

DOING BUSINESS WITH USAID



USAID
FROM THE AMERICAN PEOPLE

AGENDA

- About USAID
- USAID and Our Partners
- Our Funding Process
- Partnering with USAID
- Questions

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OUR MISSION

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



**THE JOURNEY TO
SELF-RELIANCE**



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.

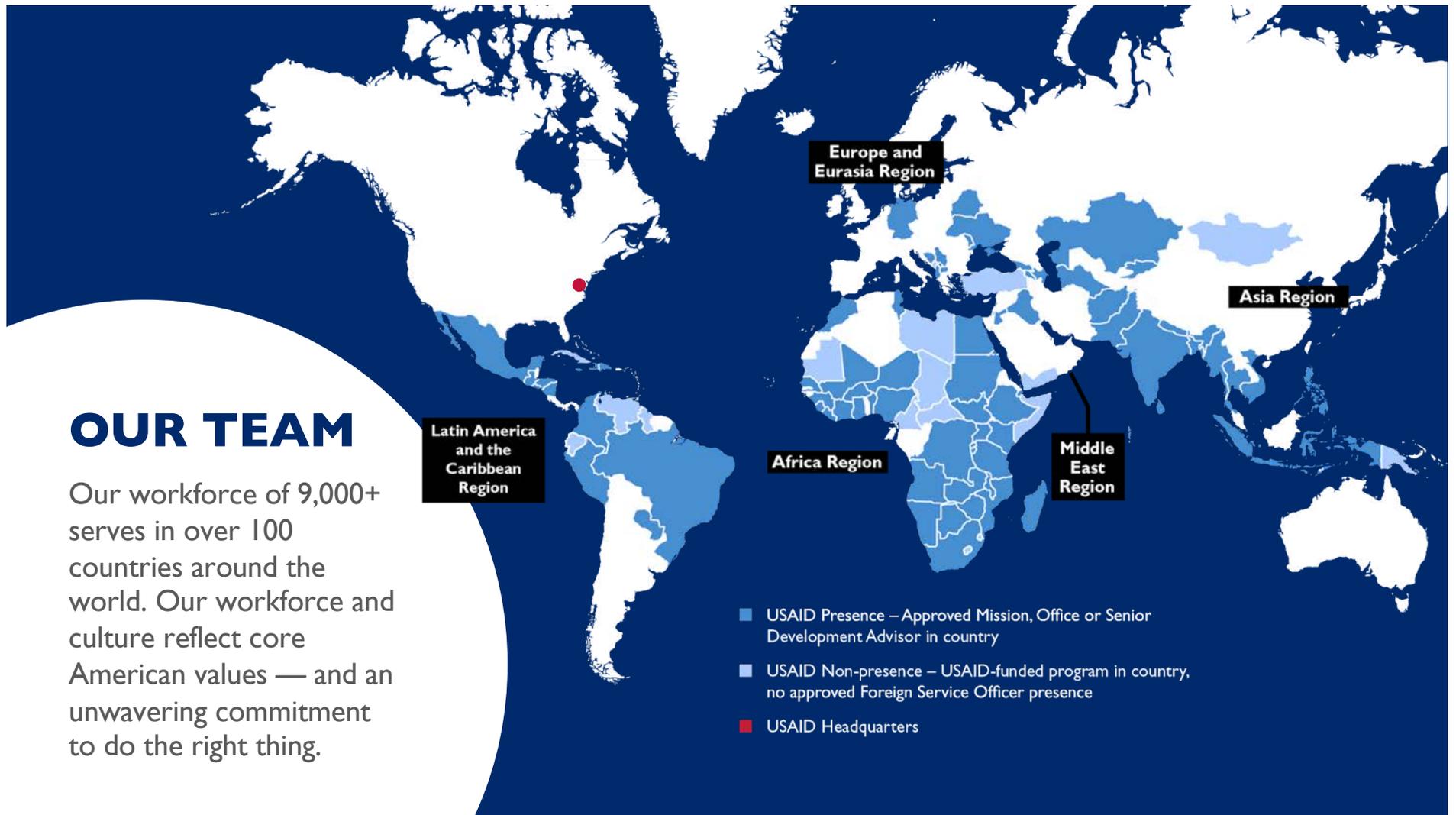


CATALYZE
INNOVATION AND
PARTNERSHIP

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

OUR TEAM

Our workforce 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.



