PARTNERING WITH USAID

Building Alliances for Sustainable Solutions

Diaspora, Diplomacy & Development
Global Diaspora Forum, May 17 – 19th 2011

THIS IS USAID

The United States has a long history of extending a helping hand to those people overseas struggling to make a better life, recover from a disaster or striving to live in a free and democratic country. It is this caring that stands as a hallmark of the United States around the world -- and shows the world our true character as a nation.

U.S. foreign assistance has always had the twofold purpose of furthering America's foreign policy interests in expanding democracy and free markets while improving the lives of the citizens of the developing world. Spending less than one-half of 1 percent of the federal budget, USAID works around the world to achieve these goals.

USAID's history goes back to the Marshall Plan reconstruction of Europe after World War Two and the Truman Administration's Point Four Program. In 1961, the Foreign Assistance Act was signed into law and USAID was created by executive order.

Since that time, USAID has been the principal U.S. agency to extend assistance to countries recovering from disaster, trying to escape poverty, and engaging in democratic reforms.

USAID is an independent federal government agency that receives overall foreign policy guidance from the Secretary of State. Our work supports long-term and equitable economic growth and advances U.S. foreign policy objectives by supporting:

- economic growth, agriculture and trade;
- global health; and,
- democracy, conflict prevention and humanitarian assistance.

We provide assistance in five regions of the world:

Sub-Saharan Africa,
Asia,
Latin America and the Caribbean,
Europe and Eurasia, and
The Middle East.

With headquarters in Washington, D.C., USAID's strength is its field offices around the world. We work in close partnership with private voluntary organizations, indigenous organizations, universities, American businesses, international agencies, other governments, and other U.S. government agencies. USAID has working relationships with more than 3,500 American companies and over 300 U.S.-based private voluntary organizations.

To learn more about USAID visit: www.usaid.gov

RESOURCES ON DIASPORA ENGAGEMENT

AMPLIFYING THE IMPACT OF REMITTANCES

Under the Diaspora Network Alliance (DNA) framework, USAID and its resource partners are engaging in programmatic activities designed to amplify the development impact of remittances. These activities seek to:

- Encourage traditional money transfer organizations and banks to develop and market their services to remittance clients and/or promote linkages with microfinance institutions to deepen outreach.

- Develop regional and domestic payment systems to meet the needs of migrants and their families and facilitate international transfers.

- Support pilot programs that link remittances to financial products (housing loans, health insurance, consumer loans, student loans, education funds, pension plans, enterprise loans, indigenous rotating saving schemes, etc.).

- Explore technological innovations (such as mobile-banking) that could reduce transaction costs, increase security, and provide remittance clients with a range of convenient services.
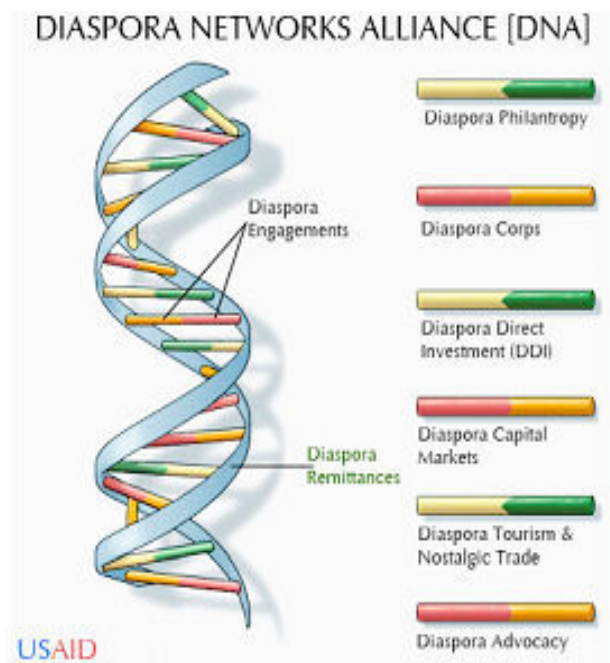
For more information on the DNA framework, go to: http://www.usaid.gov/our_work/global_partnerships/gda/remittances.html

USAID (supported) Websites:
- Secretary's Global Diaspora Forum (May 17 – 19, 2011): www.diasporaalliance.org
  USAID – Western Union Partnership African Diaspora Marketplace: www.diasporamarketplace.org
- USAID partnered with the Migration Policy Institute to conduct the Diaspora Networks Alliance (DNA) Engagement Studies: http://www.microlinks.org/diaspora

Other Multilateral Donors:
- World Bank Blog about migration, remittances and development: http://blogs.worldbank.org/peoplemove/
- UN-EU backed Migration for Development Community of Practice: http://www.migration4development.org/
- Online Community on Migration and Integration jointly built by UN Alliance of Civilizations and the International Organization for Migration: http://www.unaoc.org/ibis/

FINANCIAL RESOURCES

GENERAL GRANT-SEEKING ADVICE FOR NGOs/PVOs

Visit www.usaid.gov/locations to see if USAID and your organization are currently working in the same country and to ensure that your organization's goals align with the USAID priorities for that country.

