



USAID
FROM THE AMERICAN PEOPLE

HOW TO WORK WITH USAID

September 2022

AGENDA

- About USAID
- Partnering with USAID
- Staying Connected
- [WorkwithUSAID.org](https://www.workwithusaids.org)
- Q&A





ABOUT USAID

OUR MISSION

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



OUR WORK



DELIVER
HUMANITARIAN
ASSISTANCE

When disaster strikes anywhere in the world, USAID and our partners provide urgently needed lifesaving supplies.



PROMOTE
GLOBAL
HEALTH

Investments in global health protect Americans at home and abroad and promote social and economic progress.



SUPPORT
GLOBAL
STABILITY

Despair is dangerous. Although poverty does not cause violent extremism, it creates conditions that extremists can exploit.



EMPOWER
WOMEN
AND GIRLS

Peace and progress can be sustained only with women's equal access to economic opportunities and their equal participation in civic life.



CATALYZE
INNOVATION AND
PARTNERSHIP

We accelerate lasting change that uplifts communities and makes the world better for people everywhere.

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

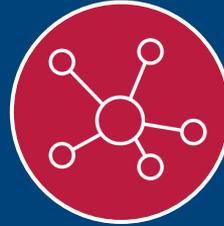
- USAID Presence: Approved Mission, Office, or Senior Development Advisor in country
- USAID Non-Presence: USAID-funded program in country, no approved Foreign Service Officer presence
- USAID Headquarters

OUR OPERATING FRAMEWORK



PROGRAM CYCLE

Guiding framework



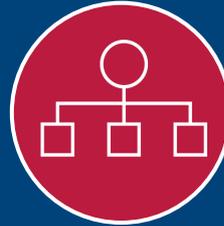
POLICIES, STRATEGIES, FRAMEWORKS, AND VISIONS

Analysis and evidence



COUNTRY DEVELOPMENT COOPERATION STRATEGIES (CDCS)

