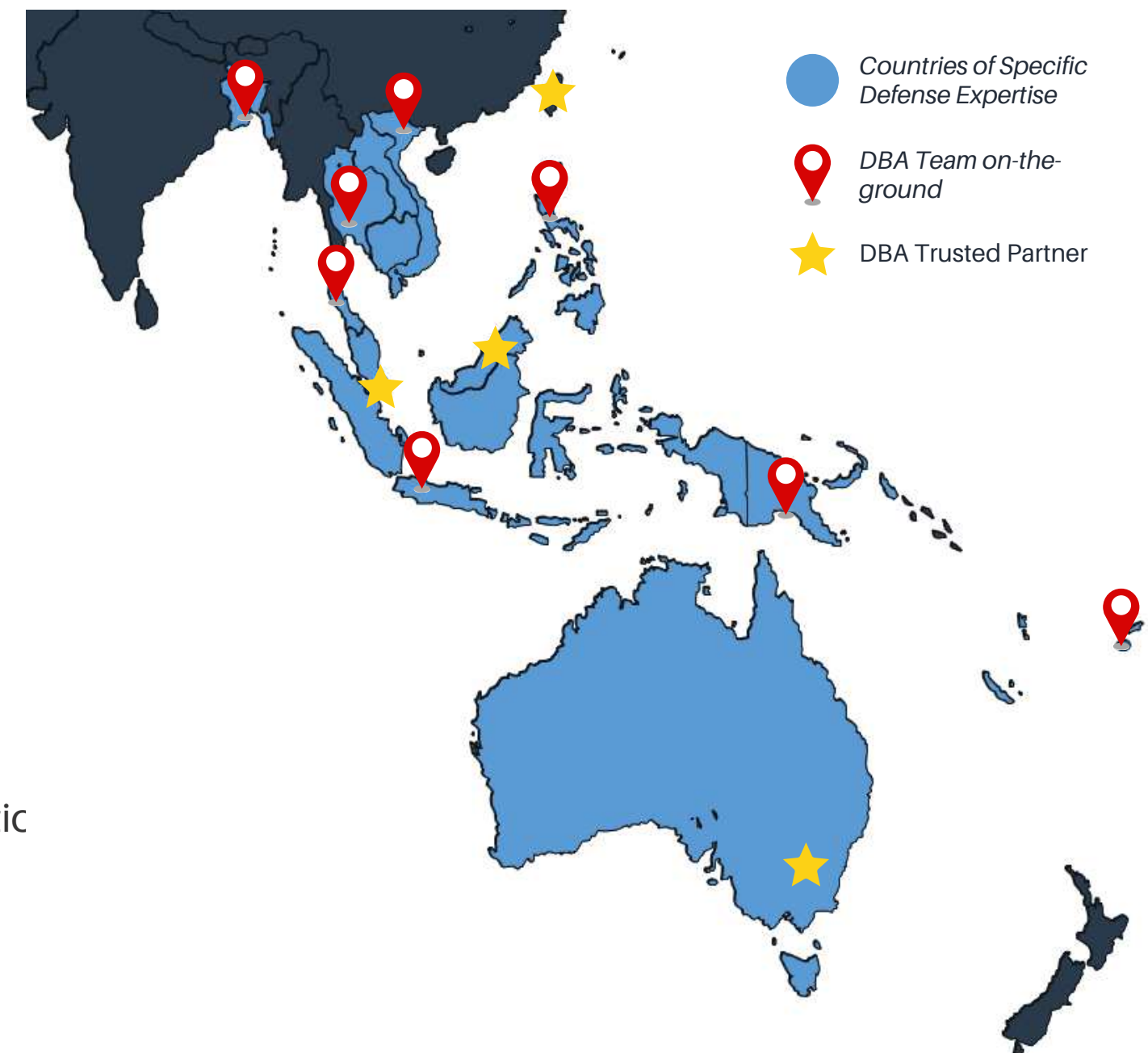
Defense Bridge Asia (DBA) is an Asia-Pacific defense and security industry consulting firm headquartered in Texas. Our diverse team combines the regional expertise and security cooperation acumen of retired US and foreign military officers, former government officials, defense industry experts, and vetted business contacts.

DBA utilizes a flexible staffing model designed to provide tailored business advisory services to meet our clients' unique requirements. Our experts live and work throughout the Asia-Pacific and the United States and bring specialized knowledge, experiences, and diverse professional networks. We live by our values and take pride in achieving results for our clients without taking ethical shortcuts.

DBA brings:

- Successful record of international business development
- Expansive professional network in the region, including business leaders, local decision makers, and senior defense officials
- Expertise in local defense procurement procedures and U.S. security cooperation
- Deep knowledge of regional business customs and practices

DBA is a certified Service Disabled Veteran Owned Small Business (SDVOSB)



DBA COMPANY

VALUES



PASSION

- We are passionate about building defense relationships across the Pacific.
- We focus on creating value and helping our clients succeed.

