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**REAL CHALLENGES
REAL SOLUTIONS**



GLOBAL DEVELOPMENT ALLIANCES

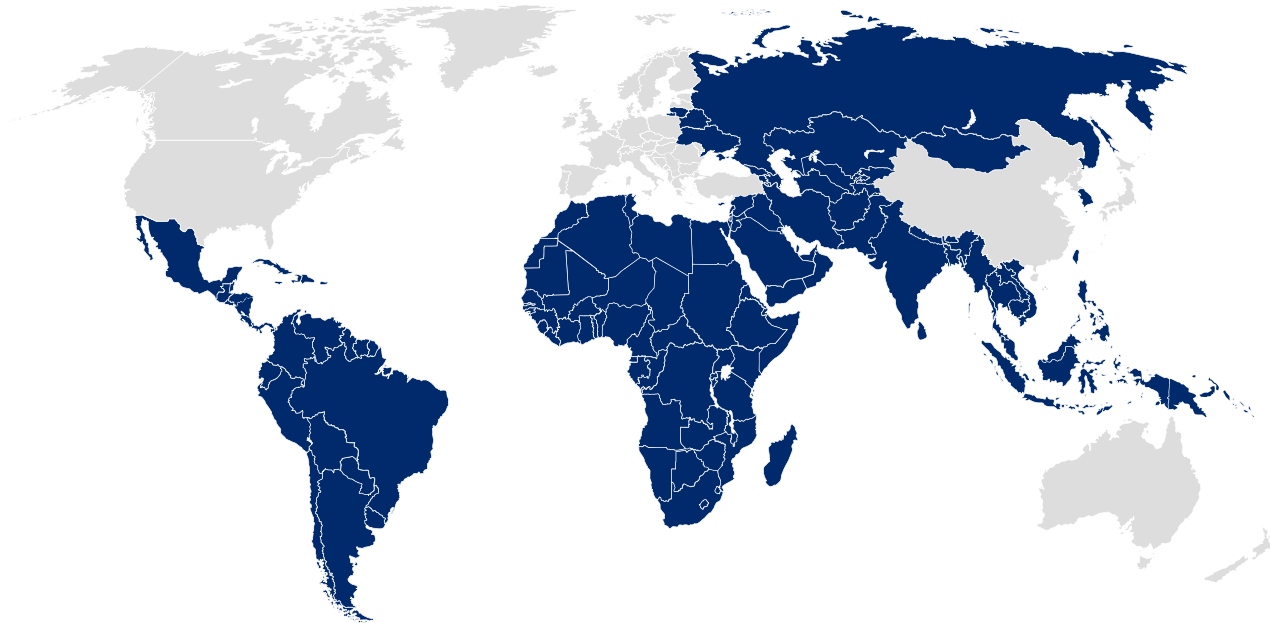
Doing Business through Partnership



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What is USAID?

- The U.S. Agency for International Development (USAID) is **the world's largest development agency** with offices in **86 countries**





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USAID Invests in:

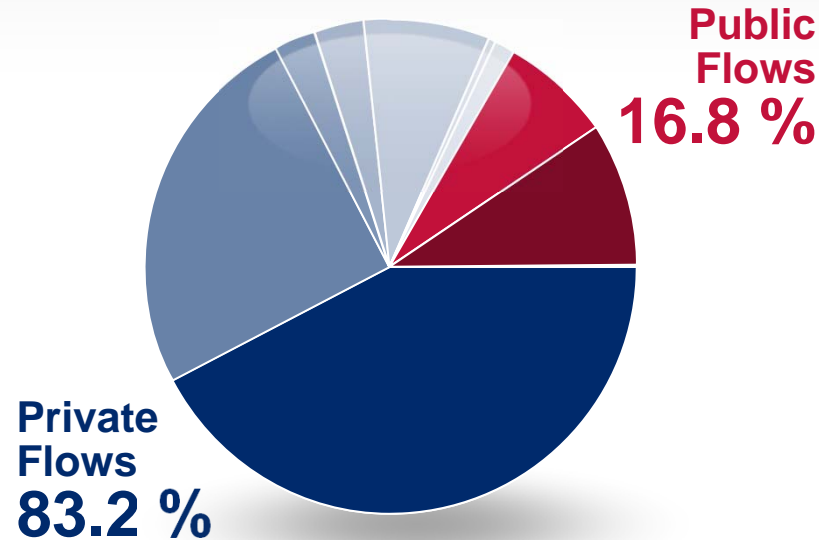
- Agriculture
- Conflict prevention & humanitarian assistance
- Democracy and governance
- Economic growth and trade
- Education
- Health





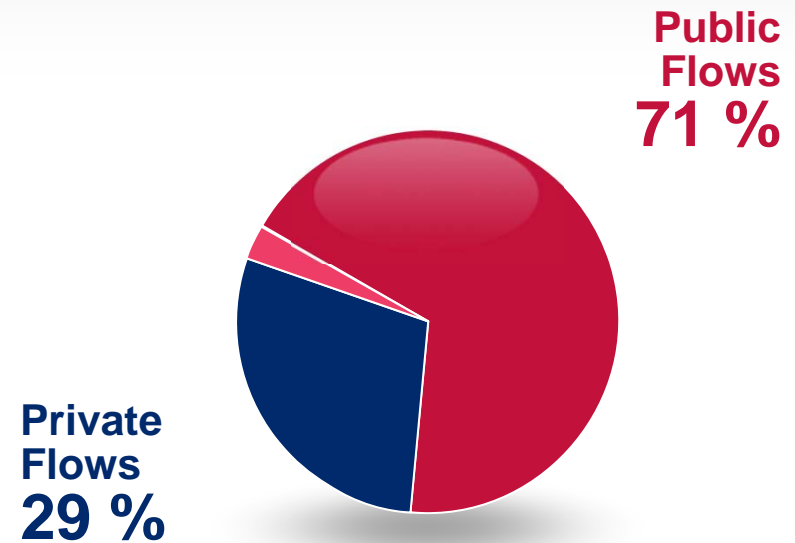
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**US Total Resource Flows
to the Developing World in 2005:
\$164 Billion**