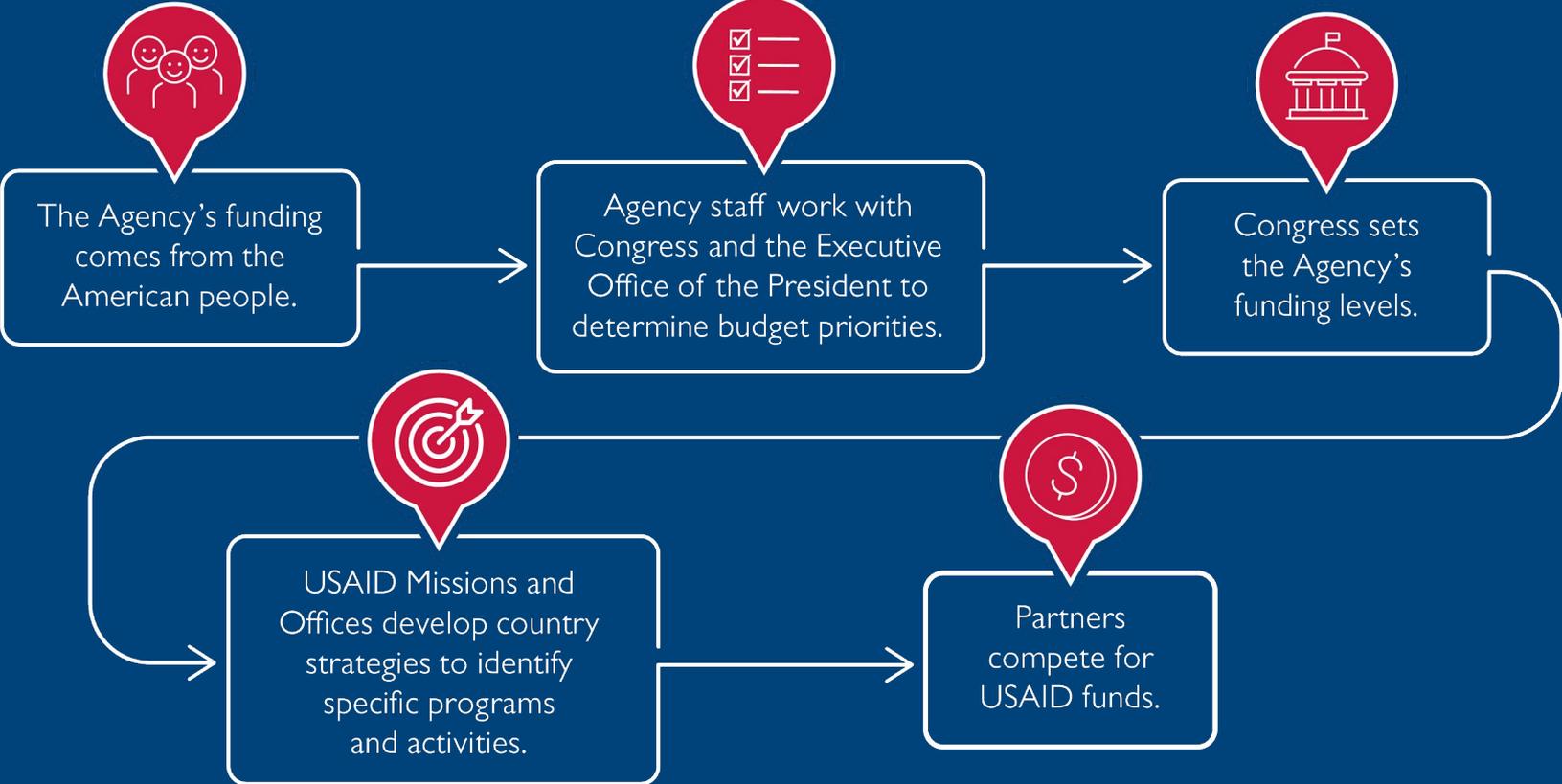
Country-specific planning



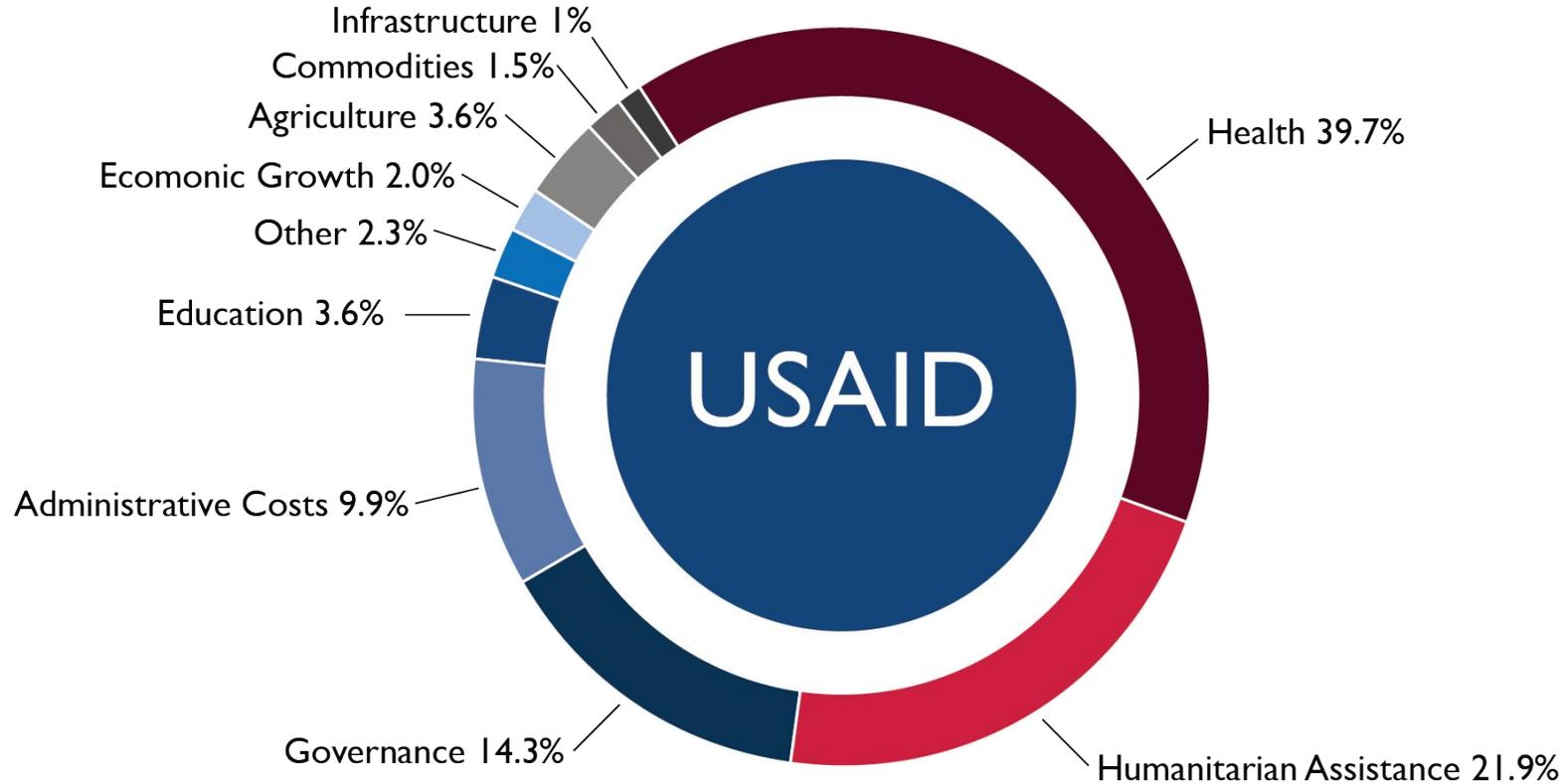
AUTOMATED DIRECTIVE SYSTEM (ADS)

