



USAID
FROM THE AMERICAN PEOPLE

HOW TO WORK WITH USAID

October 2021



ACQUISITION AND ASSISTANCE STRATEGY

United States Agency for International Development (USAID)

December 2018

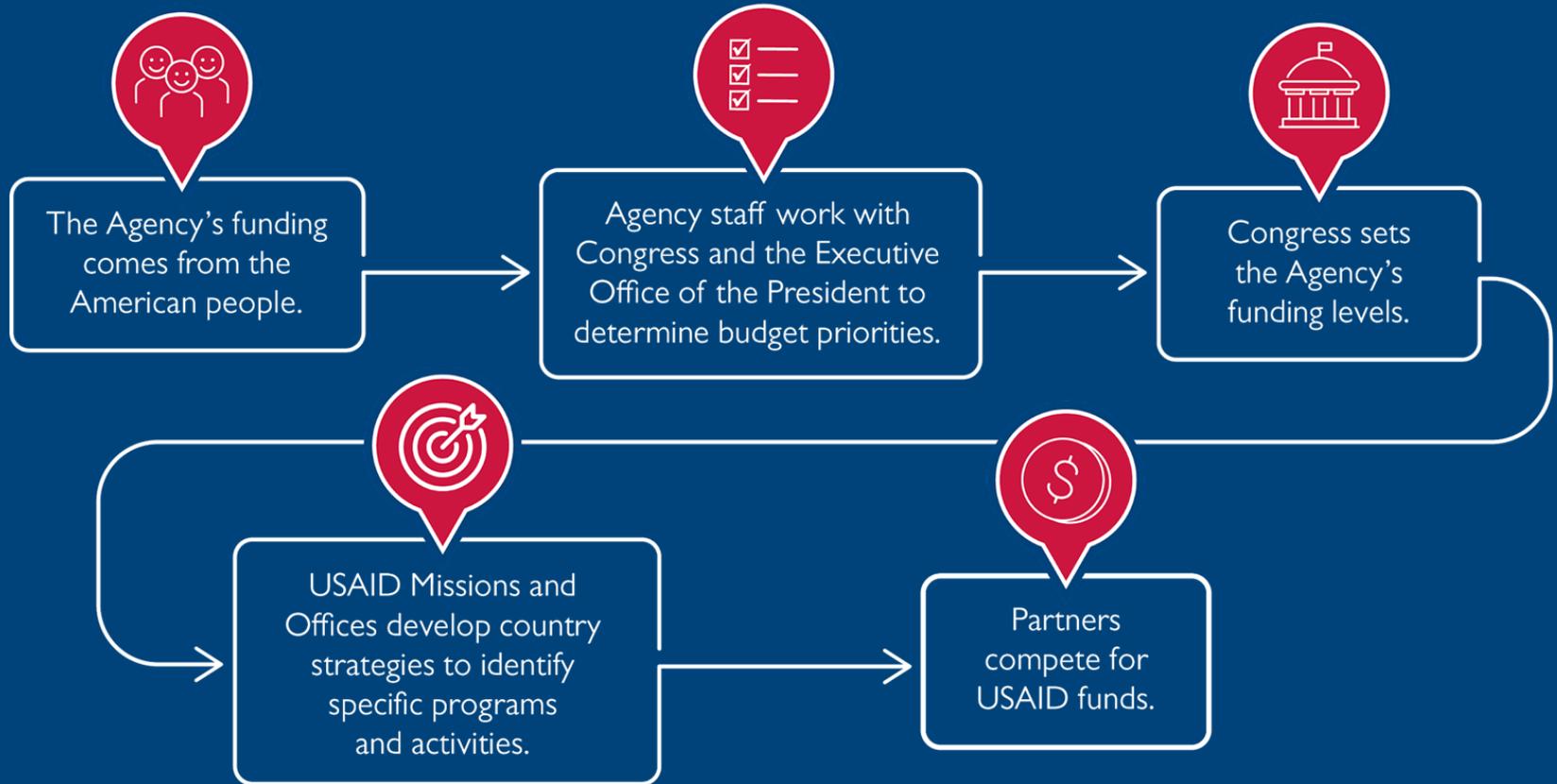
ACQUISITION AND ASSISTANCE ~~STRATEGY~~ Guiding Principles

