



October 18, 2019

New Partnerships Initiative

The USAID of tomorrow will enable partner countries to plan, resource, and manage their own development through strengthened capacity and commitment—this is both the essence of the Journey to Self-Reliance and a key rationale for diversifying the USAID partner base.

The New Partnerships Initiative (NPI) will allow USAID to work with a more diverse range of partners and provide more entry points for organizations to work with the Agency. The principles behind NPI are outlined in the Agency's first-ever [Acquisition and Assistance \(A&A\) Strategy](#).

[Subscribe to the NPI newsletter](#) to keep up to date on everything that is happening and visit [usaid.gov/NPI](#) for the latest funding opportunities.

Learn more about NPI

NPI Makes its First Awards

Administrator Mark Green [announced the first tranche](#) of recipients under NPI during [his remarks at the Accord Network's Annual Forum](#). The organizations will carry out programs that improve global health outcomes in USAID's partner countries, and assist populations in the Republic of Iraq that are recovering from the genocide perpetrated by the so-called Islamic State in Iraq and Syria (ISIS).

Additional awards are expected under both the [Bureau for Global Health rounds 1 and 2](#), and the [Bureau for Democracy, Conflict and Humanitarian Assistance \(DCHA\) Annual Program Statements \(APS\)](#) in the coming months

New USAID Assistance Through the NPI Direct to Local Iraqi Groups That Are Helping Victims of ISIS Genocide

USAID is awarding small grants through the NPI that total approximately \$4 million to six local groups in Northern Iraq to help religious and ethnic minorities targeted by ISIS. The new NPI implementers in Northern Iraq are the following:

Philadelphia Organization for Relief and Development: The award will establish a community center in the town of Qaraqosh to provide services for people with disabilities, training in employment skills, child care, and a community food bank.

Catholic University of Erbil: The award will provide classes in business language and computer software for widows, victims of abuse, and former captives of ISIS.

Top Mountain: The award will support a business incubator and employment program for Iraqi youth, which will promote entrepreneurship, provide business training, and build commercial networks.

Shlama Foundation: The award seeks to improve job opportunities through training engineers on the installation on solar power, provide electricity for families, and install solar-powered pumps for farms and street lighting for villages.

Beth Nahrain: The award will help re-establish a local, women-led organization decimated by ISIS. The organization will also provide small-business vocational training to women in the Nineveh Plains.

Jiyan Foundation for Human Rights: The award will provide trauma-rehabilitation and resilience services to survivors of genocide; legal services and programs in justice/reparations; and activities to promote inter-religious and inter-ethnic dialogue.

New USAID Assistance in Global Health Through the NPI

Administrator Green also announced two new awards under the Agency's NPI for global health. These awards, which total \$68 million, will leverage the expertise and reach of local and locally established civil society and faith- and community-based organizations to increase the quality, access, and sustainability of health care. The new NPI implementers for global health are the following:

World Relief: Working with local partners, World Relief will expand and leverage existing community networks in four countries to help strengthen maternal, reproductive, and child health at the local level.

Palladium International: This program will help reach USAID's goal of increasing access to, and the uptake of, high-quality health care across priority areas, in line with USAID's Journey to Self-Reliance. The partner will provide sub-awards to local organizations, along with mentoring and technical support to strengthen their capacity. Palladium will be expected to pass sixty-five percent of the total award to new and underutilized sub-awardees.

Launch of the NPI Incubator

USAID announced the launch of the NPI Incubator, which will help expand and strengthen how USAID works with new and underutilized partners.

The NPI Incubator will develop resources and training for local and underutilized groups, including faith-based, community, and civil-society organizations, so they can successfully compete for USAID contracts, agreements, and grants. The NPI Incubator will provide a self-assessment tool for new and underutilized organizations to better understand context-specific barriers that prevent them from working with USAID. The Incubator, which will be implemented by The Kaizen Company, will serve as a global service hub, providing resources for organizations to overcome barriers and implement effective programs.

[Click here to see the press release.](#)

New Funding Opportunity

Zambia Addendum under the Global Health APS

USAID/Zambia is seeking five-page concept notes for a NPI funding opportunity related to the [Global Health APS](#). This funding opportunity is called "Service Delivery for Vulnerable Children and Adolescents (SDVCA)". USAID/Zambia is making a call for the submission of Concept Papers focused on promoting new and underutilized partnerships to accelerate and sustain HIV epidemic control in Zambia through the delivery of high impact HIV prevention, care and support services to vulnerable children and adolescents (VCA) and their caregivers affected or infected by HIV.

Questions related to the Zambia addendum are due by October 23, 2019.