Operating policies and procedures

HOW WE FUND OUR WORK



FY 2021 FUNDING BY SECTOR





PARTNERING WITH USAID

OUR PARTNERS

We partner with **more than 3,500** 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
- Diaspora groups
- Faith-based and community organizations
- Other governments
- U.S. Government agencies
- Bilateral and multilateral donors

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

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).

USAID BUSINESS FORECAST

The latest information about current and future funding opportunities updated daily.

- Search open and planned opportunities through different filters, including sector, location, and award types.

Equitable Finance (EF)

A&A Plan ID: AA-317834
NAICS Code: 541990
Fiscal Year of Action: 2022
Last updated: 3/31/2022

Operating Unit: Colombia

Sector: Economic Growth and Trade

A&A Specialist / POC: Paula Cubillos Olano

Award Length: 5 years

Eligibility Criteria: full and open

Principal Geographic Code: 937- Default Geographical Code

Award/Action Type: Stand Alone Contract

Category Management Contract Vehicle: TBD

Solicitation Number: TBD

Small Business Set-Aside: N/A

Co-creation:

- Request for Information (RFI)/Sources Sought Notice
- Draft Scope of Work/Draft Program Description

Anticipated Solicitation Release Date:

3/31/2022

Anticipated Award Date:

9/30/2022

Total Estimated Cost/Amount Range:

\$25M - \$49.99M

The purpose of the ERF Activity is to support a financial system operated under market conditions that focuses on those vulnerable communities that are the most disadvantaged in terms of financial access and facilitate the mobilization and allocation of funds for productive investments in agriculture and enterprises through viable and sustainable financial intermediaries (FIs).

[Show change log](#)

Visit: [usaaid.gov/business-forecast](https://www.usaid.gov/business-forecast)

ARE YOU REGISTERED?

To be eligible to apply for U.S. funding (grants or contracts), entities need to obtain two registrations:

1. **SAM:** System for Award Management, Unique Entity ID (a 12-character alphanumeric ID assigned to an organization).
2. **CAGE 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 SAM.

