



USAID
FROM THE AMERICAN PEOPLE

Doing Business with USAID

Our Mission

We partner to end extreme poverty and promote resilient, democratic societies while advancing our security and prosperity.



What We Do

USAID leads the U.S. Government's efforts to end extreme global poverty and enable resilient, democratic societies to realize their potential. The Agency does so by working in a variety of different technical areas, including:

- Agriculture and Food Security
- Democracy, Human Rights, and Governance
- Economic Growth, Trade, and Infrastructure
- Education
- Environment and Global Climate Change
- Gender Equality and Women's Empowerment
- Global Health
- Water and Sanitation
- Working in Crises and Conflict

USAID has more than 9,000 staff working around the world with Missions in more than 80 countries and programs in more than 100 countries.

USAID/Indonesia

\$700 million portfolio, \$100 million in annual obligations

135 staff – 25 USDHs, 13 PSCs (10 US and 3 TCNs) and 97 FSNs



USAID/Indonesia Projects Focus

Health	Environment	Education	Democracy, Rights, Governance
<ul style="list-style-type: none">• Maternal and Newborn Health• