

USAID Webinar series

“Exploring Partnerships and Opportunities between USAID and Indigenous Peoples”

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March 23rd, 2021



USAID

POLICY ON PROMOTING THE RIGHTS
OF INDIGENOUS PEOPLES

MARCH 2020



USAID Policy on Promoting the Rights of Indigenous Peoples (PRO-IP)- Four key objectives:



USAID webinar series

- Webinar 1: How does USAID operate?- March 23rd
- Webinar 2: USAID Projects focusing on Indigenous Peoples- April 20th
- Webinar 3: Partnership Opportunities for Indigenous Peoples and USAID implementing partners- May 18th

USAID Indigenous Peoples Advisors

Inclusive Development Hub, Bureau for Development, Democracy and Innovation



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USAID
FROM THE AMERICAN PEOPLE

HOW TO WORK WITH USAID

March 23, 2021

AGENDA

- About USAID
- Partnering with USAID
- Funding Opportunities
- Staying Connected
- Q&A





ABOUT USAID

OUR MISSION

We promote and demonstrate democratic values abroad and advance a free, peaceful, and prosperous world.



OUR WORK



DELIVER
HUMANITARIAN
ASSISTANCE



PROMOTE
GLOBAL
HEALTH



SUPPORT
GLOBAL
STABILITY



EMPOWER
WOMEN
AND GIRLS



CATALYZE
INNOVATION
AND PARTNERSHIP

OUR TEAM

Our team of 9,000+ serves in over 100 countries around the world.

Latin America
and the
Caribbean
Region

Europe and
Eurasia
Region

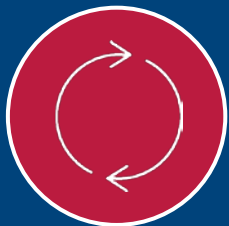
Africa
Region

Middle
East
Region

Asia
Region

- USAID Presence: Approved Mission, Office, or Senior Development Advisor in country
- USAID Non-Presence: USAID-funded program in country, no approved Foreign Service Officer presence
- USAID Headquarters

OUR OPERATING FRAMEWORK



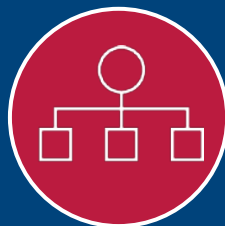
PROGRAM CYCLE
Guiding framework



**POLICIES, STRATEGIES,
FRAMEWORKS, AND VISIONS**
Analysis and evidence



**COUNTRY
DEVELOPMENT
COOPERATION
STRATEGIES (CDCS)**
Country-specific planning



**AUTOMATED DIRECTIVE
SYSTEM (ADS)**
Operating policies and
procedures

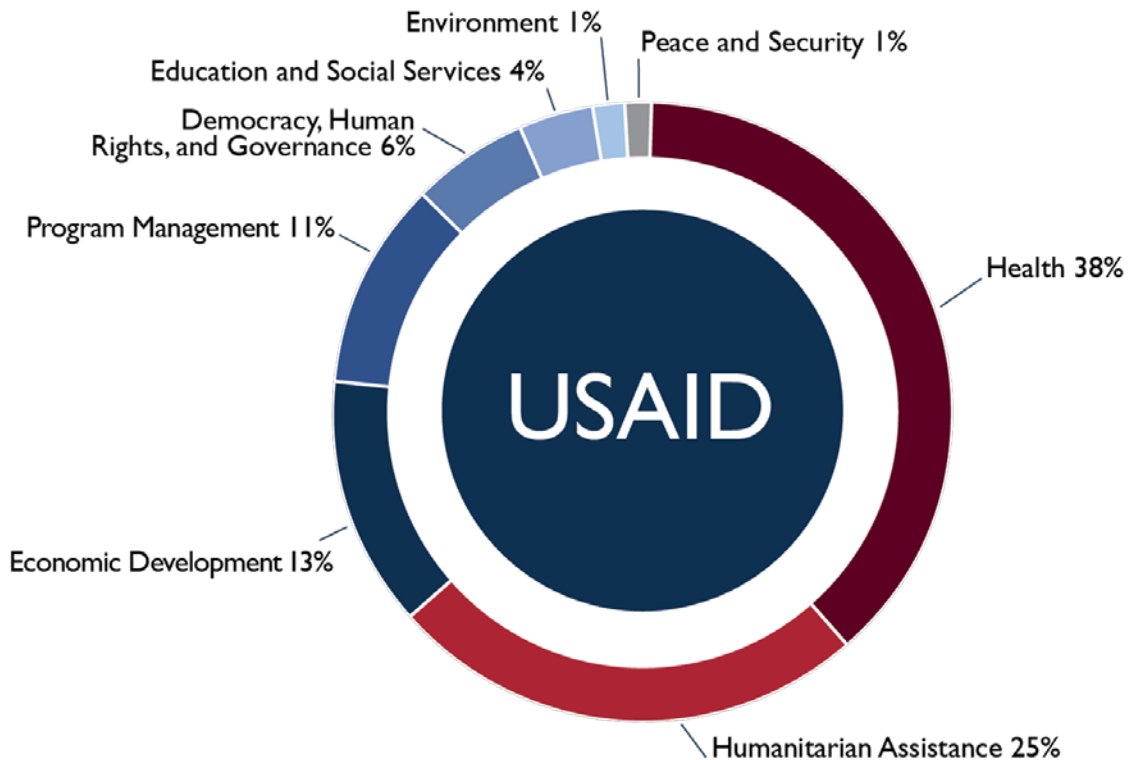


PARTNERING WITH USAID

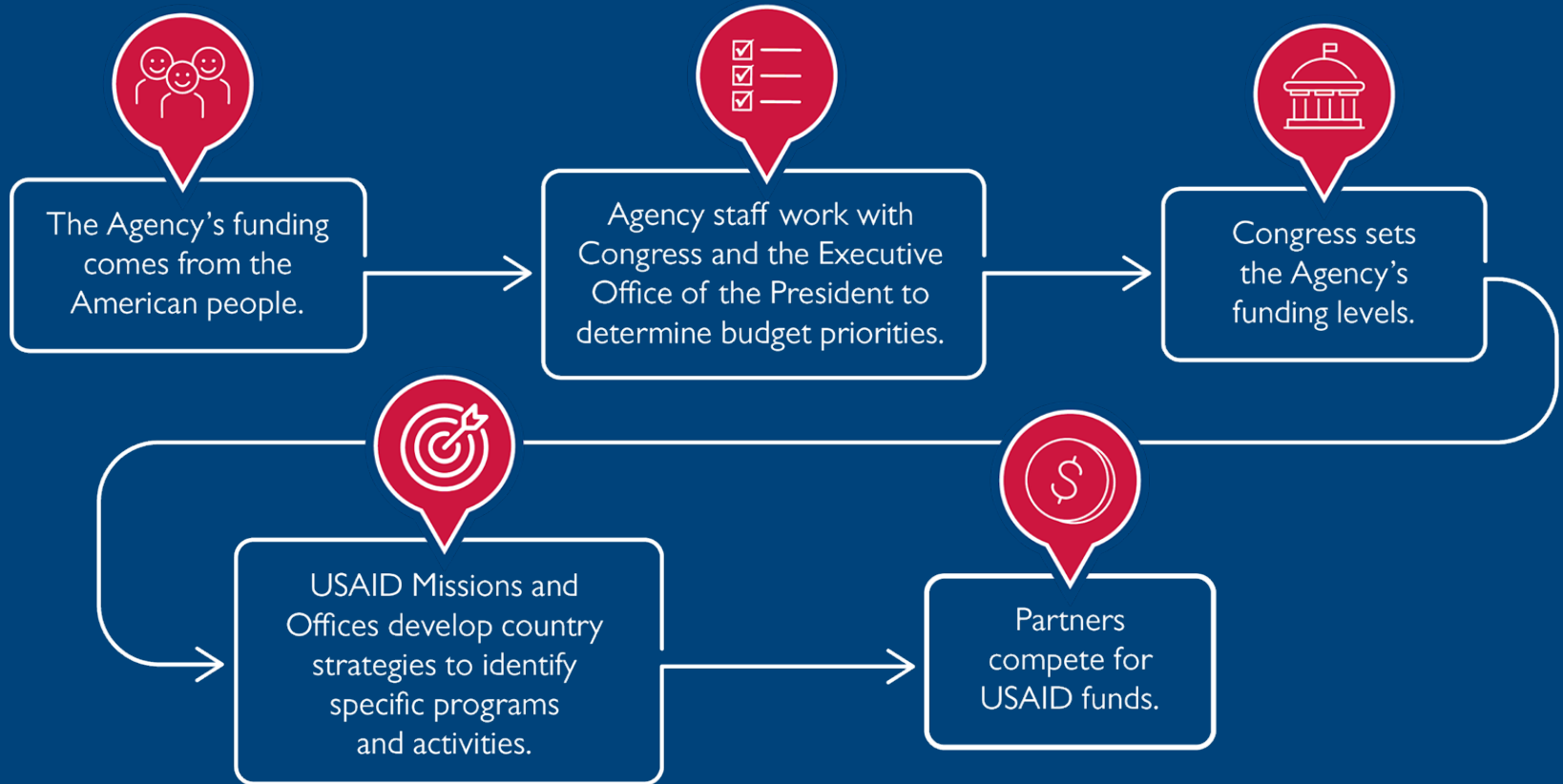
FY 2020 FUNDING

In FY 2020, USAID obligated more than \$21.4 billion to programs.

Funding by Sector



HOW WE FUND OUR WORK



OUR PARTNERS

We partner with more than 3,000 U.S. and non-U.S. organizations around the world.

- Non-governmental organizations (NGOs)
 - Charitable organizations
 - Colleges and universities
 - For-profit companies (including U.S. small businesses)
 - Researchers, scientists, and innovators
 - Indigenous Organizations
- Diaspora groups
- Faith-based and community organizations
- Other governments
- U.S. Government agencies
- Bilateral and multilateral donors



ACQUISITION AND ASSISTANCE STRATEGY

United States Agency for International Development (USAID)

December 2018

ACQUISITION AND ASSISTANCE STRATEGY

Guiding Principles

- Diversify the partner base.
- Change how we partner.
- Connect design, procurement, and implementation.
- Focus on value.
- Enable and equip the workforce.

NEW PARTNERSHIPS INITIATIVE

NPI simplifies access to USAID resources and makes it easier for partners to bring forward their ideas and innovations.



LOWERING THE DRAWBRIDGE



NEW PARTNERSHIPS INITIATIVE

GOAL: Multiply USAID's development impact by elevating local leadership, fostering creativity and innovation, and mobilizing resources across the Agency's programs.

GUIDING PRINCIPLES

Diversifying
our partner
base

Changing
how we
partner

Connecting design,
procurement, and
implementation

Focusing
on value

Enabling and
equipping the
workforce

METHODS

Direct awards to new and
underutilized partners

- Local entities, including government institutions
- Locally established partners
- Non-local organizations

Mentoring awards to
organizations that
sub-award more than
50 percent of the total
award value

Leverage awards to
organizations that
co-fund with cash



NEW PARTNERSHIPS INITIATIVE INCUBATOR

A global service hub
established to:

