



10 TIPS FOR WORKING WITH USAID IMPLEMENTERS

Implementers are organizations that carry out development projects through USAID contracts, grants, and cooperative agreements. Whether private or non-profit, implementers commonly execute programs across sectors and geographical regions. You can find a list of organizations currently working with USAID on USASpending.gov.

Below are 10 tips to help you think about your own business development and the various entry points along the way:

1. **Pursue** private-sector or implementer seed funding to demonstrate evidence of impact and proof of concept for further funding from larger development organizations. Some implementers are willing to fund pilots if they align with their own business objectives.
2. **Develop** key content materials that outline your organization's unique capabilities, including a pitch deck, evaluation report with impact data, relevant case studies, etc.
3. **Search** for solicitations with selection/evaluation criteria that value innovative, adaptive design approaches or activities, and are geared towards your organizations capabilities.
 - beta.SAM.gov: Database of all Federal contracting opportunities, which can be filtered to USAID.
 - Grants.gov: Database of Federal grant and cooperative agreement opportunities, which can be filtered to USAID.
 - [USAID Business Forecast](https://USAIDBusinessForecast.gov): Database updated daily with anticipated funding opportunities in the coming year.
 - [Global Innovation Fund](https://GlobalInnovationFund.org): London-based non-profit investing in a range of innovations with strong potential for large-scale social impact.
 - [Global Innovation Exchange Funding Opportunities](https://GlobalInnovationExchange.org): Crowd-sourced funding platform that aims to accelerate innovation in developing countries.

4. **Build** a pipeline of potential opportunities for your organization to pursue. Organize opportunities by level of priority, operating USAID Mission/Bureau, anticipated award date, anticipated award sum, award length, award description, and other key identifying factors.
5. **Identify** implementers with shared interests, such as sectors and geographic locations. Strategic planning and design often take place long before a funding opportunity is publicly posted, so it is never too early to start pursuing and building strategic partnerships with implementers.
6. **Determine** which of these implementers may bid on upcoming opportunities in your pipeline based on their current or past projects and key areas of interest.
 - Implementers can benefit from partnering with an innovator early on, and innovators can express that their pitches are not exclusive if they want to approach multiple implementers pursuing the same opportunity.
7. **Research** current projects in implementation with key objectives that you could help address.
 - Projects are frequently several years long, so innovators still have the opportunity to get involved after the first year or two. Also, USAID requires an annual work-plan, so mid-project programmatic shifts are common. Just ensure the timeframe goes beyond the next year or so.
8. **Engage** with identified implementers and **build relationships** with business development representatives.
9. **Offer a specific value-add.** How will your innovation improve the implementer's work, in general and specifically?
 - **Reference** current projects relevant to your innovation and how you could help fulfill certain objectives in the scope of work.
10. **Request** introductions to any current project or technical staff relevant to your work and **develop** a rapport with those individuals.
 - Technical staff often better understand local context, regulations, contacts, relationships, history, and the landscape of potential competitors or peer products/service providers.

These tips will make identifying and developing opportunities with USAID implementers easier.

ADDITIONAL WEB RESOURCES

- [USAID Country Development Cooperation Strategies \(CDCS\)](#): USAID Missions regularly develop a multi-year CDCS in order to define country-specific development objectives and guide program planning.
- [USASpending.gov](#): Lists of USAID partners by fiscal year, with specific contract, grant, and loan amounts
- [ForeignAssistance.gov](#): World map of planned, obligated, and spent funding with exportable data on spending and specific implementing partners
- [Foreign Aid Explorer](#): World map of foreign aid data from all U.S. Government agencies implementing foreign assistance across countries, sectors, and over time (dating back to 1946)
- [Online Training Series on How to Work with USAID](#)
- [USAID Responding to a Solicitation](#)
- [USAID Grant & Contract Process](#)
- [USAID Small Business Outreach Events](#)
- [USAID Global Development Alliances \(GDAs\)](#)
- [USAID Broad Agency Announcements \(BAAs\)](#)

More information: [Doing Business with USAID Fact Sheet](#)