



NEW PARTNERSHIPS INITIATIVE

QUICK REFERENCE **TIPS FOR WORKING WITH USAID IMPLEMENTERS**

Implementers are organizations that carry out development projects through USAID grants, contracts, and cooperative agreements. Many organizations first experience working with USAID as a sub-partner to a USAID implementer. If you're looking to find an entry point to USAID, working with an existing implementer may be a great way to get started. Follow the tips below to find your entry point.

- Define your unique capabilities.**
Identify the work that your organization does better than anyone else and examples of achieving results.
- Develop key communication materials.**
Outline your organization's unique capabilities with materials such as a pitch deck, an evaluation report with impact data, and relevant case studies.
- Identify implementers with shared interests.**
Organizations often begin strategic planning and design long before a funding opportunity is publicly posted. Start early to pursue and build strategic partnerships with implementers, especially those in your sector and geographic location.
- Request introductions.**
Foster relationships with business development representatives to understand what their organizations seek in successful partners. These interactions are also an opportunity to consider and suggest how your organization can support an implementer's goals.
- Engage with implementers.**
Develop a rapport with current project or technical staff relevant to your work. They often better understand local context, regulations, contacts, relationships, history, and potential competitors or peer providers.
- Research current projects.**
Focus on ways that you can help implementers address their key objectives. Projects frequently run for several years and goals are often revised during that time, so you may have the opportunity to get involved after the first year or two.

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Search for opportunities.

Consult these websites for U.S. and international opportunities:

- **Beta.SAM.gov** is a database of all U.S. contracting opportunities; you can filter it to USAID.
- **Grants.gov** is a database of U.S. grant and cooperative agreement opportunities; you can filter it to USAID.
- USAID's **Business Forecast** is a database updated daily with funding opportunities anticipated in the coming year.

Once you have identified potential opportunities, organize them by level of priority, USAID Mission/Bureau, anticipated award date, anticipated award sum, award length, award description, and other key factors.

Determine potential bidders.

Be proactive in identifying which implementers may bid on opportunities in your pipeline based on their current or past projects and key areas of interest. Implementers can benefit from partnering with an innovator early in the development process. If you approach multiple implementers pursuing the same opportunity, let them know that your pitch is not exclusive.

Pursue other seed funding.

Many organizations—private sector companies, foundations, NGOs, and other institutional donors like USAID—have funding that you may be able to tap into.

Find a list of implementers currently working with USAID at [USASpending.gov](https://www.usaspending.gov).