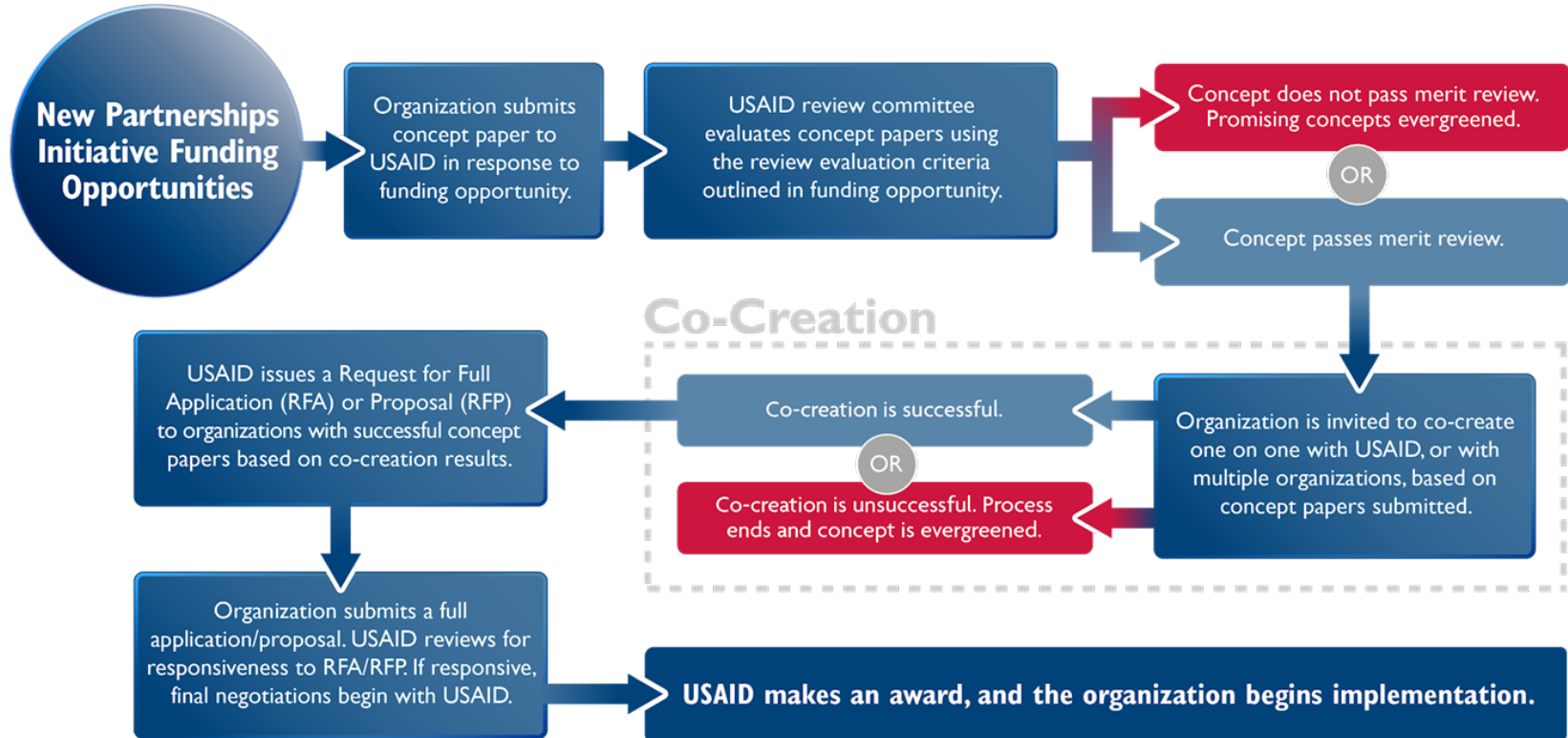
- Amplify
- Expand
- Help

USAID partner with new
and small organization.



USAID
FROM THE AMERICAN PEOPLE

NPI PARTNERSHIP PROCESS



*Process may vary for different opportunities. Please read each opportunity for full details on process.