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



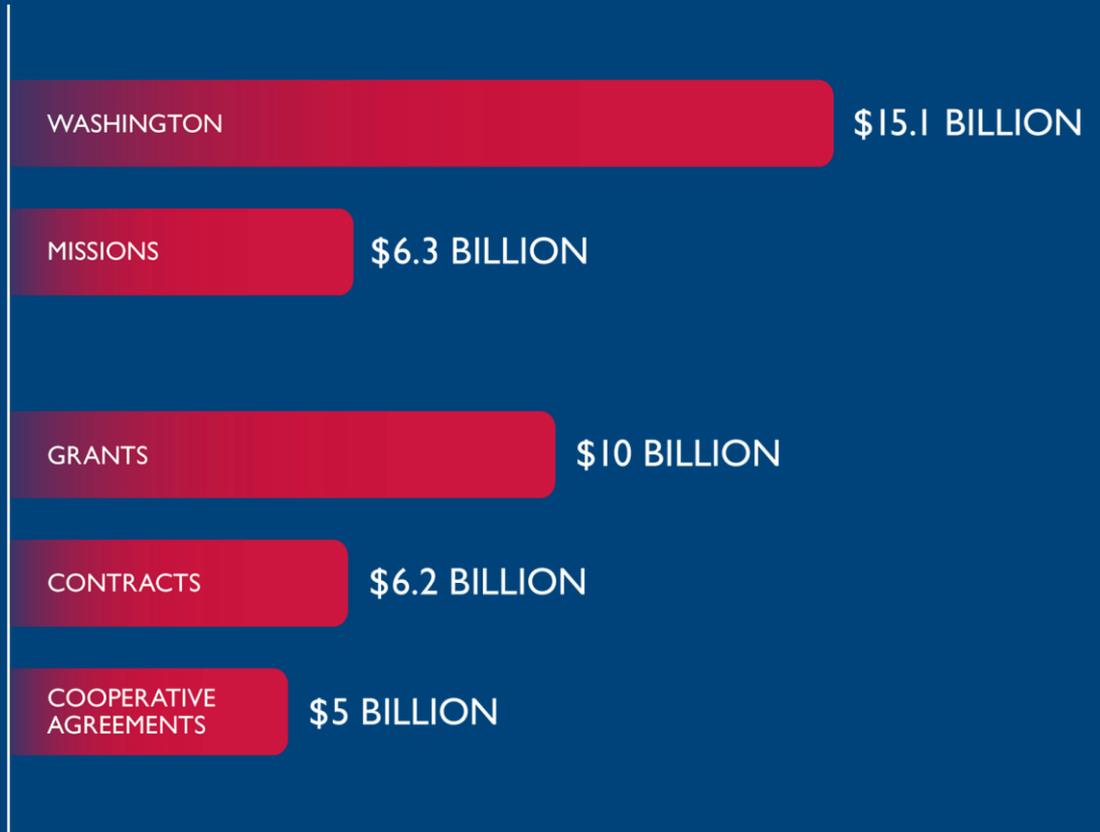
PARTNERING WITH USAID

HOW WE FUND OUR WORK

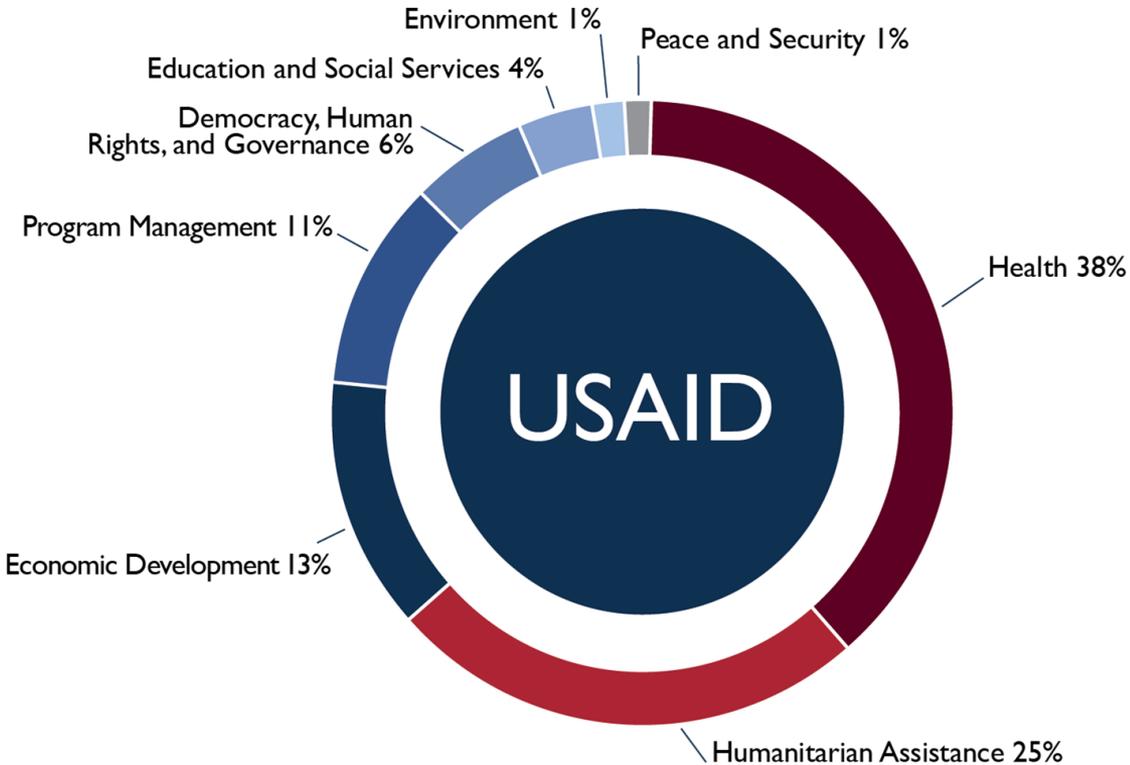


FY 2020 FUNDING AT A GLANCE

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



FY 2020 FUNDING BY SECTOR



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
- Diaspora groups
- Faith-based and community organizations
- Other governments
- U.S. Government agencies
- Bilateral and multilateral donors

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 a **grant** or **cooperative agreement**, to help carry out a project that benefits the community.