NGOs that seek to compete for USAID grants and cooperative agreements *must be registered* in USAID's Private Voluntary Organization (PVO) online registry. Funding for Disaster assistance and sub-grants or sub-contracts, are generally not subject to this requirement. To learn more, visit USAID Private Voluntary Co-operation (PVC) web site at www.usaid.gov: search keyword **PVC**.

USAID seeks to work with partners willing to collaborate with other organizations. Explore the PVO registry at www.pvo.net/usaid/ and research USAID-funded groups that you may want to partner with to complete common development objectives. Alliances with other organizations can make your organization more competitive when applying for funding.

Establish a relationship with the USAID Mission in the countries where you work; set up meetings with them and invite them to see your operation.

Sign up for the *International GrantStation Insider* at www.GrantStation.com. This monthly newsletter provides the latest information on new funding programs and upcoming grant deadlines, as well as general information that benefit all grant-seekers.

FOR BUSINESSES

All companies *must register* with the Central Contractor Registration (CCR) at: www.ccr.gov.

The U.S. Government has two central web portals for companies interested in business opportunities. When USAID posts solicitations, notices of contract opportunities and corresponding solicitations are available at FedBizOp at www.fbo.gov, the single source for federal procurement opportunities. Notices of federal grant and cooperative agreement opportunities are listed at www.grants.gov.

GRANTS AND COOPERATIVE AGREEMENTS (ASSISTANCE)

USAID generally undertakes direct assistance programs to benefit developing countries through competitive grants and cooperative agreements. This ensures that all activities are concentrated on specific objectives to maximize impact and that they are consistent, mutually reinforcing, and draw support from the best available sources. The Agency publishes Annual Program Statements (APS) and Requests for Assistance (RFAs) on www.grants.gov to advertise competitive assistance programs.

APS is a channel through which local, national and multinational corporations of any size, both U.S. and foreign owned, can propose innovative public-private partnerships that achieve their core business goals, while also enabling USAID to accelerate and exponentially increase the impact of our foreign assistance investments. Visit: www.usaid.gov: search keyword **APS.**

RFAs invite interested parties to submit competitive applications for USAID assistance and explain what the application should contain, how it should be written and the evaluation criteria to be used.

Award Eligibility: The solicitation officer (RFA/RFP) will identify who may be eligible for an award. Before USAID awards a grant or contract, it must make a determination based on the following types of information obtained from the applicant or other available sources:

- Proof of financial resources to perform the project, or the ability to obtain them.
- If no audited financial statements are available, USAID may perform a pre-award survey.
- Projected budget, cash flow, organizational chart, and past performance references.
- Applicable policies and procedures of the potential partner (e.g., accounting, personnel, purchasing, property management).

If a USAID Contracting or Agreement Officer cannot make a positive, pre-award determination, a formal selection survey involving a pre-award audit of the business will be required.

ACQUISITIONS AND CONTRACTS

USAID also does business through a variety of federal contracting mechanisms. For more information on USAID assistance or contracts, please visit: www.usaid.gov/business/business_opportunities.

Contracts (Acquisitions). These are subject to the Federal Acquisition Regulations (FAR), the USAID Supplement to the FAR (AIDAR), and applicable portions of USAID's Automated Directives System (ADS).

FedBizOpps (Federal Business Opportunities) are for procurement opportunities over $25,000. Government buyers are able to publicize their contract opportunities by posting information directly to Fed-BizOpps www.fbo.gov. Commercial vendors seeking federal markets for their products and services can search, monitor, and retrieve opportunities solicited by the entire federal contracting community. Acquisitions for contract actions are posted directly to FedBizOpps by registered USAID federal users. Posts include
Requests for Proposals (RFPs), Invitations for Bids (IFBs), and Requests for Quotations (RFQs).

Personal Services Contracts (PSCs). Under a PSC, a contractor is treated very much like civil service staff, frequently performing the same or similar work. USAID hires people under PSCs to work in a variety of fields, both in USAID/Washington and in USAID Missions worldwide.

