



USAID
FROM THE AMERICAN PEOPLE

HOW TO WORK WITH USAID

July 27, 2021

AGENDA

- About USAID
- Partnering with USAID
- Working with U.S. Small Businesses
- Staying Connected
- Q&A





ABOUT USAID

OUR MISSION

We promote and demonstrate democratic values abroad and advance a free, peaceful, and prosperous world.

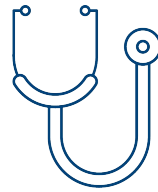


OUR WORK



DELIVER
HUMANITARIAN
ASSISTANCE

When disaster strikes anywhere in the world, USAID and our partners provide urgently needed lifesaving supplies.



PROMOTE
GLOBAL
HEALTH

Investments in global health protect Americans at home and abroad and promote social and economic progress.



SUPPORT
GLOBAL
STABILITY

Despair is dangerous. Although poverty does not cause violent extremism, it creates conditions that extremists can exploit.



EMPOWER
WOMEN
AND GIRLS

Peace and progress can be sustained only with women's equal access to economic opportunities and their equal participation in civic life.



CATALYZE
INNOVATION AND
PARTNERSHIP

We accelerate lasting change that uplifts communities and makes the world better for people everywhere.

OUR TEAM

Our team of 9,000+ serves in over 100 countries around the world. Our workforce and culture reflect core American values—and an unwavering commitment to do the right thing.

Latin America
and the
Caribbean
Region

Europe and
Eurasia
Region

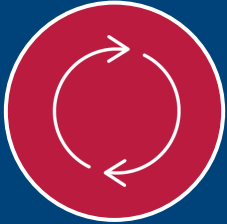
Asia
Region

Africa
Region

Middle
East
Region

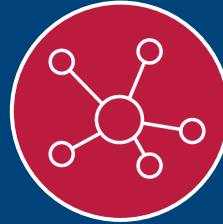
- USAID Presence: Approved Mission, Office, or Senior Development Advisor in country
- USAID Non-Presence: USAID-funded program in country, no approved Foreign Service Officer presence
- USAID Headquarters

OUR OPERATING FRAMEWORK



PROGRAM CYCLE

Guiding framework



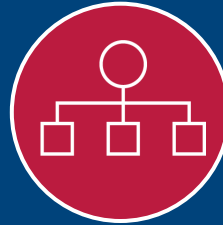
POLICIES, STRATEGIES, FRAMEWORKS, AND VISIONS

Analysis and evidence



COUNTRY DEVELOPMENT COOPERATION STRATEGIES (CDCS)

Country-specific planning



AUTOMATED DIRECTIVE SYSTEM (ADS)