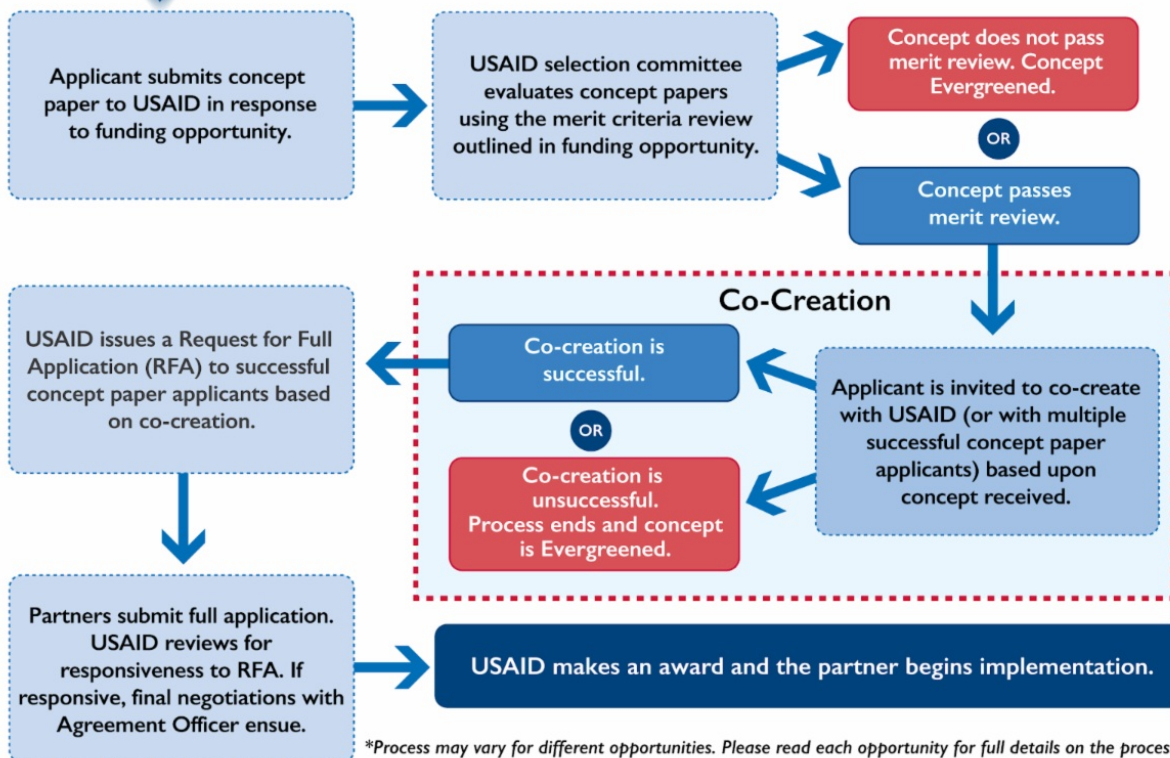
Submission of Concept Papers are due by December 3, 2019.

[Click here to see the full funding opportunity.](#)

NPI Process

NPI simplifies the process to working with USAID. Rather than 30 plus page proposals, applicants submit a short five-page concept notes. From there, the Agency works hand in hand with the applicant, walking through the process.

USAID Announces a New Partnerships Initiative Funding Opportunities (usually through a Round or Addendum to an Annual Program Statement)



Key NPI Definitions

New Partner: An individual or organization that has not received any funding from the U.S. Agency for International Development (USAID) as a prime partner over the last five years.

Underutilized Partner: An individual or organization that has received less than \$25 million over the past five years from USAID, and delivered more total funding in private development assistance than it has received from USAID in financial awards over the past five years.


Local Entity: An individual or organization that: (1) Is legally organized under the laws of a country that is receiving assistance from USAID; (2) Has as its principal place of business or operations in a country that is receiving assistance from USAID; (3) Is majority-owned by individuals who are citizens or lawful permanent residents of a country that is receiving assistance from USAID; and, (4) is managed by a governing body, the majority of whom are citizens or lawful permanent residents of the country that is receiving assistance from USAID.

Locally Established Partner (LEP): A U.S. or international organization that works through locally-led operations and programming models. LEPs:

- Have maintained continuous operations in-country for at least five years and materially demonstrate a long-term presence in a country through adherence or alignment to the following:
 - Local staff should comprise at least 50% of office personnel,
 - Maintenance of a dedicated local office,
 - Registration with the appropriate local authorities,
 - A local bank account, and
 - A portfolio of locally-implemented programs.
- Have demonstrated links to the local community, including:
 - If the organization has a governing body or board of directors, then it must include a majority of local citizens;
 - A letter of support from a local organization to attest to its work; and
 - Other criteria that an organization proposes to demonstrate its local roots.