Small Businesses: USAID's Office of Small and Disadvantaged Business Utilization and Minority Resource Center (OSDBU/MRC) serves as an advocate and advisory office within the Agency for U.S. small businesses, small disadvantaged businesses, women-owned small businesses, HUB Zone small businesses, and service-disabled veteran-owned small businesses. Learn more about this service and opportunities for your small business at: www.usaid.gov/business/small_business/

Private Sector Alliance
USAID's Private Sector Alliance (PSA) division is the Agency's public-private partnership hub, which works to enhance development impact by mobilizing the ideas, efforts, and resources of the private sector. PSA uses the Global Development Alliance model (GDA) to form alliances between two or more parties to jointly define and address a development issue. Alliance partners share resources, risks, responsibilities and rewards in pursuit of common objectives. PSA issued its APS in January 2011. For information on the application process visit the GDA Web site at ww.usaid.gov/our_work/global_partnerships/gda.

UNSOLICTED PROPOSALS

USAID is always looking for those who can contribute new ideas consistent with the Agency's development assistance objectives in the countries where we work. USAID prefers to issue competitive awards whenever possible in order to ensure that we achieve the best value and strongest solutions from those who can deliver the desired results. While we accept unsolicited proposals for review, potential offerors should be aware that only in highly exceptional cases are such proposals likely to be funded. **Unsolicited Proposals are expected to be for new, unique, and innovative activities that would not otherwise be "an advance proposal for a known USAID requirement that can be acquired by competitive methods."** Please ensure that you are familiar with USAID's country- or regional-based programs prior to submission.

To submit a hard-copy unsolicited proposal to USAID, carefully read the requirements for submission provided at: www.usaid.gov/business/business_opportunities/.

For Contracts: All unsolicited proposals requesting funding for a contract should be sent to:

>   USAID, Evaluation Division (M/OAA/E)
>
>   1300 Pennsylvania Avenue, N.W.
>
>   Washington D.C. 20523
>
>   Attn: Evaluation Division Chief

Please clearly mark the envelope: **"Re: Unsolicited Proposal."**

For Grants, Cooperative Agreements: All unsolicited applications for grants and cooperative agreements can be submitted via email or hard copy to the appropriate USAID Mission or office. Check the USAID website for contact information or write to:

>   U.S. Agency for International Development
>
>   Bureau/Office Name
>
>   Point of Contact (if known)
>
>   1300 Pennsylvania Avenue, NW.
>
>   Washington, DC 20523–7803test

HOW USAID USES DIFFERENT FUNDING MECHANISMS

Indefinite Quantity Contracts (IQCs) do not specify definite quantities or delivery at the time of the award. They are sector-based contracting mechanisms used by USAID to simplify procurement processes for USAID Missions and Bureaus. IQCs enable USAID to rapidly secure services from a preapproved list of contractors. Organizations may find it beneficial to work as subcontractors with preapproved contractors to fulfill their objectives in certain countries.

Cooperative Agreements allow the government limited participation in the recipient's assistance program. This participation is limited to approval of the implementation plan and key personnel, participation or collaboration in advisory committees on technical or programmatic issues, concurrence on substantive provisions of sub-awards, approval of monitoring and evaluation plans, and Agency monitoring to permit specified directions or redirection because of inter-relationships with other projects.

Leader With Associated Cooperative Agreements (LWAs) are single agreements between USAID and a prime awardee, or "leader," that are vested with central funds. USAID Missions and Regional Bureaus can negotiate and fund multiple "associate awards" associated with the program description under the leader award.

Associate Awards are grants that USAID Missions award under a LWA agreement between the "leader" and USAID. Associate awards are issued without going through a competitive or sole-source justification process; thus they allow USAID Missions and Bureaus to quickly and easily access technical support in response to development challenges. All associate awards are initiated by the local USAID Mission, and leader partners are strongly discouraged from approaching the Mission with unsolicited work ideas.

Interagency Agreements (IAAs) are agreements through which one government agency obtains supplies or services through another government agency. The agency providing the supplies or services often uses the funds to award contracts and/or grants. Services or supplies obtained through IAAs are unique to the servicing agency and are not found commercially.

Partial Credit Guarantees allow USAID to use credit for any development purpose specified by the Foreign Assistance Act. They cover up to 50 percent of the risk in lending to projects that advance USAID objectives and catalyze developing-country private sectors to expand investment in local development activities. USAID Missions are the primary contact for obtaining these loans, although the Development Credit Authority can issue loan guarantees to private lenders, particularly for local currency loans.

