Transformation at USAID

Effective Partnering and Procurement Reform (EPPR)
EFFECTIVE PARTNERING AND PROCUREMENT REFORM

Deputy Coordinator:  
Roman Napoli

Senior Leader Champions:  
Randy Tift  
Gloria Steele

Project Managers:  
Matt Johnson  
Paul Burford  
Erik Singer
Goal: Develop and implement a series of reforms to our program design and procurement processes aimed at fostering self-reliance.

Workstreams:

• **Collaborative and Diverse Partnering:** Enabling more effective co-creation, innovative financing, and partnerships with a diverse array of actors.

• **Supporting Local Partners:** Catalyzing local public-, private-, and non-profit-sector to own their development objectives.

• **Strategic and Efficient Partnering:** Simplify and streamlining processes in order to allow USAID staff to focus more of their time on fostering self-reliance and achieving development results.

• **Adaptive Partnering:** Creating an agile and flexible Agency that can adapt to changes on the ground to improve the effectiveness of our assistance, including fragile states and non-permissive environments.
EPPR APPROACH & EXPECTED DELIVERABLES

Internal Engagement
- Consultations with Leadership & Staff
- Mission Visits
- Engaging with A&A Labs
- Existing Agency Resources (IG reports, Discussion Notes, etc.)

External Engagement
- External Listening Tour
- Meetings with Associations & Platforms
- Field visits to meet with partners on the ground

Cross Agency Working Groups
- Represent the full range of USAID equities, such as: Washington & Field staff; CO, Program, & Technical, etc.
- Responsible for developing proposed reforms

Deliverables
- A&A Strategy
- Implementation Plan
- External Listening Tour Report
- EFM Warrants
- Co-Location Proposal
FEEDBACK: EXTERNAL LISTENING TOUR

Top 5 Challenges
1. Use of Broad Agency Announcements (BAAs)
2. Selection of Instrument (SOI)
3. Prescriptive Nature of USAID Program Design
4. Amount of Time from Design to Award
5. Lack of Consistent Operations

Promising Models from Partners
• Adaptive Approaches to Implementation, such as “Design and Perform”
• Expanded use of Co-Creation and Collaboration
• Leveraging Private Development Assistance
• Umbrella Grants for Local Capacity Development
FEEDBACK: USAID STAFF

Top Challenges:

• Amount of Time from Design to Award
  – Time-consuming regulatory and policy requirements
• Prescriptive Nature of USAID Program Design
• Responding with timely programming to shocks
• Engaging new, capable partners

Guiding A&A Principles:

• Engage consistently and openly with partners
• Recognize risk trade-offs in reducing administrative burden
• Workforce as a source of innovation and policy
• Culture change management
  – A&A Roles
  – Adaptive
  – Learning and Training
ANTICIPATED SHIFTS FROM EPPR PROCESS

• Greater reliance on collaboration and co-creation:
  – Expanded definition of co-creation and collaboration
  – New Agency Priority Goal
  – Standardization and best practices on BAAs
  – More usage of less than full proposals

• Use of more adaptive approaches to partnering and procurement:
  – Use of EPP for crisis response context
  – Expanded use of inception phase
  – Use of Pay-for Results approaches

• Diversifying the partner base:
  – Target new and underutilized partners, such as private sector, faith-based and community organizations, and small businesses
  – Tracking sub-partner and sub-awardees

• Reframing approaches to building local capacity:
  – Focus on holistic approaches to building capacity
  – Utilization of umbrella mechanisms
  – Pivoting to more appropriate procurement reporting
QUESTIONS

Ask a question today!

Email Us!
Transformation@usaid.gov

Visit USAID’s Self-Reliance Page:
www.usaid.gov/selfreliance