OUR OPERATING FRAMEWORK



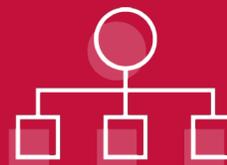
PROGRAM CYCLE
Guiding Framework



**POLICIES,
STRATEGIES,
FRAMEWORKS,
AND VISIONS**
Analysis and Evidence



**COUNTRY
DEVELOPMENT
COOPERATION
STRATEGIES (CDCS)**
Country-Specific Planning



**AUTOMATED
DIRECTIVE
SYSTEM (ADS)**
Operating Policies
and Procedures

OUR PARTNERS

We partner with more than 4,000 U.S. and non-U.S. organizations around the world.

- Non-Governmental Organizations (NGOs)
- Charitable Organizations
- Colleges and Universities
- Businesses (Small and Large)
- Researchers, Scientists, and Innovators
- Diaspora Groups
- Faith-Based and Community Organizations
- Other Governments
- Government Agencies
- Bilateral and Multilateral Donors



A&A GUIDING PRINCIPLES

Diversifying the partner base

Changing how we partner

Connecting design, procurement, and implementation

Focusing on value

Enabling and equipping the workforce



USAID'S TOP ACRONYMS

A&A

APS

BAA

BPA

CDCS

AO/CO

AOR/COR

FAR

IDIQ

LWA

NICRA

NOFO (formerly known as RFA)

RFI

RFP



USAID'S TOP ACRONYMS

A&A: Acquisition & Assistance

APS: Annual Program Statement

BAA: Broad Agency Announcement

BPA: Blanket Purchase Agreement

CDCS: Country Development & Cooperation Strategy

AO / CO: Agreement Officer / Contracting Officer

AOR / COR: Agreement Officer's Representative / Contracting Officer's Representative

