



NEW PARTNERSHIPS INITIATIVE: EXPAND

NEW PARTNERS FOR BETTER HEALTH

“The goal of the **New Partnerships Initiative** is to increase USAID’s development impact by elevating local leadership, fostering creativity and innovation, and mobilizing resources across the Agency’s programs.”

- First Annual program Statement

“The USAID of tomorrow will enable partner countries to plan, fund, and manage their own development through strengthened capacity and commitment —this is both the essence of the Journey to Self-Reliance and a key rationale for diversifying USAID’s partner base and their modes of partnership.”

- From the NPI overview

DEFINITIONS

New Partner: An individual or organization that has not received any funding from USAID as a prime partner over the last five years.

Underutilized Partner: An individual or organization that has received less than \$25 million over the past five years from USAID and delivered more total funding in private development assistance than it has received from USAID in financial awards over the past five years.

Locally Established Partner (LEP): A U.S. or international organization that works through locally led operations and programming models. LEPs have maintained continuous operations in-country for at least five years and materially demonstrate a long-term presence in a country through adherence or alignment to the following: (1) local staff should comprise at least 50% of office personnel, (2) maintenance of a dedicated local office, (3) registration with the appropriate local authorities, and (4) a local bank account, amongst other things.

- USAID ADS 303

OVERVIEW

The New Partnerships Initiative (NPI) Expanding Health Partnerships—NPI EXPAND Project— is a five-year, \$58.9 million project which aims to support Missions with increasing the availability and utilization of quality health services across all USAID priority health areas. In line with the Journey to Self-Reliance (J2SR), the U.S. Agency for International Development (USAID) is committed to expanding its range of implementing partners by investing in new and underutilized local partners (NUPs) and strengthening their capacity to strategize, plan, and implement health sector programs with USAID funds. Enhanced participation of capable local partners to increase demand for and deliver high-quality, high impact health services will enable governments to meet crucial health goals equitably and sustainably. NPI EXPAND will catalyze opportunities to scale up innovative interventions by strengthening the capacity of NUPs with varying levels of capabilities and exposure to USAID.

WHY ENGAGE NEW AND UNDERUTILIZED PARTNERS?

Diversifying USAID’s partner base is an important component of J2SR and Effective Partnering and Procurement Reform under the Agency’s Transformation, because it helps mobilize the increasing number of funders of all types engaged in the development efforts of partner countries around the world. Promising prospective local, U.S. and international organizations that are NUPs represent untapped potential for partnership and impact in J2SR and funding more of them requires new initiatives and targeted approaches, such as NPI EXPAND. Some potential partners with good ideas and innovative approaches have—or believe they have—limited capacity or opportunity to compete for direct U.S. funding because of compliance and solicitation requirements and/or the dollar amount and scope of awards. NPI EXPAND supports USAID’s shift in focus to increasing and sustaining relationships with such NUPs, especially those locally established and in the private sector. Every effective, more sustainable NUP contributing to the health sector with skilled staff, strong internal systems, and productive networks promotes utilization of high-priority services and improved health outcomes.

NPI EXPAND OBJECTIVES

- 1. Organizational sustainability of new and underutilized local entities or locally established partners strengthened:** Targeted countries will advance their self-reliance through a strengthened cadre of NUPs that are ready to meet the needs of the underserved. The activity will support NUPs to increase their managerial, financial, and administrative capacities to enhance their ability to not only receive direct support from USAID but also be more engaged partners within local health systems.
- 2. Utilization of high-quality, high-impact health services, information and supplies expanded:** Participating NUPs will contribute to enhancing the supply and utilization of high-quality, integrated health services, with a focus on reaching underserved populations. NPI EXPAND supports this evolution by strengthening the technical skills of providers, fostering the expansion of services offered

strengthening quality assurance systems, and introducing cost-effective demand creation techniques that can be integrated in the service delivery setting.

- Promising and innovative health approaches scaled-up through new and underutilized partnerships for increased sustainability:** NPI EXPAND will support the assessment of NUP-generated innovations and support them to scale up these and other high-impact interventions.

APPROACH

While NPI EXPAND's main focus is the organization level, we will create opportunities for individuals to improve their technical and leadership competencies. Sustainable organizations must focus not only on improving their organizational and technical capabilities, but also on their capacity to interact effectively with other stakeholders to draw support and influence the environment in which they operate.

NPI EXPAND will partner with USAID Missions to work with NUPs that Missions have identified or that EXPAND helps to identify. NUPs are local and locally established organizations, encompassing small businesses and nongovernmental, community-based, and faith-based organizations. NPI Expand can also support USAID Mission private sector engagement strategies by strengthening the capacity of NUPs in the private health sector. This includes private provider networks, professional associations, councils, and federations with great potential for improving the quality and range of services offered in the private health sector.

Our approach differs significantly depending on levels of organizational capacity, allowing for a customized response to each organization's specific challenges and needs. We use a comprehensive grant subaward program, coupled with organizational, technical, and relational capacity development. Project support includes providing NUPs with assistance for Non-U.S. Organization Pre-Award Survey readiness.



The project will tailor the amount and type of award to align with the NUP's capabilities, building on any previous work resulting from earlier assessments and capacity development interventions. In partnership with each NUP, NPI EXPAND will facilitate capacity assessments and support the NUP to develop its capacity strengthening plan. Through NUPs' internal efforts to strengthen systems and services and the project's interventions and mentorship, they will advance toward direct funding from USAID and other donors as well as partnership with their governments. Wherever feasible, NPI will tap into the local or regional capacity development marketplace to maximize and foster linkages that can sustain support beyond this project.

USAID MISSION BUY-IN

This mechanism can help USAID Missions reach their goal of increasing the availability and utilization of quality health services across all of its priority health areas. NPI has a target that 60% of activity funds will be used for subgrants. Missions can request participation in the project by submitting an expression of interest or concept note. Core funds in family planning/reproductive health and maternal and child health are currently available to immediately support Mission activities. As of November 2020, NPI EXPAND has issued 25 subawards in 6 countries, and received field support buy-in from 7 Missions.

For more information, please contact NPI EXPAND AOR Daryl Martyris at dmartyris@usaid.gov or NPI EXPAND Chief of Party Jeff Barnes at jeff.barnes@thepalladiumgroup.com

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