



USAID
FROM THE AMERICAN PEOPLE



NEW PARTNERSHIPS INITIATIVE

June 2020

Earlier this month, Acting Administrator John Barsa announced [a new five-year, \\$25 million award](#) under the New Partnerships Initiative (NPI) to improve maternal and child health in Tanzania and Liberia through a vast network of local partners—as well as a new \$4.4 million investment under the NPI EXPAND project to respond to the COVID-19 pandemic in Liberia, Tanzania, Mali, Senegal, and Brazil.

These awards—and the new NPI funding opportunities expected in the weeks ahead—exemplify how NPI is shifting the focus of USAID’s traditional partners to mentoring, capacity building, and technical oversight. And, equally important, through NPI we are expanding our partnerships with local organizations, a critical step in quickly mobilizing resources to fight the pandemic and address other urgent challenges—all to save lives and improve the well-being of people everywhere.

Read on for the latest news and information from the New Partnerships Initiative.

[Learn more about NPI](#)



Spotlight on Bangladesh

From Competitors to Partners

"Co-creation"—a pillar of the New Partnerships Initiative—is an exercise to inspire innovative problem-solving for some of the world's biggest challenges. Abdullah Akbar, contracting officer at USAID in Bangladesh, facilitated this process with a group of prospective partners (and competitors) to address universal health care issues. In just 10 days, they co-created a \$90 million program to do just that.

[Read more](#)

Speedier Program Launches

Anar Khalil, Senior Agriculture Private Sector Advisor for Feed the Future, believes that traditional project design hinders timely, effective success in development. His team at USAID in Bangladesh developed a unique approach to lower barriers for local rice and agricultural suppliers.

[Read more](#)

“They Now Call Me 'Madame'”

The Carter Center had a powerful idea to elevate women's voices to create positive change in their communities. So, they submitted an unsolicited proposal to USAID to fund the Advancing the Rights of Women program in Bangladesh. In its first three years, this program has empowered women and transformed lives.

[Read more](#)

Incubator Corner

Are You Ready to Innovate?

For many organizations, being innovative can sometimes feel out of reach. At the Partnerships Incubator, we recently held an “Innovation Shark Tank”—based loosely on the television show—challenging our partners to develop a creative solution to a business problem. In the process, we recorded lessons that can influence your innovation efforts:

- Recognize that a mindset for innovation can lead to improvement and growth.
- Know that an innovation can be affordable, even inexpensive. A tweak in a business process, a change in the way you use a resource, or something as simple as the use of visual to represent text can be innovative.
- Value and nurture the spirit of innovation. Identify those in your organization who are ready, willing, and able to participate.

- Adopt innovation as a core value, and identify an “innovation champion.”
- Document your experiences and capture stories that can inspire further innovation in your organization.

Paving the Way for Successful Partnership

As USAID Missions around the world finalize their NPI Action Plans, the Partnerships Incubator is working closely with them to identify some of the barriers to successful partnership. Through key interviews with the Office of Afghanistan and Pakistan Affairs and the Missions in Egypt, Ethiopia, Jordan, and Liberia, we identified some of the primary areas for focused support that new partners need the most:

- **Financial management:** Technical assistance to develop the policies, procedures, and systems for accounting, managing, and reporting on USAID program funding.
- **Organizational capacity building:** Support to strengthen partners’ effectiveness through organizational process redesign, capacity development, talent management, and workplace productivity.
- **Proposal and concept paper writing:** Virtual coaching sessions on proposal best practices for partners that have met the Agency’s competitive requirements.

Together, USAID Missions and the Incubator are paving the way for successful partnerships as they strive to improve resources offered by USAID and address opportunities for new and underutilized partners to strengthen their capacity and grow.

Call for Volunteers

We are working hard to make it easier to find the information you need about working with USAID and to create resources for new partners. Would you like to share your opinion? We are seeking volunteers to join our focus groups later this summer. Email npi@usaid.gov to sign up.



New NPI Funding Opportunities

Advance the Rights of Indigenous Peoples in Conflict-Affected Areas in Eastern DRC

USAID is calling for concept papers outlining solutions to advance the rights of Indigenous Peoples in conflict-affected areas of eastern Democratic Republic of Congo. Through a new funding opportunity under the New Partnerships Initiative, we are seeking partners to help address numerous challenges, including promoting meaningful engagement in the political process, supporting people-to-people peacebuilding, and improving health, energy, legal, and education services. Deadline to submit is July 20, 2020.

[Learn more](#)

Cambodian Information Technology Partnership for Workforce Development

USAID/Cambodia is seeking requests for interest for a project to bring together a cohort of Cambodian youth with enterprise-driven skills and training that will help them succeed in the digital economy. The project will also support an open internet and freedom of information exchange that encourages innovation and

competition and advances Cambodia's self-reliance in the digital age. Deadline to submit is July 24, 2020.

[Learn more](#)

Mozambique University Career Development Centers

USAID/Mozambique seeks to advance the ability of Mozambique to strengthen the employability of university students and recent graduates by creating career centers at public universities. These career centers will provide career guidance and employability services to students, as well as establish systems for analyzing labor market needs and tracking employment outcomes among program beneficiaries. Deadline to submit is August 31, 2020.

[Learn more](#)

Initiative to Deliver Essential Assistance and Services in Lebanon

USAID, through the Mission in Lebanon, is seeking partners interested in applying for their Initiative to Deliver Essential Assistance and Services (IDEAS) under the New Partnerships Initiative. Participants in IDEAS will co-create, co-design, co-invest, and collaborate on research and development to improve essential services in Lebanon.

[Learn more](#)



NPI Award Announcement

Funding for Global Health Initiatives

USAID announced an award to the Americares Foundation under the New Partnerships Initiative. The Americares Community Partnerships for Respectful Care (CRPC) project is a five-year, \$25 million effort under NPI to reduce mortality and morbidity among mothers and their children through improved community-based health care. It will be a collaborative project with Christian Connections for International Health and local affiliates in the United Republic of Tanzania and the Republic of Liberia. This program will work closely with local communities to improve access to high-quality, community-based health care for mothers, newborns, and children.

The award also invests an additional \$4.4 million through the NPI EXPAND project, implemented by Palladium, to provide sub grants to local partners in five countries: Liberia, Tanzania, Mali, Senegal, and Brazil.

[Read more](#)

Resources



The NPI Process

Through NPI, we've simplified the process of working with USAID. Applicants can submit a five-page concept note. From there, the Agency works hand in hand with the applicant.



Key NPI Definitions

What's a "new" partner or "underutilized" partner? Read how USAID's New Partnerships Initiative defines the terms that guide funding decisions.



Working with USAID

USAID offers a host of resources available online for businesses and organizations that are new to working with the Agency. Click on the link above to access those resources.

Visit [usaid.gov/NPI](https://www.usaid.gov/NPI) for the latest funding opportunities.

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