



USAID
FROM THE AMERICAN PEOPLE

HOW TO WORK WITH USAID

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International Development*

USAID AND SMALL BUSINESS

USAID's Office of Small and Disadvantaged Business Utilization (OSDBU):



Provides review and clearance for domestic acquisitions over \$250K.



Conducts small-business program training for acquisition and technical staff.



Connects with internal and external partners to conduct small-business outreach activities.

USAID AND SMALL BUSINESS

USAID's Office of Small and Disadvantaged Business (OSDBU) is dedicated to promoting use of U.S. small businesses in procurement.

- Negotiates small-business funding goals with the U.S. Small Business Administration – FY 22 **12.5% for prime awards and 16% for sub-awards.**
- Works with USAID Bureaus, Independent Offices and Missions to negotiate individual small business goals.

Learn more about USAID's small business goals:

<https://www.usaid.gov/partnership-opportunities/small-business>

OUR MISSION

We promote and demonstrate democratic values abroad and advance a free, peaceful, and prosperous world.



OUR WORK

WATER AND
SANITATION

DELIVER
HUMANITARIAN
ASSISTANCE

AGRICULTURE AND
FOOD SECURITY

GLOBAL
HEALTH

DEMOCRACY,
HUMAN RIGHTS AND
GOVERNANCE

NUTRITION

INNOVATION,
TECHNOLOGY, AND
RESEARCH

GENDER EQUALITY
AND WOMEN'S
EMPOWERMENT

ECONOMIC GROWTH
AND TRADE

WORKING IN CRISIS
AND CONFLICT

EDUCATION

ENVIRONMENT,
ENERGY, AND
INFRASTRUCTURE



OUR TEAM

Our team of 9,000+ serves in over 100 countries around the world. Our workforce and culture reflect core American values—and an unwavering commitment to do the right thing.