FUNDING OPPORTUNITIES

WORKWITHUSAID.ORG

The screenshot shows the homepage of WorkwithUSAID.org. At the top left is the USAID logo with the tagline "FROM THE AMERICAN PEOPLE". To the right of the logo are navigation links: "Find a Partner", "Ready to Work with USAID?", "Library", and "News & Insights", each with a dropdown arrow. Further right are "Log In" and a blue "Register" button. The main content area features a large heading "New to USAID? Start Here." where "Start Here." is in red. Below this is a paragraph: "Welcome to WorkwithUSAID.org, a digital experience that connects, educates, and prepares organizations for engaging with USAID." A blue "Learn More" button is positioned to the left of the text "and become ready to work with USAID." At the bottom left, there is a "FOLLOW US:" section with icons for Facebook, Instagram, LinkedIn, and Twitter. The right side of the page is decorated with three circular images: a man with corn, a woman in a red sari, and a group of women in a field. A blue circular icon with a white speech bubble is in the bottom right corner of the page.

- Registration
- Pre-Engagement Assessment
- Partner Directory
- The Plan
- Leaders Forum
- Library
- Ask Zara

USAID'S BUSINESS FORECAST

The latest information about current and future funding opportunities updated daily.

Partners can:

- Search open and planned opportunities through different filters, including sector, location, and award types.
- Attend the quarterly Business Forecast Review webinar and submit questions.

<https://www.usaid.gov/business-forecast>

Sign up [here](#) to receive the latest updates and follow us on [Twitter](#)

HOW WE AWARD OUR FUNDS

The majority of the Agency's funds are awarded through competitive process.

ACQUISITION

The purchase of goods and services through a **contract** .

ASSISTANCE

Financial support from the U.S. Government to an organization, through **grant** or **cooperative agreement** , to help carry out a project that benefits the community.

FIND FUNDING OPPORTUNITIES

BETA.SAM.GOV

USAID contracts available for bidding are posted as Requests for Proposals (RFPs).

GRANTS.GOV

USAID cooperative agreements and grants are posted as Notices of Funding Opportunities (NOFOs).

TIPS FOR SUBMITTING AN APPLICATION OR PROPOSAL

- Read the entire solicitation **carefully** .
- **Ask questions** by sending them during the “open question period” to the listed point of contact.
- **Follow the instructions** outlined in the solicitation.
- Demonstrate your technical expertise, past performance, and ability to accomplish the work.
- Consider partnering with an organization that has experience working with USAID.

ARE YOU REGISTERED?

To be eligible to apply for U.S. federal awards (grants or contracts), entities need to obtain three registrations:

1. **DUNS:** Dun and Bradstreet nine-digit identification number

1. **CAGE or NCAGE:**

- Commercial and Governmental Entity (CAGE) five-digit code—for U.S. entities—automatically generated by SAM
- NATO Commercial and Governmental Entity (NCAGE) five-character code—for non-U.S. entities—required before registering for DUNS and SAM.

1. **SAM:** System for Award Management, the U.S. Government's portal to manage the processes for contracts, grants, and cooperative agreements.



STAY CONNECTED

OUR DOOR IS OPEN

CONNECT WITH US:

- IndustryLiaison@usaid.gov
- NPI@usaid.gov
- twitter.com/usaidbizopps
- Join our LinkedIn group [Work with USAID](#)
- Sign up for our [A&A and NPI email distribution list](#)
- Sign up for [WorkwithUSAID.org](#)

LEARN MORE

- ✓ [Business Forecast Quarterly Review](#)
- ✓ [Industry Liaison Newsletter](#)
- ✓ [NPI Newsletter](#)
- ✓ [Agency and Mission Events](#)
- ✓ [Webinars](#)
- ✓ [Twitter](#)
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ADDITIONAL RESOURCES

Top USAID Partners

TOP 15 ACQUISITION PARTNERS

Chemonics

Development Alternatives Incorporated (DAI)

Abt Associates Inc.

Tetra Tech ARD

Palladium International, LLC

Deloitte

Creative Associates International, Inc.

Management Sciences For Health, Inc.

