



NEW PARTNERSHIPS INITIATIVE

QUICK REFERENCE **KEY NPI DEFINITIONS**

NEW PARTNER

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

NONTRADITIONAL PARTNER

Organizations that have received less than \$25 million in direct or indirect awards from USAID over the past five years. Previously referred to as Underutilized Partners, a term still used in technical documents such as solicitations.

LOCAL ENTITY

An individual or organization that:

1. Is legally organized under the laws of a country that is receiving assistance from USAID;
2. Has its principal place of business or operations in a country receiving assistance from USAID;
3. Is majority-owned by individuals who are citizens or lawful permanent residents of a country receiving assistance from USAID; and
4. Is managed by a governing body, the majority of whom are citizens or lawful permanent residents of the country receiving assistance from USAID.

LOCALLY ESTABLISHED PARTNER (LEP)

A U.S. or international organization that works through locally led operations and programming models. LEPs:

1. 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:
 - Local staff comprises at least 50% of office personnel;
 - Maintenance of a dedicated local office;
 - Registration with the appropriate local authorities,
 - A local bank account; and
 - A portfolio of locally implemented programs.
2. Have demonstrated links to the local community, including:
 - If the organization has a governing body or board of directors, then it must include a majority of local citizens (in the host country, this is not required);
 - A letter of support from a local organization to attest to its work; and
 - Other criteria that an organization proposes to demonstrate its local roots.



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LEVERAGE

Significant resources mobilized from non-U.S. Government sources. USAID seeks to mobilize resources of other actors on a 1:2 or greater basis (i.e., 50 percent of the proposed value of the award). Leveraged resources may include grants or awards from non-U.S. Government organizations and other donor governments. Leverage under NPI excludes in-kind contributions with the exception of intellectual property or volunteer hours from third parties.

EVERGREENING

If USAID identifies opportunities to strengthen or fund a concept note or application by connecting it with other USAID mechanisms, the Agency may make that concept or application available internally for appropriate consideration.