Latin America
and the
Caribbean
Region

Europe and
Eurasia
Region

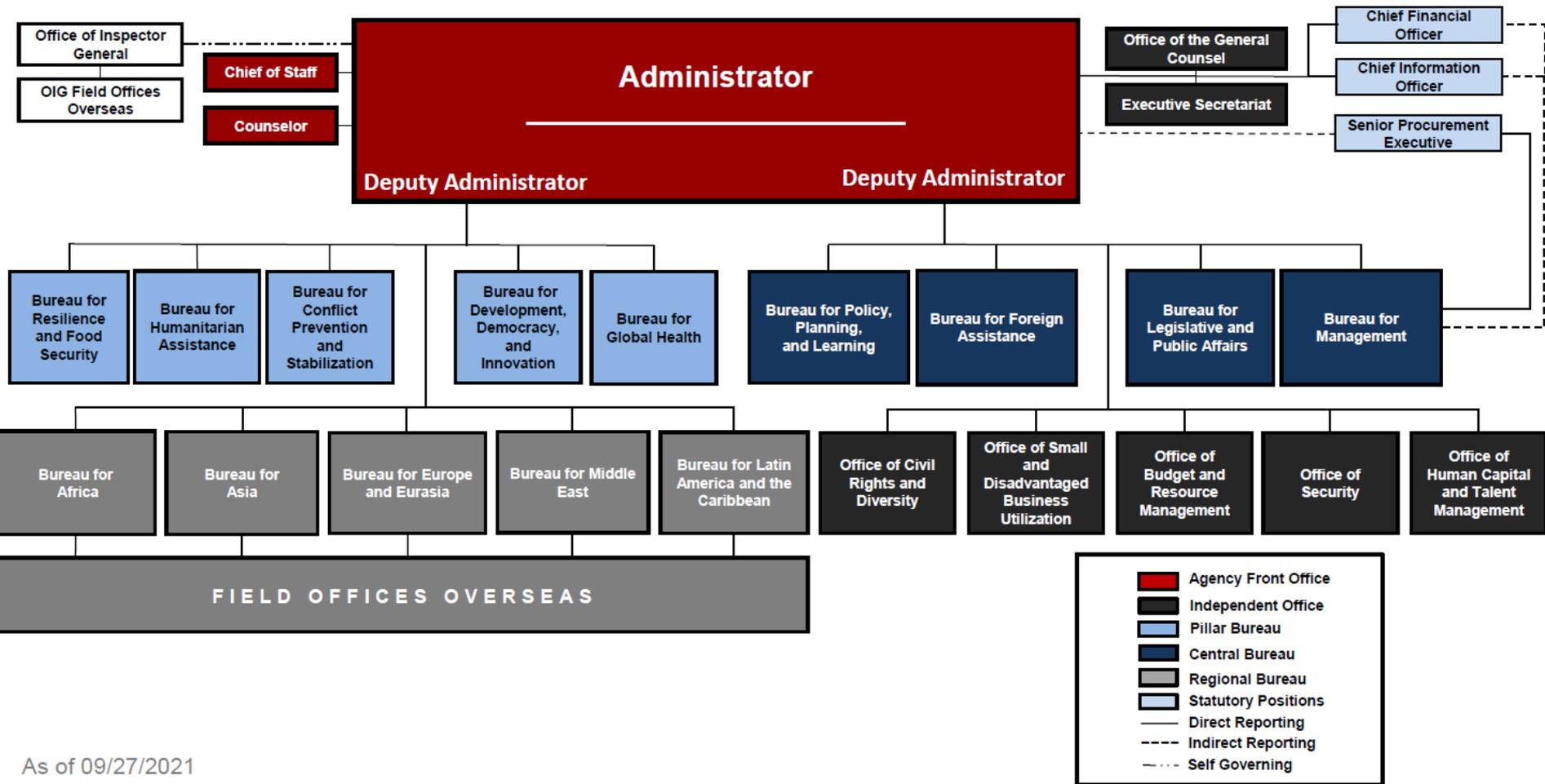
Asia
Region

Africa
Region

Middle
East
Region

- USAID Presence: Approved Mission, Office, or Senior Development Advisor in country
- USAID Non-Presence: USAID-funded program in country, no approved Foreign Service Officer presence
- USAID Headquarters

