USAID Webinar series

“Exploring Partnerships and Opportunities between USAID and Indigenous Peoples”

Luis Felipe Duchicela
Sr. Advisor for Indigenous Peoples Issues, USAID
March 23rd, 2021
USAID Policy on Promoting the Rights of Indigenous Peoples (PRO-IP)- Four key objectives:

1. Strengthen Engagement to Safeguard and Align Priorities
2. Integrate Priorities and Cross-Sectoral Approaches to Programming
3. Empower and Build the Capacity of Indigenous Peoples’ Organizations
4. Foster An Enabling Environment to Exercise Their Rights
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

Luis Felipe Duchicela-
Senior Advisor for
Indigenous Peoples

Vy Lam- Advisor on
Indigenous Peoples
USAID Office of Acquisition & Assistance

Matthew Johnson
Industry Liaison and Communications
Director at OAA

Brittney Irby
Communications Specialist at OAA
Indigenous Peoples Alliance for Rights and Development (IPARD)

Webinar series co-organizers and facilitators

Alejandro Paredes
Program Director
IPARD

Rita Spadafora
Program Lead for Capacity Development & Inclusion IPARD

Mary Donovan
Communication Officer IPARD
AGENDA

• About USAID
• Partnering with USAID
• Funding Opportunities
• Staying Connected
• Q&A
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.
OUR OPERATING FRAMEWORK

PROGRAM CYCLE
Guiding framework

COUNTRY DEVELOPMENT COOPERATION STRATEGIES (CDCS)
Country-specific planning

POLICIES, STRATEGIES, FRAMEWORKS, AND VISIONS
Analysis and evidence

AUTOMATED DIRECTIVE SYSTEM (ADS)
Operating policies and procedures
PARTNERING WITH USAID
In FY 2020, USAID obligated more than $21.4 billion to programs.
HOW WE FUND OUR WORK

The Agency’s funding comes from the American people.

Agency staff work with Congress and the Executive Office of the President to determine budget priorities.

Congress sets the Agency’s funding levels.

USAID Missions and Offices develop country strategies to identify specific programs and activities.

Partners compete for USAID funds.
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

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
GOAL: Multiply USAID’s development impact by elevating local leadership, fostering creativity and innovation, and mobilizing resources across the Agency’s programs.
**NPI PARTNERSHIP PROCESS**

**New Partnerships Initiative Funding Opportunities**

- Organization submits concept paper to USAID in response to funding opportunity.
- USAID issues a Request for Full Application (RFA) or Proposal (RFP) to organizations with successful concept papers based on co-creation results.
- Organization submits a full application/proposal. USAID reviews for responsiveness to RFA/RFP. If responsive, final negotiations begin with USAID.

**Co-Creation**

- Concept does not pass merit review. Promising concepts evergreened.
- Concept passes merit review.

- Co-creation is successful.
- Co-creation is unsuccessful. Process ends and concept is evergreened.

- Organization is invited to co-create one on one with USAID, or with multiple organizations, based on concept papers submitted.

- USAID makes an award, and the organization begins implementation.

*Process may vary for different opportunities. Please read each opportunity for full details on process.*
New to USAID? Start Here.

Welcome to WorkwithUSAID.org, a digital experience that connects, educates, and prepares organizations for engaging with USAID.

Learn More and become ready to work with USAID.
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. **CA GE 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
✓ LinkedIn
## Top USAID Partners

### Top 15 Acquisition Partners

<table>
<thead>
<tr>
<th>1. Chemonics</th>
<th></th>
<th>1. Chemonics</th>
</tr>
</thead>
<tbody>
<tr>
<td>14. Education Development Center (EDC)</td>
<td>14. Education Development Center (EDC)</td>
<td>14. Education Development Center (EDC)</td>
</tr>
<tr>
<td>15. RTI International</td>
<td>15. RTI International</td>
<td>15. RTI International</td>
</tr>
</tbody>
</table>

### Top 15 Assistance Partners

<table>
<thead>
<tr>
<th>1. World Food Program</th>
<th></th>
<th>1. World Food Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>2. The Global Fund to Fight AIDS, Tuberculosis And Malaria</td>
<td>2. The Global Fund to Fight AIDS, Tuberculosis And Malaria</td>
<td>2. The Global Fund to Fight AIDS, Tuberculosis And Malaria</td>
</tr>
<tr>
<td>4. FHI 360</td>
<td>4. FHI 360</td>
<td>4. FHI 360</td>
</tr>
<tr>
<td>7. Save The Children Federation, Inc.</td>
<td>7. Save The Children Federation, Inc.</td>
<td>7. Save The Children Federation, Inc.</td>
</tr>
<tr>
<td>12. Care USA</td>
<td>12. Care USA</td>
<td>12. Care USA</td>
</tr>
<tr>
<td>15. Anova Health Institute</td>
<td>15. Anova Health Institute</td>
<td>15. Anova Health Institute</td>
</tr>
</tbody>
</table>
RESOURCES

- USAID: usaid.gov/
- Business Forecast: usaid.gov/business-forecast
- Contract Opportunities: beta.sam.gov/
- Grants and Cooperative Agreements: grants.gov
- New Partnerships Initiative: usaid.gov/npi
- Unsolicited Proposal Submission: UnsolicitedProposals@usaid.gov
- Unsolicited Proposal Instructions: usaid.gov/work-usaid/get-grant-or-con tract/unsolicited-proposals
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 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
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
✓ 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: @USAIDBizOpps and #WorkWithUSAID