Kenya Medical Supplies Authority (KEMSA)

Social Solutions International, Inc.

Tetra Tech Engineering & Architecture Services

Management Systems International, Inc.

Remote Medical International

Education Development Center (EDC)

RTI International

TOP 15 ASSISTANCE PARTNERS

World Food Program

The Global Fund to Fight AIDS, Tuberculosis And Malaria

Gavi Alliance Secretariat

FHI 360

United Nations Children's Fund

Catholic Relief Services – United States Conference of Catholic Bishops

Save The Children Federation, Inc.

International Organization for Migration

Mercy Corps

International Bank for Reconstruction and Development (IBRD)

Consortium for Elections & Political Process Strengthening

Care USA

World Vision Inc.

Food And Agriculture Organization of the United Nations

Anova Health Institute

RESOURCES

- USAID: [usaid.gov/](https://www.usaid.gov/)
- USAID Mission Directory: [usaid.gov/mission-directory](https://www.usaid.gov/mission-directory)
- Business Forecast: [usaid.gov/business-forecast](https://www.usaid.gov/business-forecast)
- Contract Opportunities: beta.sam.gov/
- Grants and Cooperative Agreements: [grants.gov](https://www.grants.gov)
- New Partnerships Initiative: [usaid.gov/npa](https://www.usaid.gov/npa)
- Unsolicited Proposal Submission: UnsolicitedProposals@usaid.gov
- Unsolicited Proposal Instructions: [usaid.gov/work-usaid/get-grant-or-contract/unsolicited-proposals](https://www.usaid.gov/work-usaid/get-grant-or-contract/unsolicited-proposals)
- Small Businesses: [usaid.gov/who-we-are/organization/independent-offices/office-small-and-disadvantaged-business-utilization](https://www.usaid.gov/who-we-are/organization/independent-offices/office-small-and-disadvantaged-business-utilization)

OPERATING FRAMEWORK: DEFINITIONS

Program Cycle: Guiding framework that links policy, strategic planning, project design, implementation, monitoring, evaluation, and learning.

Policies, Strategies, Frameworks, and Visions: Outline the Agency's position in key areas and provides guidance to the field through analysis, evidence, and past experience

Country Development Cooperation Strategies (CDCS): Multi-year, country specific planning tools designed to make strategic choices based on evidence and analysis and encourages innovative approaches.

Automated Directive System (ADS): USAID's operating policies and procedures. ADS 300 is specifically related to working with us.

UNSOLICITED PROPOSALS

To be legally eligible for consideration, unsolicited proposals should be:

- Innovative and unique.
- Independently originated and developed by the offeror.
- Prepared without U.S. Government supervision, endorsement, direction, or direct Government involvement.
- Include sufficient detail to permit a determination that USAID support could be worthwhile and benefit USAID's research and development or other responsibilities.
- Not be an advance proposal for a known USAID requirement that can or will be acquired by competitive methods.

DON'T FORGET

Visit [USAID.gov](https://www.usaid.gov) for additional resources, including online training and information about Agency priorities.

Sign up for our [A&A email distribution list](#)

Follow us on Twitter: [@USAIDBizOpps](#)
and [#WorkWithUSAID](#)

Join our new LinkedIn group [Work with USAID](#)

Sign up for [WorkwithUSAID.org](https://www.workwithusaid.org)



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- ✓ [Agency and Mission Events](#)
- ✓ [Webinars](#)
- ✓ [Twitter](#)
- ✓ [LinkedIn](#)



FOR MORE GUIDANCE

- Jesus Castillo, IPARD Monitoring, Learning and Evaluation Lead
- infoipard@fsc.org

Thank You

Visit www.usaid.gov for additional resources, including online training and information about Agency priorities.

Follow us on Twitter:
[@USAIDBiDpps](https://twitter.com/USAIDBiDpps) and
[#WorkWithUSAID](https://twitter.com/WorkWithUSAID)