- Private Capital Flows (FDI and Net Cap Markets) 42.1%
- Remittances 25.0%
- Universities and Colleges 2.8%
- Religious Organizations 3.3%
- NGOs 8.2%
- Foundations 1.3%
- Corporations 0.5%
- U. S. Government Official Development Assistance 9.4%
- Iraq and Afghanistan 7.4%

**US Resource Flows
to the Developing World in the 1960s:
\$5.1 Billion**



- U.S. Official Development Assistance 68%
- Private Flows 29%
- Other official Flows 3%



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Alliances Bring Value

**Business
Interests**

**Alliance
Opportunity**

**USAID
Development
Goals**



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What are Global Development Alliances?





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Alliance Characteristics

Jointly defined problem and solution



Shared resources, risks, and responsibilities



Innovative



Mutual Investment





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Why Partner with USAID?

Relationships with local and national governments



Technical expertise across industries and sectors



Network of local, regional and global partners



Funding



Convening power



Long-term country presence



Credibility and goodwill





Reasons Companies Partner

Business Drivers Markets

- Market Access
- Business Environment Challenges
- Risk Mitigation
- Value Chain Sourcing / Production



CSR Drivers

- Corporate Social Responsibility
- Public Relations
- Visibility
- Philanthropy





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Resources Businesses can Invest

Business minded, market-driven approaches



Funding



Access to global supply chains and markets



Skills, services and products



Communication and marketing



Technology and intellectual property transfer



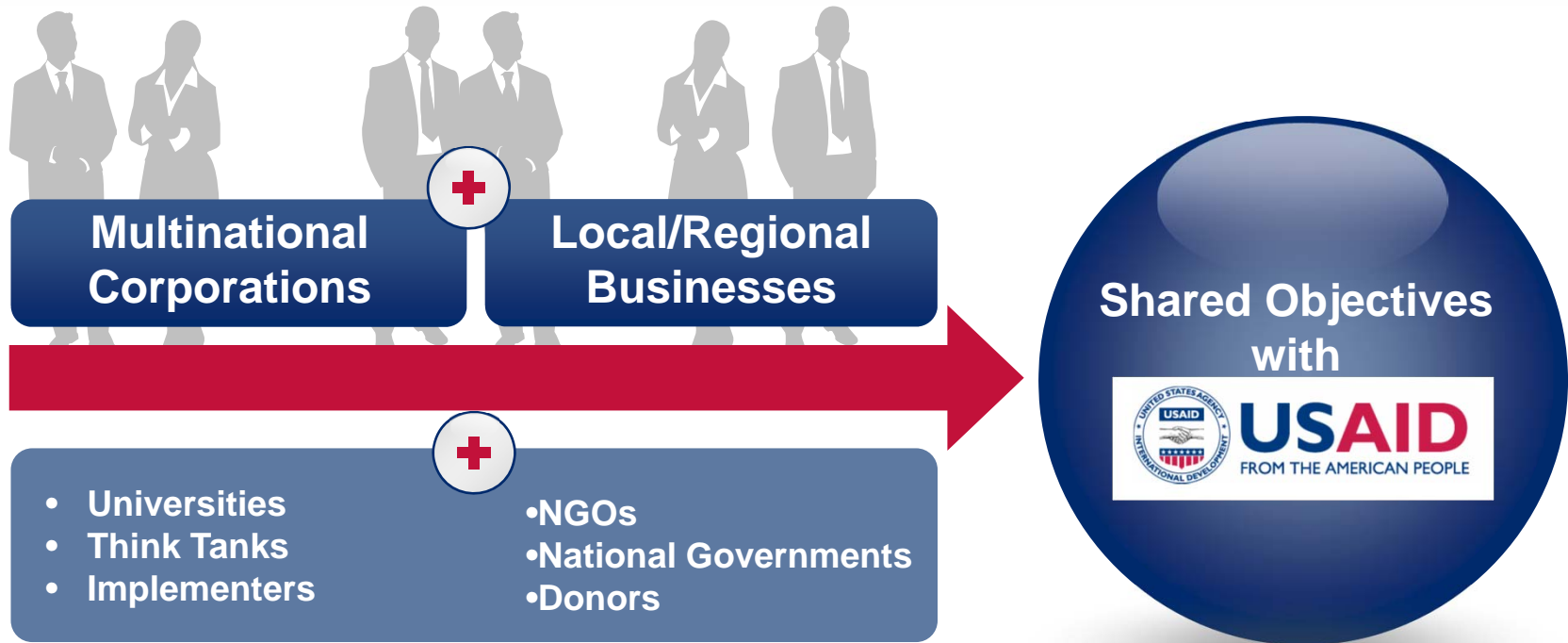
Relationships with local business actors





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Who Partners?





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Steps to Partnership

1
Contact
ODP/PSA at
USAID in
Washington,
DC

2
Assess interests,
align priorities,
identify
opportunities

3
Jointly define
partnership
objectives,
identify
resources
available,
review
program
activities for
potential
synergies

4
Collaborate on
the design of
partnership
program
activities,
determine
project
implementation

5
Sign MOU and
begin project
implementation.