HONESTY

- Ethics are the bedrock of DBA, and we live by honest, legal practices in every country.
- We tell our clients uncomfortable truths and do not confuse facts with opinions.

HUMILITY

- We start from a posture of listening and learning.
- We work to generate goodwill towards our clients' brands, not ourselves.

SOLUTION-ORIENTED

- Every problem has a solution when we think creatively, seek expertise, and operate within legal and ethical boundaries.
- We work to achieve client success and don't dwell on barriers.

DBA SERVICES

BUSINESS DEVELOPMENT ASSISTANCE:

DBA's highly connected staff leverage extensive networks to help our clients assess the market and make sales to local defense clients.

US GOVERNMENT RELATIONS:

Using ethical and transparent means, DBA can leverage our US security cooperation and policy networks to advise our clients on coordinating efforts across the security assistance enterprise.

RESEARCH & PLANNING:

DBA's experts monitor the region and provide long-term, regional intelligence to help our clients stay competitive against foreign competitors, capitalize on geopolitical trends, and stage for future military and commercial sales.

REGIONALLY-FOCUSED TRAINING:

DBA can provide training on regional political-military trends, military capabilities, threats, language, culture, and best practices.

LOCAL BUSINESS SUPPORT:

DBA's local staff can provide administrative, accounting, and legal support, facilitate travel, conduct due diligence, and help our clients solve problems.

DBA STRENGTHS

EXPERIENCE AND CONNECTIONS:

DBA's team consists of retired U.S. foreign area officers (FAOs), senior foreign military officers, and former local government officials with current knowledge of procurement procedures, strategic priorities, and close connections to regional and U.S. military & government officials.

LOCAL KNOWLEDGE:

DBA's staff have extensive experience throughout Southeast Asia with personnel in Vietnam, Thailand, Indonesia, Malaysia, the Philippines, Fiji, and Bangladesh plus partners in other regional countries. We speak the languages, know the people, and remain abreast of local dynamics.

ETHICAL FOUNDATION:

DBA was founded on ethical principles. We recognize the sensitivities involved in communicating with US and foreign government officials and demonstrate propriety in everything we do.

FLEXIBLE AND AGILE:

DBA's regionally-based team and broad network allows us to adeptly solve problems with tailored approaches, and provide timely answers to critical questions.

VALUE:










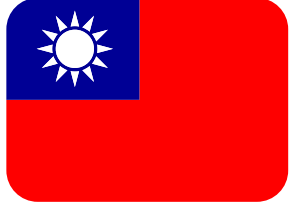



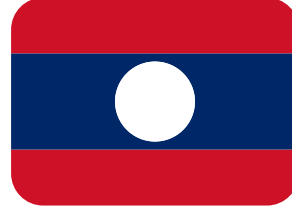



DBA relies on an efficient approach, using a network of both full-time and on-call consultants, minimal overhead costs, and the ability to surge when required. DBA's services cost far less than sourcing in-house and our results speak for themselves: One of our clients recently made a \$624 million USD sale with DBA's assistance.

LOCAL LINKS, GLOBAL VISION



DBA COUNTRIES OF OPERATION

DBA uses a flexible staffing model and can create teams in new countries to meet specific client requirements. We can and do recruit additional team members with specific skills, backgrounds, or connections based on client demand.

ACTIVE TEAM	 Philippines  Vietnam  Bangladesh  Thailand  Malaysia  Indonesia	
SINGLE REPRESENTATIVE	 Fiji  Papua New Guinea <td data-bbox="1529 971 2085 1243">TRUSTED LOCAL PARTNER</td>  Singapore  Taiwan  Brunei	TRUSTED LOCAL PARTNER
EXPERTISE IN DBA, BUT NO LOCAL TEAM	      <p>DBA can provide remote support or quickly activate an in-country team in Australia, New Zealand, Laos, Cambodia, Timor-Leste, and other Pacific Island Countries such as the Solomon Islands, Vanuatu, and Tonga</p>	

BUSINESS BRIDGE ASIA COMPANY OVERVIEW

DBA works closely with a separately-incorporated company, Business Bridge Asia (BBA), to service commercial, non-defense clients. BBA is a team of successful entrepreneurs, subject matter experts, and former diplomats dedicated to helping small and medium-sized businesses thrive across the Pacific.

Asia and Oceania can be as complex as they are profitable for American companies, and vice versa, but BBA believes a low-cost, low-profile approach works. BBA's proven business solutions are customized to the unique needs and financial realities of smaller companies.

BBA helps American and Asian companies make sales, assess opportunities, solve problems, and connect with trusted local networks via locally incorporated headquarters in Singapore and the United States, plus resident staff in India, Vietnam, Thailand, Indonesia, Bangladesh, Malaysia, Philippines, Australia, Fiji, and Papua New Guinea.



**"BRINGING TWO
WORLDS TOGETHER."**



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