US AGENCY FOR INTERNATIONAL DEVELOPMENT STRUCTURE

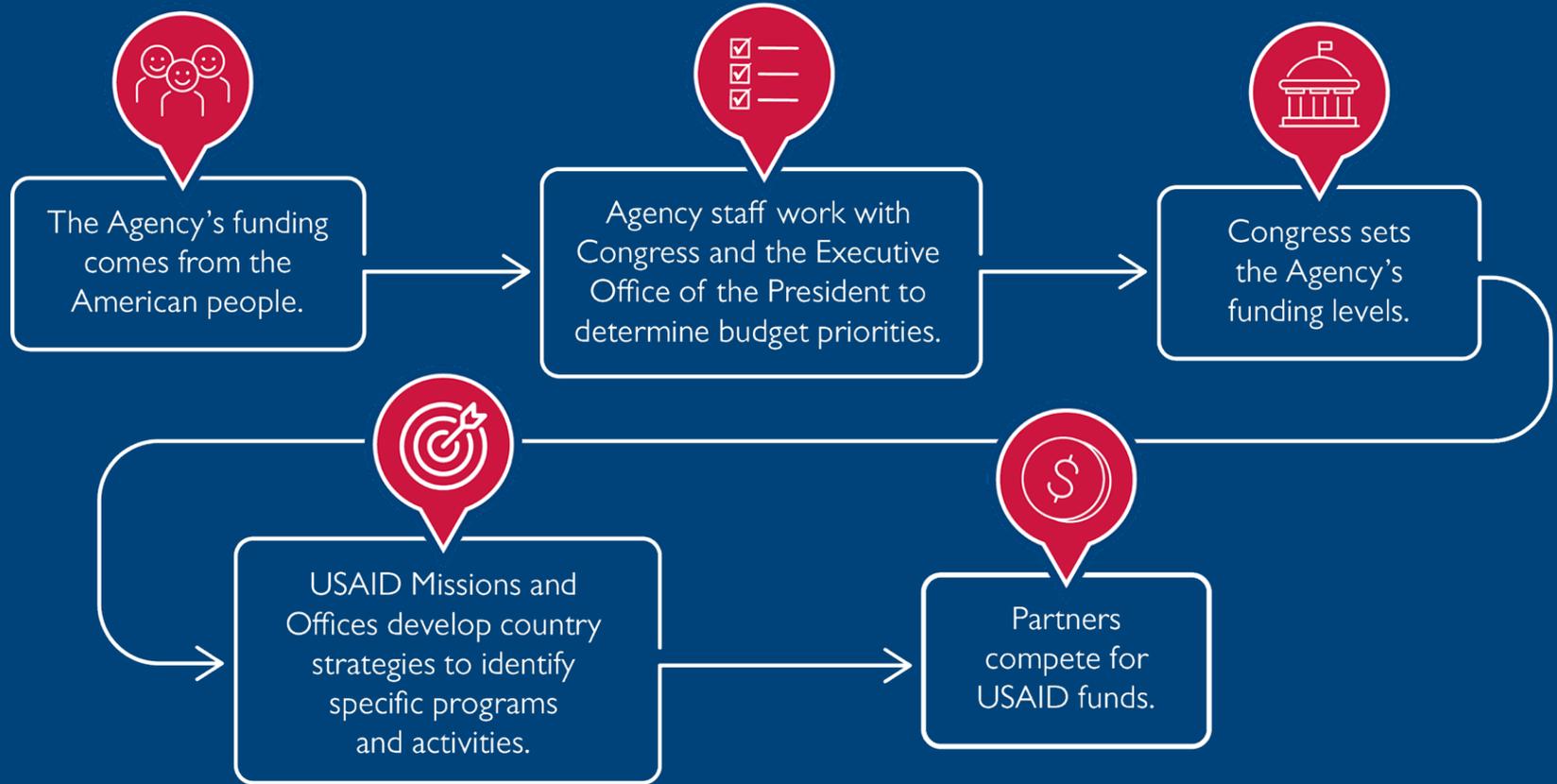


OUR PARTNERS

We partner with **more than 4,000** U.S. and non-U.S. organizations around the world.

- U.S. Small and Large Businesses
- Non-governmental organizations (NGOs)
- Charitable organizations
- Colleges and universities
- Researchers, scientists, and innovators
- Diaspora groups
- Faith-based and community organizations
- Other governments
- U.S. Government agencies
- Bilateral and multilateral donors

HOW WE FUND OUR WORK



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).

Tips for Getting to Know USAID

- USAID is headquartered in Washington D.C. with Missions in approximately 80 countries in the developing world. Contracting Officer and Technical Staff located in Washington and in bilateral or regional missions.
- Use our website as a tool to help you decide where you want to work with us. www.USAID.gov.
 - Dollars to Results: Identifies where USAID spends its money by country and by sector (Health, Agriculture, Water and Sanitation)
- WorkwithUSAID.org is a resource hub for new, current and future local and international partners to navigate how to work with USAID.
 - www.workwithUSAID.org – please note the website is .org and not .gov
 - Also includes a partner database – please register.

Tips for Getting to Know USAID

- Check our business forecast for upcoming opportunities - <https://www.usaid.gov/business-forecast>
- Consider how we can contract with you. Are you on GSA schedules?
- Be willing to subcontract. USAID maintains a list of its IDIQs and IDIQ holders and BPA holders on its website: <https://www.usaid.gov/work-usaid/resources-for-partners/usaid-partners>
- Respond to Request for Information (RFIs)

Tips for Getting to Know USAID

- Review Country Development Cooperation Strategy (CDCS) for a long-term view of what is being planned in a specific country/Mission.
 - Five-year strategy at the country level that reflects USAID collaboration with other agencies to formulate country development cooperation strategies that are results-oriented and foster partnering with host countries to focus investment in key areas that shape countries' overall stability and prosperity.
 - Helps you to ensure we are buying what you are selling and where you want to sell it.
- Follow us! Facebook, Twitter, Youtube
- Join Us! OSDBU hosts small business events and our Industry Liaison hosts events for all potential partners.

Who Already Knows USAID

- Note: These organizations are comprised of non-profit and for-profit companies who work with USAID. Membership is not required to work with the Agency!
 - Small Business Association for International Companies – www.sbaic.org
 - Professional Services Council/Council of International Development Companies - https://www.pscouncil.org/_p/cc/CID.aspx
 - Society for International Development <https://sidw.org/>

USAID Business Forecast

- The Agency's Business forecast is a look at USAID's planning for future funding opportunities. Specific funding opportunities, as well as details related to funding opportunities, are likely to change as USAID moves along the planning process. You should check the Forecast on a regular basis to ensure you have the most up to date information. <https://www.usaid.gov/business-forecast>
- The Agency hosts a quarterly webinar to allow partners the opportunity to hear their questions answered by experts.
- FY2022 Third Quarter Business Forecast and Partner Update Webinar
 - When: Tuesday, June 7 at 2:00pm ET
 - Where: Virtual
- Please send all questions to BusinessForecast@usaid.gov by no later than May 26, 2022 for this event. Other questions can also be sent to this address.