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

Our Door is Open

Visit [USAID.gov](https://www.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: [@WorkWithUSAID](https://twitter.com/WorkWithUSAID)
and [#WorkWithUSAID](https://www.facebook.com/WorkwithUSAID), Facebook [@WorkwithUSAID](https://www.facebook.com/WorkwithUSAID),
and YouTube [@WorkWithUSAID](https://www.youtube.com/WorkWithUSAID)

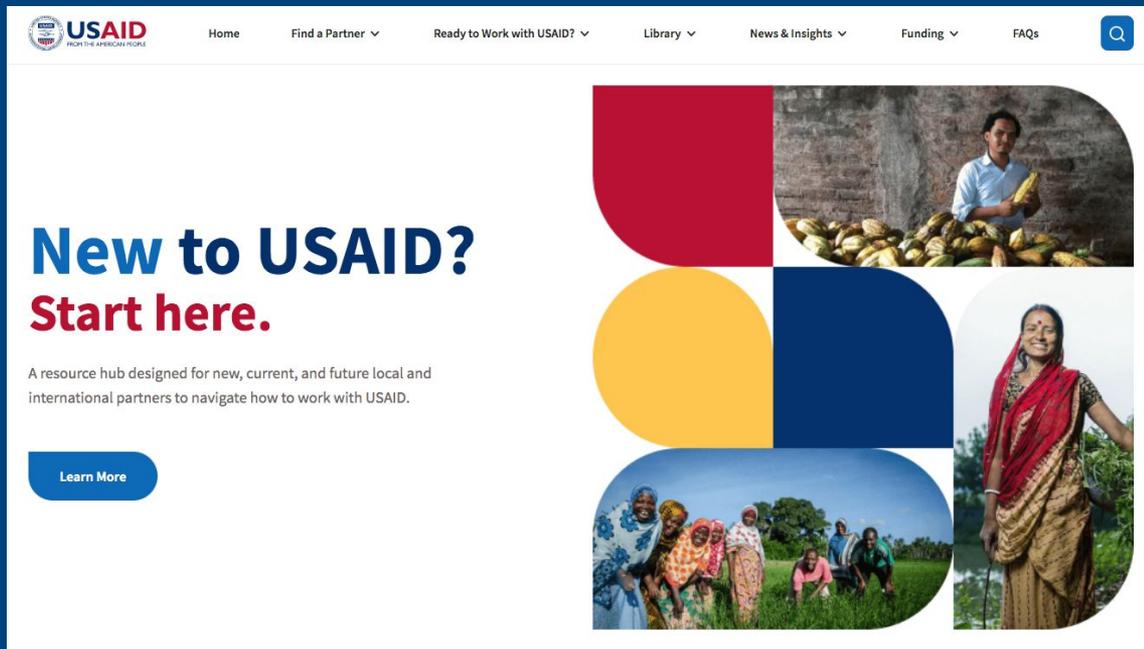
Join our LinkedIn group: [Work with USAID](#)

Visit [WorkwithUSAID.org](https://www.workwithusaid.org) to navigate the USAID partnership process



WorkwithUSAID.org

This **globally accessible** website offers a variety of **innovative services** and **curated tools** designed to improve organizational readiness, connect partners to peers and experts, and **prepare them to pursue USAID funding.**



The screenshot shows the homepage of WorkwithUSAID.org. At the top is a navigation bar with the USAID logo (with the tagline 'FROM THE AMERICAN PEOPLE') on the left, and menu items: Home, Find a Partner (with a dropdown arrow), Ready to Work with USAID? (with a dropdown arrow), Library (with a dropdown arrow), News & Insights (with a dropdown arrow), Funding (with a dropdown arrow), and FAQs. A search icon is on the far right. The main content area features a large heading: 'New to USAID? Start here.' where 'New to USAID?' is in blue and 'Start here.' is in red. Below this is a sub-headline: 'A resource hub designed for new, current, and future local and international partners to navigate how to work with USAID.' A blue button with white text 'Learn More' is positioned below the sub-headline. To the right of the text is a decorative graphic consisting of four overlapping rounded shapes: a red square, a yellow circle, a dark blue square, and a white circle. Surrounding these shapes are four circular images: a man in a light blue shirt holding a banana in front of a pile of bananas; a woman in a red and gold sari; a group of women in colorful headscarves in a field; and a woman in a blue patterned headscarf.

Thank You

Visit www.WorkwithUSAID.org for additional resources, including online training and information about Agency priorities.

