GLOBAL DEVELOPMENT ALLIANCE
THE DEVELOPMENT FRONTIER
October 2005

HIGHLIGHTS

- **USAID LAUNCHES NEW "COLLABORATION AGREEMENT" TOOL TO SIMPLIFY AND EXPEDITE THE ALLIANCE BUILDING PROCESS**

- **INTRODUCING THE GDA TEAM**

- **ANNUAL PROGRAM STATEMENT (APS) UPDATE**

- **PLUS: SEE OUR ALLIANCE SHOWCASE FOR RECENT EXAMPLES OF THE GDA IN ACTION**

Dear Colleagues:

Welcome to the inaugural issue of *The Development Frontier*, USAID's Global Development Alliance Secretariat (GDA) quarterly update on how USAID is partnering with private enterprise and improving the lives of the people in the developing world.

The GDA is USAID's commitment to change the way we implement our assistance mandate. GDA mobilizes the ideas, efforts and resources of governments, businesses and civil society by combining the interests and capabilities unique to each.   Resources leveraged are as diverse as the alliances themselves. They include technology and intellectual property

rights, market creation, best practices, policy influence, and expertise ranging from international trade to biodiversity protection. Together, the combination of complementary assets has encouraged innovative approaches, more effective problem solving, and deeper program impact.
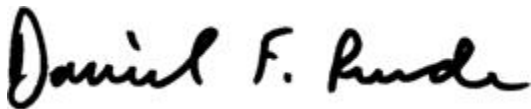
Since our inception in 2001, we have leveraged $1.1 billion in USAID funds with $3.7 billion in total partner resources to establish nearly 300 alliances worldwide. The partnerships we have forged bring together the expertise of professionals in USAID's eighty field missions with the experience of private sector actors to generate maximum impact.

I have seen, through my experience within the GDA as Outreach and Alliance Manager, Acting Director and now as the Director, the GDA initiative has made great progress. In recognition of our achievements, the GDA was recognized in May 2005 as a Finalist in the Innovations in Government Program at Harvard University.

It is my responsibility to continue the critical work of mainstreaming GDA, supporting and strengthening alliances, building efforts for field missions and other operating units and
serving as a "one stop shop" for outside organizations. Our field managers see alliance building as a critical part of doing business. It is apparent that a permanent central locus of expertise, training and technical assistance and resources will be needed for continued success.

None of this would be possible without you. We hope that you enjoy this newsletter, and we look forward to hearing from you.

Dan Runde

Director, GDA Secretariat

GDA IN THE NEWS

<u>USAID Launches New "Collaboration Agreement" Tool to Simplify and Expedite the Alliance-Building Process</u>

The new Collaboration Agreement is in response to a 2004 assessment of the GDA's business model, which found the Agency's standard procurement mechanisms were not always suited to the dynamics of building public-private alliances. The Collaboration Agreement also formalizes GDA's relationships with for-profit and other nontraditional partners-also called resource partners-while keeping relationships with more traditional implementing partners intact. The Collaboration Agreement reflects the partnership nature of public-private alliances, rather than the procurement relationship implied by our standard funding mechanisms. It is a major step forward in enabling program staff to strengthen development impact through public-private alliances.

Administrator Andrew Natsios, who authorized the Collaboration Agreement's immediate use at the start of 2005, has long stressed the need to tap into the wealth of resources found in the private sector. These nontraditional partners do not routinely work with USAID and they provide services that don't normally involve foreign development assistance. Resource partners-including corporations and foundations-can offer expertise in research and development, marketing and distribution, market presence, and intellectual property.

The new Collaboration Agreement is considered appropriate when: (1) a nontraditional partner will receive USAID funds directly and there is a compelling reason why federal and non-federal resources would be jointly programmed; (2) the alliance fits within the scope of work of an Annual Program Statement or Request for Application; and (3) other funding mechanisms have been deemed unfeasible or inappropriate.

The Collaboration Agreement will not replace standard funding mechanisms.

Introducing the GDA Team

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Kim Kim Yee kyee@usaid.gov	**- Latin America and the Caribbean** **- Economic Growth/Trade** **- Urban Programs; Education** **- Energy**

Annual Program Statement (APS) Update

Each year, the GDA releases an Annual Program Statement (APS) which provides guidelines on working with the GDA and outlines our application process. The statement for fiscal year 2006 shall be published on the GDA website later this month (October). The draft for this year's APS requires applicants to first submit a concept paper to a Mission for comment prior to the submission of a proposal. All proposals will be submitted to the appropriate mission(s), bureau or Washington operating unit and not to the Secretariat. Missions will have an opportunity to forward innovative proposals to the GDA Secretariat to be considered for funding. As in the previous APS and RFA, mission or bureau co-funding and leveraging at a minimum 2:1 ratio are favorably viewed by the GDA Secretariat. The GDA Secretariat anticipates that missions and operating units would choose to participate and would benefit from this procurement competition coverage offered by the APS.

ALLIANCE SHOWCASE

Balkan Trust for Democracy (BTD)

The BTD, a $27 million fund created by USAID, the German Marshall Fund and the Charles Stewart Mott Foundation, awards over $2 million in grants annually to support good governance and civil society in Southeastern Europe. The BTD has been established at a time when the countries of Southeastern Europe have begun the long process of gaining membership in the European Union, and Romania and Bulgaria have been invited to join NATO. While having stable democracy is a prerequisite to membership in these organizations, democracy remains fragile throughout the region and work is still needed to improve governmental accountability, transparency, and responsiveness to citizens.   The Balkan Trust for Democracy is intended to serve as a model of how public and private institutions can join together to help support good governance and civil society engagement throughout the world.
http://www.usaid.gov/locations/europe_eurasia/press/balkan_trust.html

Networking Academy Alliance

The Cisco Networking Academy Alliance is a multimillion dollar global e-learning initiative that is cultivating a robust IT workforce in developing countries. By teaching students the necessary computer networking skills and preparing them for internationally recognized Cisco Certified Network Associate credentials, the alliance provides the skills required to compete effectively in the global marketplace. The alliance also provides scholarships for girls and women to attend the Networking Academies and offers job-searching guidelines to Academy graduates. Through its Networking Academy Program pioneered in the United States, Cisco is now a global partner with USAID and other donors working to bridge the digital divide among nations.

Restorative Justice in Colombia

USAID, the AlvarAlice Foundation, and local Colombian supporters have committed $3.4 million to demobilize paramilitary and guerrilla combatants and reincorporate them into society. The alliance ranges from teaching local farmers new planting and irrigation techniques to creating a curriculum on humanitarian law to be taught at Colombian

universities. Such projects are helping Colombia overcome the legacy of 50 years of conflict that escalated during the 1990s drug-trafficking boom.
http://www.usaid.gov/press/frontlines/fl_apr05/profiles.htm#3

RESOURCES
For more information about the GDA, please visit:

http://www.usaid.gov/gda

To Download a Brochure of Our Partnerships, please visit:

http://www.usaid.gov/our_work/global_partnerships/gda/pnact008compliant.pdf

To Learn in Which Countries USAID Maintains a Mission, please visit:

http://www.usaid.gov/locations/missiondirectory.html

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Please e-mail us at GDA@usaid.gov.

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