USAID Business Forecast

- The **Energy IDIQ Contract** will serve as the USAID's global principal contracting mechanism available to all USAID operating units to implement a variety of energy sector programs with broad categories of USAID implementing partners. \$1 - \$1.49B contract with a SB reserve.
- This contract will establish a robust platform that strengthens the **Nigeria Mission's financial management capacity** and supports the Mission's approach to developing the local capacity of new and underutilized implementing partners.
- This contract will **recruit, hire, and maintain contracted technical, advisory, professional, operational, and administrative support staff** that will supply services to support USAID Missions and other OUs in accomplishing Agency priorities to advance gender equity and equality and the empowerment of women and girls. \$25-\$49M

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.
 - Demonstrate your technical expertise, past performance, and ability to accomplish the work.
 - Be specific—do not let USAID make assumptions.
- Focus on your past performance and technical expertise.
- Consider partnering with an organization that has experience working with USAID.

What are U.S. Small Businesses Currently Doing

- Monitoring and Evaluating USAID programs – Total Small Business Set-Aside IDIQ
 - EX: SB provides support to USAID/Colombia through technical and advisory services that inform USAID programs and activities as they collaborate with the Government of Colombia, civil societies, and the private sector.
- Institutional Support Contractors providing administrative and technical assistance.
 - EX: SB provides staff to serve as Contracting Officers in support of our GH initiatives
- Public Financial Management
 - EX: SB works to (1) increase and expand human capacity; (2) improve the policy environment to promote efficiency and economic opportunity for all members of society; (3) support sound management of institutions; and (4) support good governance.

Small Business Achievement

- Total Small Business Eligible Dollars - \$2.4B
- Small Business Dollars - \$811M
- Small Disadvantaged Business Dollars - \$402M
- Women-Owned Small Business Dollars - \$305M
- Historically Underutilized Business Zone Dollars - \$33M
- Service Disabled Veteran Owned Small Business Dollars - \$33M

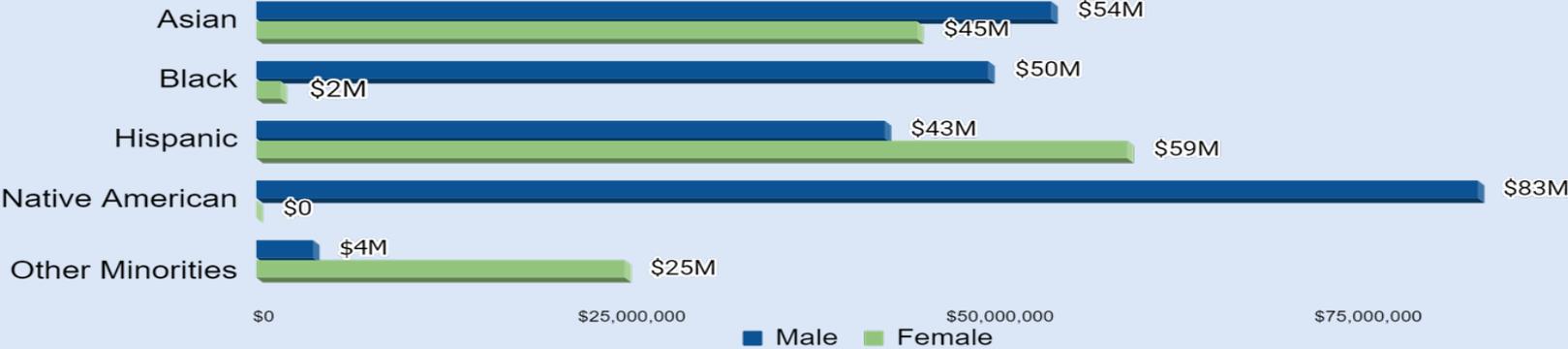
FY 2021 Small Business Partner Diversification

SB Program Area Comparison

- All Contracts (Including non-SB)
- Total SB \$815M
- SDB \$401M
- WOSB \$309M
- HUBZone \$34M
- SDVOSB \$33M



Minority Owned SB (MOSB) Comparison



Note: The above preliminary FY 2021 prime contract data is obtained from www.SAM.gov and USAID's GLAAS,

? QUESTIONS ?

For follow-up after today's session:

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Visit our website to view the entire staff listing www.usaid.gov

Email us: osdbu1@usaid.gov

Thank You