FAR: Federal Acquisition Regulation

IDIQ: Indefinite Delivery/Indefinite Quantity Contract

LWA: Leader with Associate Award

NICRA: Negotiated Indirect Cost Rate Agreement

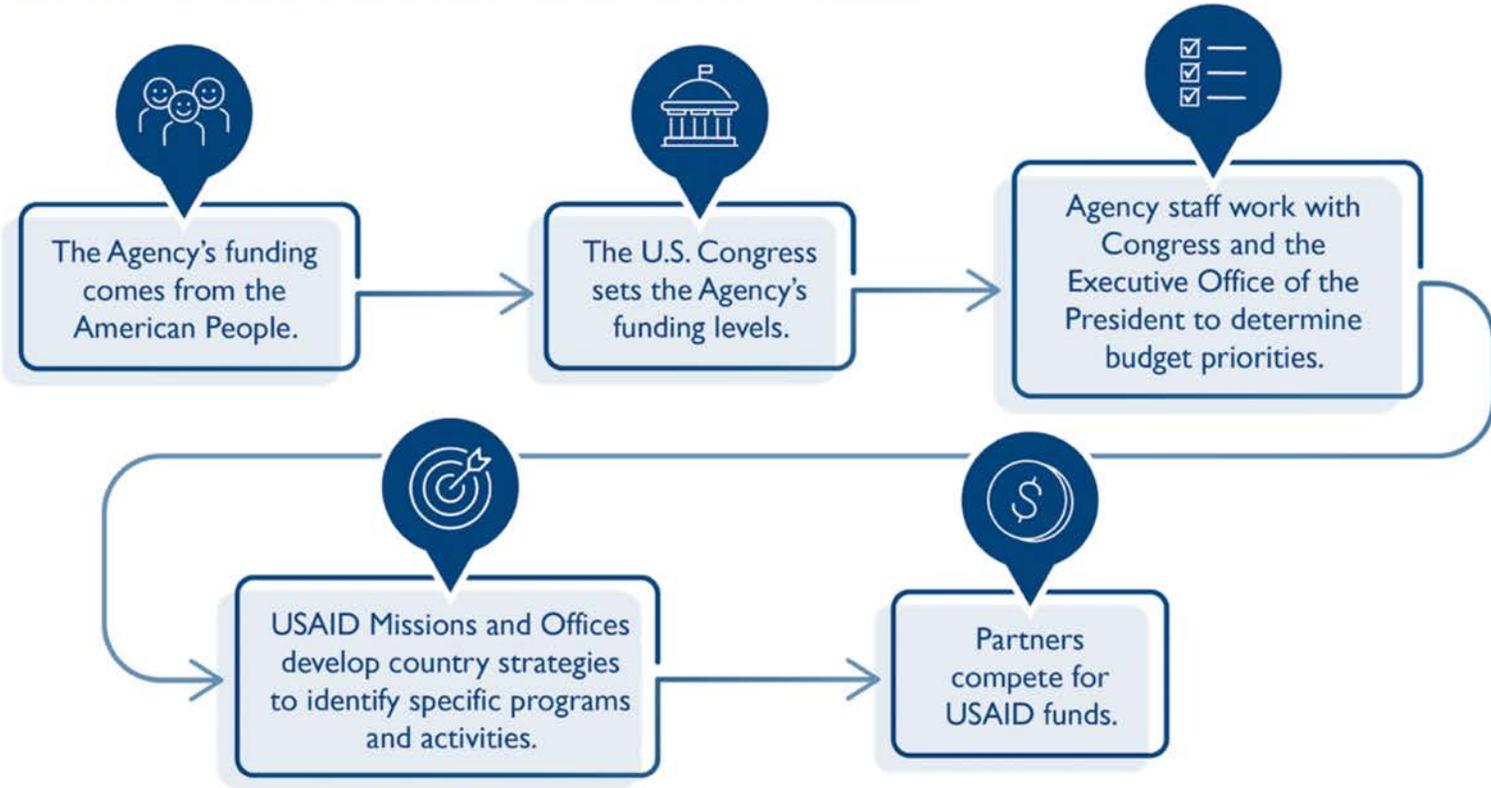
NOFO (formerly known as RFA): Notice of Funding Opportunity (formerly known as Request for Applications)

RFI: Request for Information

RFP: Request for Proposal

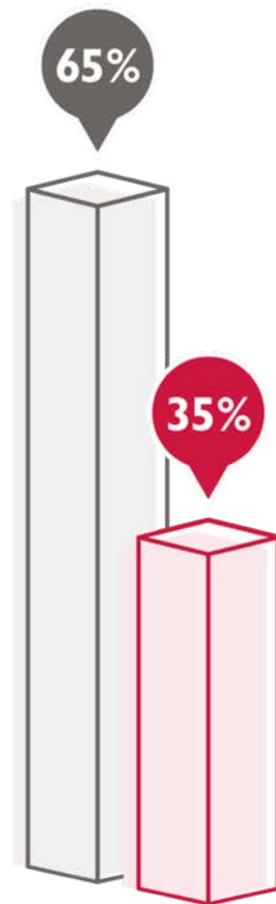


HOW WE FUND OUR WORK

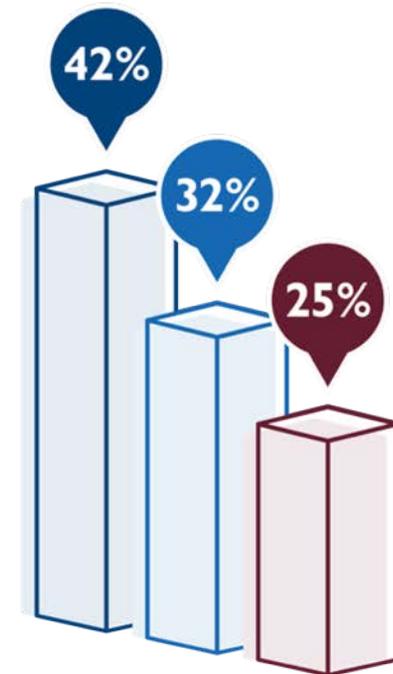


FY 2019 FUNDING AT A GLANCE

In FY 2019, USAID obligated more than \$17 billion to programs.



