



DEFENSE BRIDGE ASIA (DBA)

COMPANY BRIEF (PUBLIC DISTRIBUTION): MARCH 2025

<https://defensebridgeasia.com>

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

CAGE: 8URJ9

SAM UEI: JMESHX4HWNN6

ITAR/DDTC: K-7923

DBA COMPANY OVERVIEW

Defense Bridge Asia (DBA) is an Asia-Pacific defense consulting company headquartered in the U.S. with local teams throughout the region. Our teams include former U.S. military officers experienced in security cooperation, retired senior military and government officials, and subject matter experts. We live by our values and take pride in achieving results for our clients without taking ethical shortcuts.

DBA helps our clients make government sales in Asia, research opportunities, and coordinate with local American embassies. We stand by our track record of success: Our clients have sold close to \$2B to Asian governments.

DBA brings:

- Successful record of international business development and sales
- Expansive professional network in the region, including business leaders, local decision makers, and senior defense officials
- Expertise in local defense procurement and U.S. security cooperation
- Ethically unimpeachable conduct, with guaranteed compliance to the FCPA, local laws, and our client's business rules



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

DBA COMPANY

VALUES



PASSION

- We are passionate about building defense relationships across the Indo-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 South Asia, Southeast Asia, and Oceania with personnel in Vietnam, Thailand, Indonesia, Malaysia, the Philippines, Fiji, Papua New Guinea, 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				
TRUSTED LOCAL PARTNER	 Singapore	 Taiwan	 Brunei	 Japan	 South Korea	
EXPERTISE IN DBA, BUT NO LOCAL TEAM	 Australia	 New Zealand	 Laos	 Cambodia	 Timor-Leste	 Solomon Islands

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

CONTACT INFORMATION



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