



Doing Business with USAID

The U.S. Agency for International Development (USAID), a federal government agency, has Missions in more than 80 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 diverse set of different organizations to achieve its mission including: small businesses, faith-based and community groups, the private sector, colleges and universities, non-governmental organizations, and more.

How We Operate

USAID's funding comes from Congress. USAID works with both Congress and the Executive Office to determine priorities. Across USAID, there are a variety of policies, strategies, and frameworks that outline how we work. These are available on [USAID.gov](https://www.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.

In December 2018, the Agency released its first ever [Acquisition and Assistance Strategy](#), which outlines guiding principles for how the Agency partners.

USAID Funding Opportunities

USAID maintains a [Business Forecast](#) which consists of upcoming business and partnership opportunities. The Forecast is updated daily. You can download a report of all current opportunities, as well as use filters to sort by date, sector, award type, and more.

The majority of USAID's funds are awarded competitively through contracts, grants, or cooperative agreements.

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

To solicit help for its programs, USAID typically uses a request for proposals (RFPs) for contracts and notice of funding opportunities (NOFOs) for cooperative agreements and grants. Contracts opportunities available for bidding

are posted on the beta.sam.gov. Grants and cooperative agreements are available on [Grants.gov](https://www.usaid.gov/grants). Additional grant programs and funding opportunities are available under the Work with USAID > Partnership Opportunities section of [USAID.gov](https://www.usaid.gov).

In May 2019, USAID launched the [New Partnerships Initiative \(NPI\)](#), which allows USAID to work with a more diverse range of partners and provide more entry points for organizations to work with the Agency.

USAID also accepts unsolicited proposals and applications. You can find more information about the unsolicited proposal and application process on our [website](#). USAID reviews every submission, but note that only a small number are approved. It is important to read the full guidance provided online prior to submitting an unsolicited proposal or application.

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:

- DUNS (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

- USAID's [Industry Liaison](#) serves as an entry point to USAID's stakeholders and contractors - helping to connect, engage, and equip organizations that want to work with USAID. The Industry Liaison can be reached at IndustryLiaison@usaid.gov.
- A series of online training modules on how to work with USAID are available on USAID.gov Search "Training on How to Work with USAID"
- 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.