● WASHINGTON ● MISSIONS



● GRANTS ● CONTRACTS ● COOPERATIVE AGREEMENTS

HOW WE AWARD OUR FUNDS

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

ACQUISITION

Contracts: USAID purchases technical assistance services, goods, products, and other services from an entity.

ASSISTANCE

Grants: USAID provides financial assistance to an entity to implement programs with little direct involvement.

Cooperative Agreements: USAID provides financial assistance to an entity to implement programs and has substantial involvement and contact throughout the life of the award.

FIND FUNDING OPPORTUNITIES

Business Forecast: USAID's upcoming funding opportunities ([usaaid.gov/Business-Forecast](https://www.usaid.gov/Business-Forecast)).

BETA.SAM.GOV

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

GRANTS.GOV

USAID cooperative agreements and grants are posted as Notice of Funding Opportunities (NOFO).

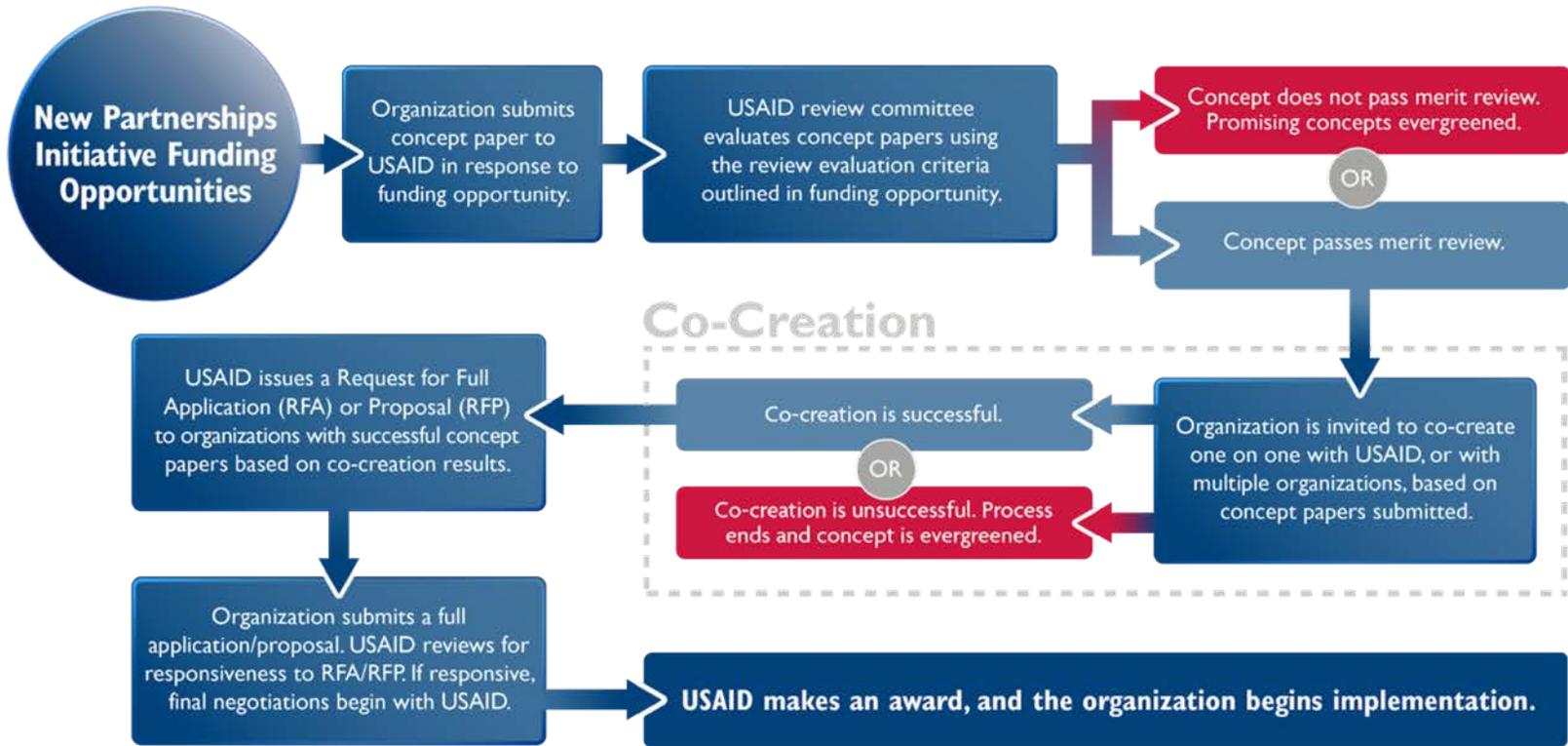
USAID NEW PARTNERSHIPS INITIATIVE



Learn more at [USAID.gov/NPI](https://www.usaid.gov/npi)



NPI PARTNERSHIP PROCESS



*Process may vary for different opportunities. Please read each opportunity for full details on process.

NEW PARTNERSHIPS INITIATIVE INCUBATOR

A \$14 million global service hub established to:

- **Accelerate the momentum of the initiative**, expand USAID's capacity for partnerships, and help partner organizations work with USAID.
- Assist USAID bureaus and missions to **identify and engage new and local partners**, provide training and capacity-building assistance, and develop tools and resources.
- **Develop the capacity of target partners** to compete for and manage USAID awards.

Learn more at [USAID.gov/NPI](https://www.usaid.gov/npi)



USAID AND SMALL BUSINESS

USAID's Office of Small and Disadvantaged Business (OSDBU) is dedicated to promoting U.S. small businesses.