FIND FUNDING OPPORTUNITIES

Business Forecast: USAID's upcoming funding opportunities ([usaid.gov/Business-Forecast](https://www.usaid.gov/Business-Forecast)).

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).

USAID BUSINESS FORECAST

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

- Search open and planned opportunities through different filters, including sector, location, and award types.

Media Fund Activity			A&A Plan ID: AA-314532
			NAICS Code: TBD
			Fiscal Year of Action: 2021
			Last updated: 5/13/2021
Operating Unit: Serbia		Award/Action Type: Cooperative Agreement	
Sector: Democracy, Human Rights, and Governance		Category Management Contract Vehicle: N/A	
A&A Specialist / POC: Branislav Bulatovic		Solicitation Number: TBD	
Award Length: 5 years		Small Business Set-Aside: TBD	
Eligibility Criteria: TBD		Co-creation: TBD	
Principal Geographic Code: 937- Default Geographical Code			
Anticipated Solicitation Release Date:	Anticipated Award Date:	Total Estimated Cost/Amount Range:	
12/31/2021	3/31/2022	\$4M - \$9.99M	
Media Fund Activity will support access to finance for Serbian digital media, information, and communications sector stakeholders.			
Show change log			

Visit: [usaid.gov/business-forecast](https://www.usaid.gov/business-forecast)

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.
- Create a strong proposal by demonstrating your technical expertise, past performance, and ability to accomplish the work.
- Be specific—do not let USAID make assumptions.
- Consider partnering with an organization that has experience working with USAID.

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:

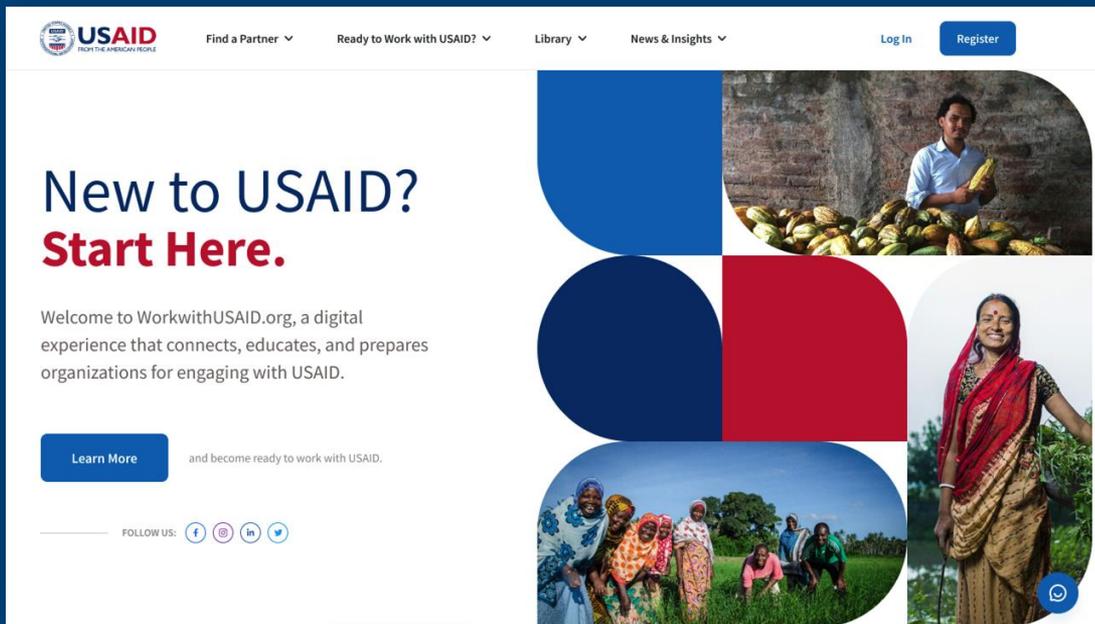
- **Amplify** USAID's external communication efforts to help strengthen and diversify its partner base.
- **Expand** USAID's capacity for partnerships.
- **Help** partner organizations work with USAID.



USAID
FROM THE AMERICAN PEOPLE

Coming Soon: WorkwithUSAID.org

This **globally accessible** website offers a variety of **innovative services** and **curated tools** designed to improve organizational readiness, connect partners to peers and experts, and prepare them to pursue **USAID funding**.



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

Our Door is Open

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

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and [#WorkWithUSAID](#)

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

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