Grants Under Contract use a contractor to manage a grants program when it is not feasible to use USAID's direct grant award processes. These grants are awarded to NGOs. USAID is significantly involved in the contractor's selection criteria and choice of grant recipient. USAID grant requirements apply to contractor-issued grants, and contractors are not allowed to award cooperative agreements.

Blanket Purchase Agreements are basic ordering agreements negotiated between a contractor and an agency, contracting activity, or contracting office, containing (1) terms and clauses applying to future contracts (orders) between the parties during its term; (2) a description, as specific as practical, of supplies or services to be provided; and (3) methods for pricing, issuing, and delivering future orders under the basic ordering agreement. A basic ordering agreement is not a contract.

CENTER FOR FAITH-BASED AND COMMUNITY INITIATIVES

USAID is commitment to working with faith-based organizations by developing the Center for Faith-based and Community Initiatives (CFBCI) to better equip faith-based and secular community development organizations as they provide assistance around the world. CFBCI works as a bridge between small nongovernmental organizations and USAID, connecting groups with relevant points of contact at USAID and informing groups of various partnership opportunities on a range of development challenges. In addition, the CFBCI strongly encourages collaboration among the people and organizations addressing a multitude of development issues around the world. To contact CFBCI, e-mail: cfbci@usaid.gov.

STAYING INFORMED OF USAID OPPORTUNITIES

Here are some of our general tips if you are interested in doing development work with USAID:

Check the Forecast. USAID issues a Business Forecast that shares some of the opportunities we will be making available throughout the year from our Washington D.C. headquarters and from Missions worldwide. Check: www.usaid.gov/business/business_opportunities/forecast/forecast.html.

Get to Know USAID. Explore the pages on the USAID website at www.usaid.gov/about_usaid/. Read about our ongoing programs and the work we do as well as the successes we see in development partnerships every day through our efforts.

Sign up for Notification Services. Information on how to register for notification services can be found on the FedBizOpps.gov and Grants.gov home pages. You will receive notices on pre-solicitation materials, the solicitation itself, modifications to solicitations, and general procurement announcements.

Think Locally. Explore our USAID Mission directory and Mission websites to engage with our country and regional programs: www.usaid.gov/missions/.

U.S. FEDERAL REGULATIONS AND POLICIES

If you wish to work with USAID as a development partner in any location around the world, you must be familiar with U.S. federal regulations that govern the way USAID conducts its business. Regulations and policies that govern USAID operations can be linked to from the USAID website at: www.usaid.gov/business/regulations/

For all contracts, USAID refers to the U.S. Government Federal Acquisition Regulations (FAR) and USAID's Acquisition Regulation (AIDAR).For all grants and cooperative agreements (assistance mechanisms), USAID uses the U.S. Government Code of Federal Regulations (CFR).

For all acquisition and assistance awards (contracts, grants, and cooperative agreements), USAID refers to USAID policy and guidance found in the Automated Directives System (ADS), specifically Series 300: Acquisition and Assistance, found at: www.usaid.gov/policy/ads/300/.

TIPS ON BUILDING LARGE-NGO PARTNERSHIPS

What NGOs look for in Sub-grantees

Be proactive and network in advance of grant opportunities being published. Do not wait until a solicitation is posted before you build partnerships.

Large NGOs often work through local or smaller NGOs to implement their programs. Your opportunity to partner comes as you can demonstrate your connection to the community where a project will be one. Established credibility and local knowledge are great assets. Diaspora-centric organizations often have unique technical or geographic expertise and connections to organizations that are deeply rooted in the local community.

Offer up technical skills and expertise that complement those of the larger organization, especially when they are clearly relevant to a current or future funding solicitation. Be able to speak about your partnership experience and provide evidence of your past performance on other projects.

When partnering with larger NGOs, make sure that each partner's roles and responsibilities are clear from the very beginning to all of the parties. If you are being included in a grant application, you may be asked to sign a "teaming agreement" that outlines the proposed roles and responsibilities and requires confidentiality on the contents of the application.

The NGO will do its own vetting of you as an organization. This may include checking with other organizations with whom you've partnered, donor organizations, contacts in the countries in which you have worked, etc. They want to make sure you are a reliable organization that is respected by its beneficiaries and partners, that delivers on its work, and that handles money appropriately.

You may submit applications to USAID as a proposed sub-grantee with more than one organization, but keep in mind that the larger NGOs may not include you at the strategy table if you do this because of the inside information that is shared there.

For more information on USAID's Diaspora Engagement contact:

Romi Bhatia, Sr. Advisor for Diaspora Partnerships: robhatia@usaid.gov
or
Yvon Resplandy, Sr. Advisor for Diaspora and Remittances: yresplandy@usaid.gov

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