Operating policies and procedures

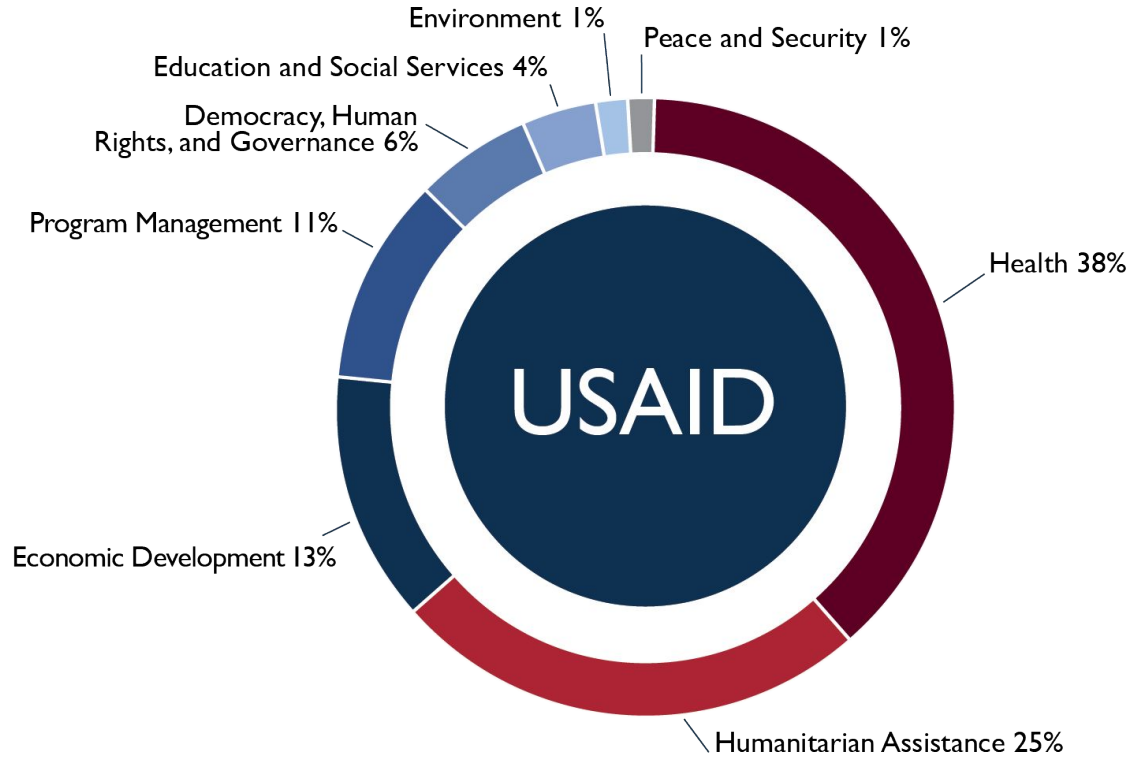


PARTNERING WITH USAID

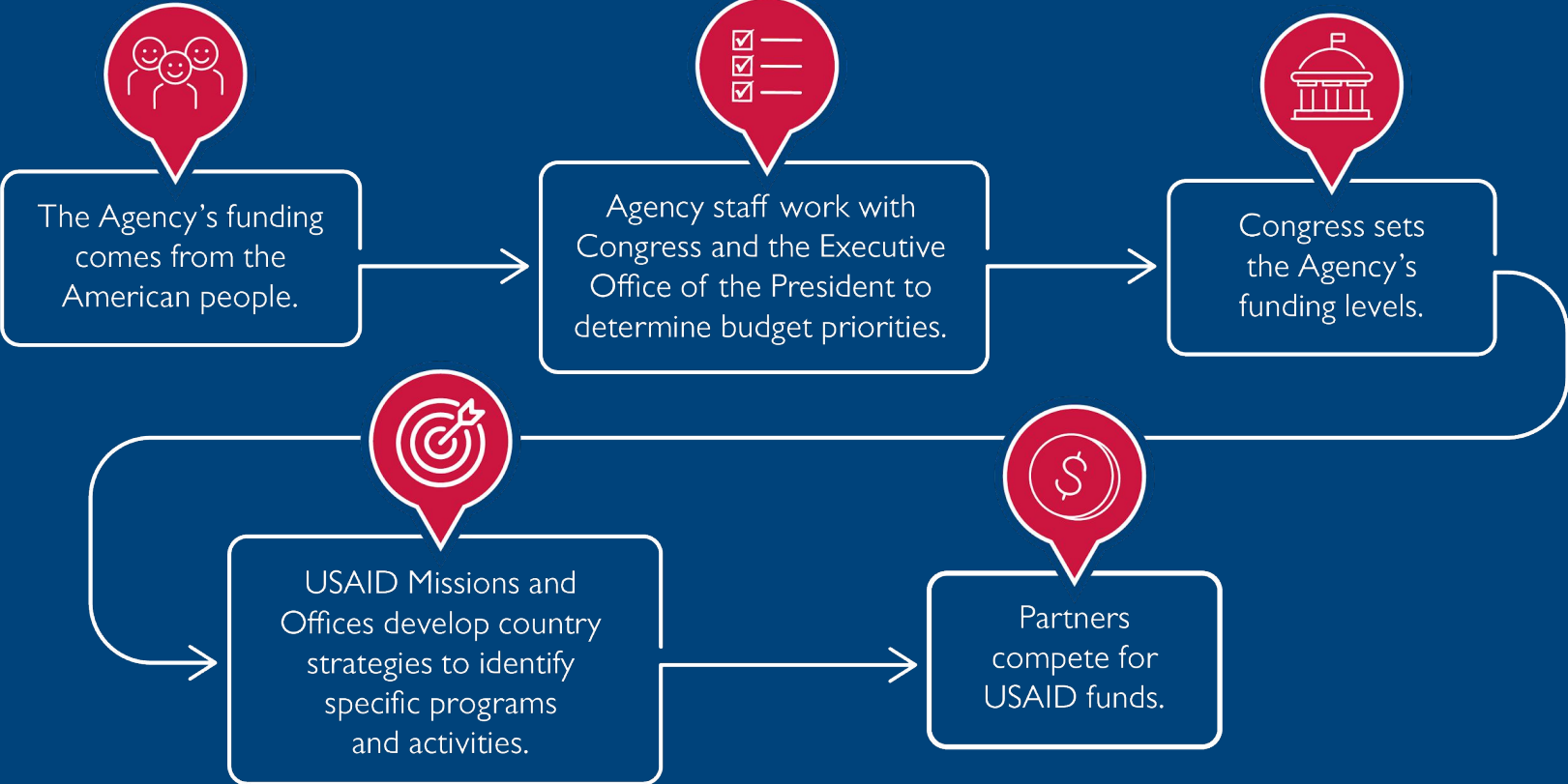
FY 2020 FUNDING

In FY 2020, USAID obligated more than \$21.4 billion to programs.

Funding by Sector



HOW WE FUND OUR WORK



OUR PARTNERS

We partner with **more than 3,000** U.S. and non-U.S. organizations around the world.

- Non-governmental organizations (NGOs)
- Charitable organizations
- Colleges and universities
- For-profit companies (including U.S. small businesses)
- Researchers, scientists, and innovators
- International Organizations
- Diaspora groups
- Faith-based and community organizations
- Local and Indigenous Groups
- Bilateral and multilateral donors
- Other governments
- U.S. Government agencies



ACQUISITION AND ASSISTANCE STRATEGY

United States Agency for International Development (USAID)

December 2018

ACQUISITION AND ASSISTANCE STRATEGY

Guiding Principles

- Diversify the partner base.
- Change how we partner.
- Connect design, procurement, and implementation.
- Focus on value.
- Enable and equip the workforce.

NEW PARTNERSHIPS INITIATIVE

The goal of the New Partnerships Initiative is to multiply USAID's development impact by **elevating local leadership, fostering creativity and innovation, and mobilizing resources** across the agency's programs.



NEW PARTNERSHIPS INITIATIVE

GOAL: Multiply USAID's development impact by elevating local leadership, fostering creativity and innovation, and mobilizing resources across the Agency's programs.

GUIDING PRINCIPLES

Diversifying
our partner
base

Changing
how we
partner

Connecting design,
procurement, and
implementation

Focusing
on value

Enabling and
equipping the
workforce

METHODS

Direct awards to new and
underutilized partners

- Local entities, including government institutions
- Locally established partners
- Non-local organizations

Mentoring awards to
organizations that
sub-award more than
50 percent of the total
award value

Leverage awards to
organizations that
co-fund with cash



NEW PARTNERSHIPS INITIATIVE INCUBATOR

A global service hub
established to:

- **Amplify** USAID's external communication efforts to help strengthen and diversify its partner base.
- **Expand** USAID's capacity for partnerships.
- **Help** partner organizations work with USAID.