- Negotiates small-business funding goals with the U.S. Small Business Administration – **12% for prime awards and 15% for sub-awards.**
- Works with USAID Bureaus, Independent Offices and Missions to negotiate individual goals

Learn more about USAID's small business goals:

<https://www.usaid.gov/partnership-opportunities/small-business>



USAID AND SMALL BUSINESS

OSDBU primary responsibilities are:



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



Conduct small business program **training for acquisition and technical staff.**



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



USAID AND SMALL BUSINESS

How can the small business staff assist my business?

What information does OSDBU require to assist me?

When should I contact OSDBU?

How do I contact OSDBU?

osdbu1@usaid.gov



ARE YOU REGISTERED?

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

DUNS: Dun and Bradstreet 9-digit identification number

CAGE or NCAGE:

- Commercial and Governmental Entity (CAGE) 5-digit code
- NATO Commercial and Governmental Entity (NCAGE) code 5-character code

SAM: Register in System for Award Management



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.
- Focus on your Past Performance and Technical Expertise.
- Consider partnering with an organization that has worked with USAID.



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.

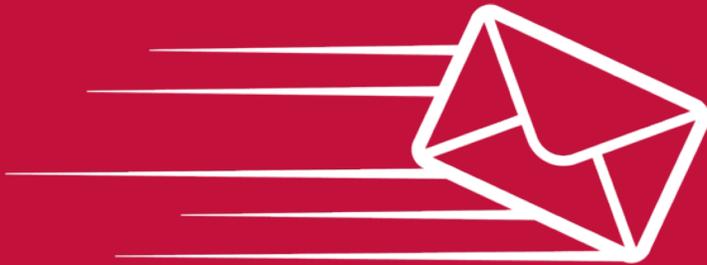


OUR DOOR IS OPEN

CONNECT WITH US:

- IndustryLiaison@usaid.gov
- NPI@usaid.gov

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



LEARN MORE

✓ **Business Forecast Call**

✓ **A&A Newsletter**

✓ **Ask the Procurement**

Executive

✓ **Agency and Mission Events**

✓ **Webinars**

✓ **e-Learning**

THANK YOU

Visit 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: [@USAIDBizOpps](#) and [#workwithUSAID](#)