Leverage: Significant amount of resources mobilized from non-U.S. Government sources. USAID seeks the mobilization of resources of other actors on a 1:2 or greater basis (i.e., 50 percent of the proposed value of the award). Leveraged resources may include grants/awards from non-U.S. Government organizations or other donor governments.

Evergreening: If USAID identifies opportunities to strengthen or fund a Concept Note or application by connecting it with other USAID mechanisms, other potential funders, and/or external partners, USAID may make that Concept Note or application available, internally or externally, for appropriate consideration.



Doing Business with USAID

The U.S. Agency for International Development (USAID) is a federal government agency that has Missions in more than 100 countries and programs in more than 100. USAID works in a variety of technical areas, including Agriculture, Economic Growth, Environment, Education, Infrastructure, Democracy, Human Rights and Governance, Women's Empowerment, Water and Sanitation, Global Health and Humanitarian Disaster Response and Relief. The Agency partners with a variety of different types of organizations to achieve its key mission of ending extreme global poverty and enabling resilient, democratic societies to realize their potential. Organizations include faith-based and community, private sector, colleges and universities, non-governmental organizations, and more.

If you wish to work with USAID, here are some helpful basics to know:

How We Operate
USAID's funding comes from Congress. USAID works with both Congress and the Executive Office to determine budget priorities. Across USAID there are a variety of policies, strategies, and frameworks that outline how we work. These are available on USAID.gov. Within USAID Missions, Country Development Cooperation Strategies (CDCS) govern USAID's work locally. It is important to familiarize yourself with USAID's policies, as well as CDCSs, if you are interested in working with USAID.

USAID Funding Opportunities
USAID issues a quarterly Business Forecast of upcoming business and partnership opportunities. You can see Washington and overseas business opportunities and sign up to receive future forecasts on USAID's [Business Forecast](http://BusinessForecast.usaid.gov) web page. The majority of USAID's funds are awarded competitively through contracts, grants, or cooperative agreements.

- **Grants:** USAID provides funds to a responsible grantee to implement a program with little direct involvement during the program.
- **Cooperative Agreements:** USAID provides funds to a partner but has more substantial involvement and contact with the partner during the life of the project.
- **Contracts:** USAID purchases technical assistance services, goods, products, or other services from a responsible party to implement a program as directed by the Agency.

To solicit help for its programs, USAID typically uses requests for applications (RFAs) for contracts and notice of funding opportunities (NOFOs) for cooperative agreements or grants. All contracts that are available for bidding are posted on the Federal Business Opportunities (FBO.gov) website.

Grants and cooperative agreements are available on Grants.gov. Additional grant programs and funding opportunities are available under the Work with USAID/Partnership Opportunities section of USAID.gov.

In April 2014 USAID established the U.S. Global Development Lab, building on the belief that science, technology innovation, and partnership (STIP) can make development happen faster, more cheaply and in a more sustainable manner. There are a variety of exciting funding opportunities available within the Lab, such as the Grand Challenges for Development and the Development Innovation Ventures.

Finally, USAID does accept unsolicited proposals and applications. You can find more information about the unsolicited proposal and application process on our website. USAID reviews every submission, but notes that only a small number are approved. It is important to read the full guidance provided online.

Requirements to Work with USAID
To be eligible to apply for USAID awards (and all U.S. federal awards), organizations must register in the following systems:

- **DIUNS** (Data Universal Number system) Number
- **CAGE** (Commercial and Government Entity Code) for U.S. based organizations or NCAGE (NATO Commercial and Government Entity Code) non-U.S. based organizations
- **SAM** (System for Award Management)

Additional Information

- A series of online training modules is available in English, Spanish, Portuguese, and Haitian Kreyol on USAID.gov to better understand how to work with the Agency. Search "Training on How to Work with USAID".
- The Essential NGO Guide to Managing your USAID Programs is designed to help NGOs effectively manage USAID funds. NGO-Contract-Resource-Guide.
- Acquisition and Assistance Updates Email List is used to share updates on the Business Forecast, events, news, and more related to USAID contracts, grants, and cooperative agreements. You can sign up on our "How to Work with USAID" web page.
- Office of Small and Disadvantaged Business Utilization (OSDBU) has a variety of resources for Small Businesses looking to work with USAID, including outreach events and a mentoring program. They can be contacted at osdbu@usaid.gov.

@USAIDBizOpps #WorkWithUSAID

How to Work with USAID

USAID has a host of resources available online for organizations that are new to working with USAID.

Provided here is a quick guide to Doing Business with USAID.

For additional [Resources on How to Work with USAID](#), visit USAID.gov.

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