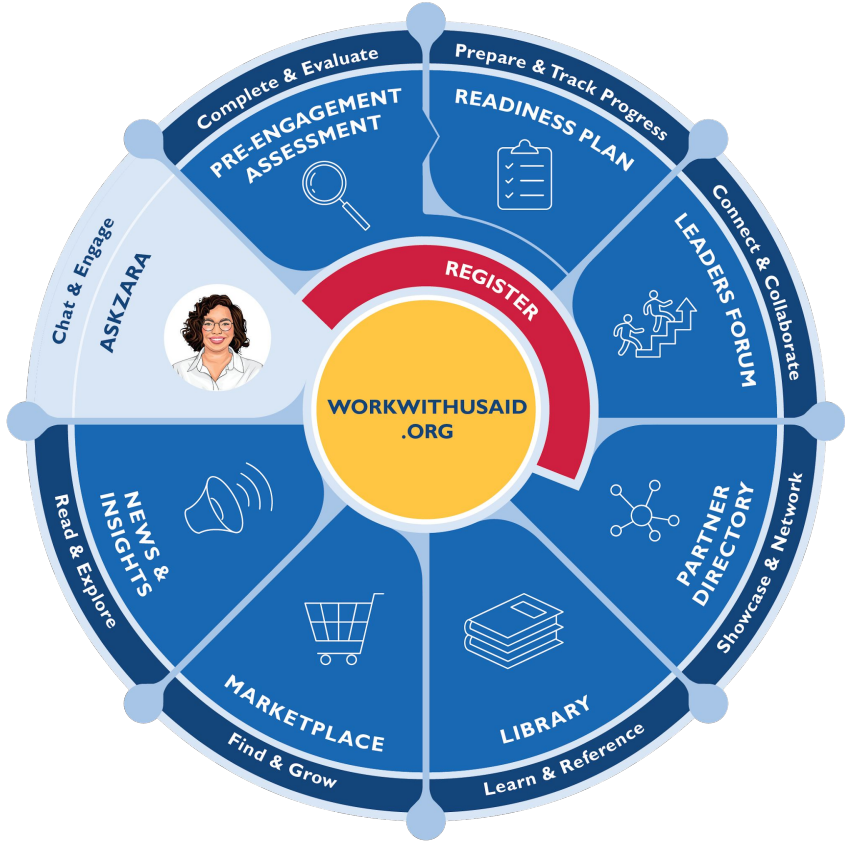


USAID
FROM THE AMERICAN PEOPLE

Coming Soon: WorkwithUSAID Platform

New to USAID? Start here.

This **globally accessible** website offers a variety of **innovative services** and **curated tools** designed to improve organizational readiness, connect partners to peers and experts, and **prepare them to pursue USAID funding**.



HOW WE AWARD OUR FUNDS

The majority of the Agency's funds are awarded through competitive process.

ACQUISITION

The purchase of goods and services through a **contract**.

ASSISTANCE

Financial support from the U.S. Government to an organization, through a **grant** or **cooperative agreement**, to help carry out a project that benefits the community.

FIND FUNDING OPPORTUNITIES

SAM.GOV

USAID contracts available for bidding are posted as Requests for Proposals (RFPs).

GRANTS.GOV

USAID cooperative agreements and grants are posted as Notices of Funding Opportunities (NOFOs).

USAID BUSINESS FORECAST

The latest information about current and future funding opportunities updated daily.

- Search open and planned opportunities through different filters, including sector, location, and award types.

Media Fund Activity			A&A Plan ID: AA-314532
			NAICS Code: TBD
			Fiscal Year of Action: 2021
			Last updated: 5/13/2021
Operating Unit: Serbia		Award/Action Type: Cooperative Agreement	
Sector: Democracy, Human Rights, and Governance		Category Management Contract Vehicle: N/A	
A&A Specialist / POC: Branislav Bulatovic		Solicitation Number: TBD	
Award Length: 5 years		Small Business Set-Aside: TBD	
Eligibility Criteria: TBD		Co-creation: TBD	
Principal Geographic Code: 937- Default Geographical Code			
Anticipated Solicitation Release Date:	Anticipated Award Date:	Total Estimated Cost/Amount Range:	
12/31/2021	3/31/2022	\$4M - \$9.99M	
Media Fund Activity will support access to finance for Serbian digital media, information, and communications sector stakeholders.			
Show change log			

Visit: [usaaid.gov/business-forecast](https://www.usaid.gov/business-forecast)

Eligibility of International Organizations

USAID uses the Principal Geographic Code to share who is eligible to apply for funding. Definitions are outlined in ADS 310.

