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# QUICK REFERENCE

# WORKING WITH USAID

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At USAID, we promote and demonstrate democratic values abroad and advance a free, peaceful, and prosperous world. We deliver humanitarian assistance, promote global health, support global stability, empower women and girls, and catalyze innovation and partnership.

We accomplish this with a global team of more than 9,000 people who work in over 100 countries around the world—and with more than 3,000 partner organizations from the public, private, and nonprofit sectors.

## How We Operate

USAID is funded by the American people. The U.S. Congress sets the budget, and our staff works with Congress and the Executive Office to determine our investment priorities. USAID Missions and Offices then develop country strategies to identify specific programs and activities. Finally, partners compete for funds, which are awarded through contracts, grants, and cooperative agreements.

## How We Award Funds

The majority of USAID's funds are awarded competitively. You can find opportunities through our [Business Forecast](#), which features current and upcoming opportunities. We post solicitations for contracts at [SAM.gov](#), and we post grants and cooperative agreements as a Notice of Funding Opportunity (NOFO) at [Grants.gov](#).

USAID also accepts unsolicited proposals and applications. We review every submission, but approve only a small number. Read [our guidance](#) before submitting an unsolicited proposal or application.

## Requirements to Work with USAID

To work with the U.S. Government, including USAID, all organizations must secure a CAGE code (for U.S.-based organizations) or NCAGE code (for non-U.S.-based organizations). They also must register in SAM, the System for Award Management. [SAM](#) is the U.S. Government's portal for managing the processes for contracts, grants, and cooperative agreements. Through SAM, all organizations will be assigned a 12-character alphanumeric Unique Entity Identifier (UEI).

Registration in these systems is free, but it takes preparation and time to complete each registration correctly. **Start the process well before your application deadline!**

## Resources

We have many resources for partners:

- Visit [WorkwithUSAID.org](https://www.workwithusaid.org) today! The website is a free resource hub that provides the knowledge and networks for organizations of all kinds to navigate how to partner with USAID. The website is set up to support new partners, existing partners, and USAID staff around the world.
- Check out these quick reference guides:
  - » [Acronyms and Terms \(PDF\)](#)
  - » [Registering to Work with USAID \(PDF\)](#)
  - » [Responding to a Solicitation \(PDF\)](#)
  - » [Tips for Working with USAID Implementers \(PDF\)](#).
- Learn with our “[How to Work with USAID](#)” training series.

## Get Connected

We have many resources for partners:

-  Follow us! [@WorkwithUSAID](https://twitter.com/WorkwithUSAID)
-  Follow us! [Work with USAID](https://www.linkedin.com/company/work-with-usaid)
-  Follow us! [Work with USAID](https://www.facebook.com/workwithusaid)
-  Join our group [Work with USAID](https://www.youtube.com/group/workwithusaid)

We want to connect with you and are here to help. If you're a partner looking to connect with the Agency, send us a message to [IndustryLiaison@usaid.gov](mailto:IndustryLiaison@usaid.gov).