



## Doing Business with USAID

The U.S. Agency for International Development (USAID), a federal government agency, has Missions in more than 80 countries and programs in more than 100. USAID works in a variety of technical areas, including: Agriculture, Economic Growth, Environment, Education, Infrastructure, Democracy, Human Rights, and Governance, Women's Empowerment, Water and Sanitation, Global Health, and Humanitarian Disaster Response and Relief. The Agency partners with a variety of different types of organizations to achieve its key mission of ending extreme global poverty and enabling resilient, democratic societies to realize their potential. Organizations include faith-based and community, private sector, colleges and universities, non-governmental organizations, and more.

If you wish to work with USAID, here are some helpful basics to know:

### How We Operate

USAID's funding comes from Congress. USAID works with both Congress and the Executive Office to determine budget priorities. Across USAID, there are a variety of policies, strategies, and frameworks that outline how we work. These are available on [USAID.gov](http://USAID.gov). Within USAID Missions, Country Development Cooperation Strategies (CDCS) govern USAID's work locally. It is important to familiarize yourself with USAID's policies, as well as CDCSs, if you are interested in working with USAID.

### USAID Funding Opportunities

USAID issues a quarterly Business Forecast of upcoming business and partnership opportunities. You can see Washington and overseas business opportunities and sign up to receive future Forecasts on [USAID's Business Forecast web page](http://USAID's Business Forecast web page).

The majority of USAID's funds are awarded competitively through contracts, grants, or cooperative agreements.

- **Grants:** USAID provides funds to a responsible grantee to implement a program with little direct involvement during the program.
- **Cooperative Agreements:** USAID provides funds to a partner but has more substantial involvement and contact with the partner during the life of the project.
- **Contracts:** USAID purchases technical assistance services, goods, products, or other services from a responsible party to implement a program as directed by the Agency.

To solicit help for its programs, USAID typically uses requests for proposals (RFPs) for contracts and notice of funding opportunities (NOFOs) for cooperative agreements or grants. All contracts that are available for bidding are posted on the Federal Business Opportunities ([FBO.gov](http://FBO.gov)) website.

Grants and cooperative agreements are available on [Grants.gov](http://Grants.gov). Additional grant programs and funding opportunities are available under the Work with USAID > Partnership Opportunities section of [USAID.gov](http://USAID.gov).

In April 2014, USAID established the [U.S. Global Development Lab](http://U.S. Global Development Lab), building on the belief that science, technology, innovation, and partnership (STIP) can make development happen faster, more cheaply and in a more sustainable manner. There are a variety of exciting funding opportunities available within the Lab, such as the Grand Challenges for Development and the Development Innovation Ventures.

Finally, USAID does accept unsolicited proposals and applications. You can find more information about the unsolicited proposal and application process on our [website](http://website). USAID reviews every submission, but note that only a small number are approved. It is important to read the full guidance provided online.

### Requirements to Work with USAID

To be eligible to apply for USAID awards (and all U.S. federal awards), organizations must register in the following systems:

- [DUNS](http://DUNS) (Data Universal Number system) Number
- [CAGE](http://CAGE) (Commercial and Government Entity Code) for U.S. based organizations or [NCAGE](http://NCAGE) (NATO Commercial and Government Entity Code) non-U.S. based organizations
- [SAM](http://SAM) (System for Award Management)

### Additional Information

- A series of online training modules is available in English, Spanish, Portuguese, and Haitian Kreyol on [USAID.gov](http://USAID.gov) to better understand how to work with the Agency. Search "[Training on How to Work with USAID](http://Training on How to Work with USAID)".
- The Essential NGO Guide to Managing your USAID Programs is designed to help NGOs effectively manage USAID funds: [NGO Connect Resource Guide](http://NGO Connect Resource Guide).
- Acquisition and Assistance Updates Email List is used to share updates on the Business Forecast, events, news, and more related to USAID contracts, grants, and cooperative agreements. You can sign up on our "[How to Work with USAID](http://How to Work with USAID web page)" web page.
- Office of Small and Disadvantaged Business Utilization (OSDBU) has a variety of resources for Small Businesses looking to work with USAID, including outreach events and a mentoring program. They can be contacted at [osdbu@usaid.gov](mailto:osdbu@usaid.gov).