- **937:** The United States, the recipient country, and developing countries other than advanced developing countries.*
- **110:** The United States, the independent states of the former Soviet Union, or a developing country, but excluding any country that is a prohibited source.
- **935:** Any area or country including the recipient country

*There may be times when international organizations are eligible under 937.

TIPS FOR SUBMITTING AN APPLICATION OR PROPOSAL

- Read the entire solicitation carefully.
- Ask questions by sending them during the “open question period” to the listed point of contact.
- Follow the instructions outlined in the solicitation.
- Create a strong proposal.
 - Demonstrate your technical expertise, past performance, and ability to accomplish the work.
 - Be specific—do not let USAID make assumptions.
- Consider partnering with an organization that has experience working with USAID.

ARE YOU REGISTERED?

To be eligible to apply for U.S. federal awards (grants or contracts), entities need to obtain three registrations:

1. **DUNS:** Dun and Bradstreet nine-digit identification number
2. **CAGE or NCAGE:**
 - Commercial and Governmental Entity (CAGE) five-digit code—for U.S. entities—automatically generated by SAM
 - NATO Commercial and Governmental Entity (NCAGE) five-character code—for non-U.S. entities—required before registering for DUNS and SAM.
3. **SAM:** System for Award Management, the U.S. Government's portal to manage the processes for contracts, grants, and cooperative agreements.

USAID AND U.S. SMALL BUSINESS

USAID's Office of Small and Disadvantaged Business Utilization (OSDBU):



Provides review and clearance for domestic acquisitions over \$250K.



Conducts small-business program training for acquisition and technical staff.



Connects with internal and external partners to conduct small-business outreach activities.

Connect at: osdbu1@usaid.gov



STAY CONNECTED

Our Door is Open

Visit [USAID.gov](https://www.usaid.gov) for additional resources, including online training and information about Agency priorities.

Sign up for our [A&A email distribution list](#).

Follow us on Twitter: [@WorkWithUSAID](#)
and [#WorkWithUSAID](#)

Join our LinkedIn group: [Work with USAID](#)

Sign up for [WorkwithUSAID.org](https://www.workwithusaid.org)



Thank You

Visit www.usaid.gov for additional resources, including online training and information about Agency priorities.

Follow us on Twitter:
[@WorkWithUSAID](https://twitter.com/WorkWithUSAID) and
[#WorkWithUSAID](https://twitter.com/WorkWithUSAID)





ADDITIONAL RESOURCES

Top USAID Partners

TOP 15 ACQUISITION PARTNERS

Chemonics

Development Alternatives Incorporated (DAI)

Abt Associates Inc.

Tetra Tech ARD

Palladium International, LLC

Deloitte

Creative Associates International, Inc.

Management Sciences For Health, Inc.

Kenya Medical Supplies Authority (KEMSA)

Social Solutions International, Inc.

Tetra Tech Engineering & Architecture Services

Management Systems International, Inc.

Remote Medical International

Education Development Center (EDC)

RTI International

TOP 15 ASSISTANCE PARTNERS

World Food Program

The Global Fund to Fight AIDS, Tuberculosis And Malaria

Gavi Alliance Secretariat

FHI 360

United Nations Children's Fund

Catholic Relief Services – United States Conference of Catholic Bishops

Save The Children Federation, Inc.

International Organization for Migration

Mercy Corps

International Bank for Reconstruction and Development (IBRD)

Consortium for Elections & Political Process Strengthening

Care USA

World Vision Inc.

Food And Agriculture Organization of the United Nations

Anova Health Institute

UNSOLICITED PROPOSALS

To be legally eligible for consideration, unsolicited proposals should be:

- Innovative and unique.
- Independently originated and developed by the offeror.
- Prepared without U.S. Government supervision, endorsement, direction, or direct Government involvement.
- Include sufficient detail to permit a determination that USAID support could be worthwhile and benefit USAID's research and development or other responsibilities.
- Not be an advance proposal for a known USAID requirement that can or will be acquired by competitive methods.