



# Transformation at USAID

---

Effective Partnering and Procurement  
Reform (EPPR)

A young girl with braided hair, wearing a white t-shirt, is sitting on a wooden bench. She is looking towards the camera with a thoughtful expression, resting her chin on her hand. The bench has 'MOE-2013' engraved on its backrest. The background is dark and out of focus.

MOE-2013

# EFFECTIVE PARTNERING AND PROCUREMENT REFORM

## **Deputy Coordinator:**

Roman Napoli

## **Senior Leader Champions:**

Randy Tift

Gloria Steele

## **Project Managers:**

Matt Johnson

Paul Burford

Erik Singer

# EFFECTIVE PARTNERING AND PROCUREMENT REFORM

**Goal:** Develop and implement a series of reforms to our **program design and procurement processes** aimed at fostering self-reliance.

## **Workstreams:**

- **Collaborative and Diverse Partnering:** Enabling more effective co-creation, innovative financing, and partnerships with a diverse array of actors.
- **Supporting Local Partners:** Catalyzing local public-, private-, and non-profit-sector to own their development objectives.
- **Strategic and Efficient Partnering:** Simplify and streamlining processes in order to allow USAID staff to focus more of their time on fostering self-reliance and achieving development results.
- **Adaptive Partnering:** Creating an agile and flexible Agency that can adapt to changes on the ground to improve the effectiveness of our assistance, including fragile states and non-permissive environments.

# EPPR APPROACH & EXPECTED DELIVERABLES

## Internal Engagement

- Consultations with Leadership & Staff
- Mission Visits
- Engaging with A&A Labs
- Existing Agency Resources (IG reports, Discussion Notes, etc.)

## External Engagement

- External Listening Tour
- Meetings with Associations & Platforms
- Field visits to meet with partners on the ground

## Cross Agency Working Groups

- Represent the full range of USAID equities, such as: Washington & Field staff; CO, Program, & Technical, etc.
- Responsible for developing proposed reforms

## Deliverables

- A&A Strategy
- Implementation Plan
- External Listening Tour Report
- EFM Warrants
- Co-Location Proposal

# FEEDBACK: EXTERNAL LISTENING TOUR

## Top 5 Challenges

1. Use of Broad Agency Announcements (BAAs)
2. Selection of Instrument (SOI)
3. Prescriptive Nature of USAID Program Design
4. Amount of Time from Design to Award
5. Lack of Consistent Operations

## Promising Models from Partners

- Adaptive Approaches to Implementation, such as “Design and Perform”
- Expanded use of Co-Creation and Collaboration
- Leveraging Private Development Assistance
- Umbrella Grants for Local Capacity Development

# FEEDBACK: USAID STAFF

## Top Challenges:

- Amount of Time from Design to Award
  - Time-consuming regulatory and policy requirements
- Prescriptive Nature of USAID Program Design
- Responding with timely programming to shocks
- Engaging new, capable partners

## Guiding A&A Principles:

- Engage consistently and openly with partners
- Recognize risk trade-offs in reducing administrative burden
- Workforce as a source of innovation and policy
- Culture change management
  - A&A Roles
  - Adaptive
  - Learning and Training

# ANTICIPATED SHIFTS FROM EPPR PROCESS

- Greater reliance on **collaboration and co-creation**:
  - Expanded definition of co-creation and collaboration
  - New Agency Priority Goal
  - Standardization and best practices on BAAs
  - More usage of less than full proposals
- Use of more **adaptive approaches** to partnering and procurement:
  - Use of EPP for crisis response context
  - Expanded use of inception phase
  - Use of Pay-for Results approaches
- **Diversifying the partner base**:
  - Target new and underutilized partners, such as private sector, faith-based and community organizations, and small businesses
  - Tracking sub-partner and sub-awardees
- Reframing approaches to **building local capacity**:
  - Focus on holistic approaches to building capacity
  - Utilization of umbrella mechanisms
  - Pivoting to more appropriate procurement reporting

# QUESTIONS

**Ask a question today!**

**Email Us!**

[Transformation@usaid.gov](mailto:Transformation@usaid.gov)

**Visit USAID's Self-Reliance Page:**

[www.usaid.gov/selfreliance](http://www.usaid.gov/selfreliance)



---

[Transformation@usaid.gov](mailto:Transformation@usaid.gov)

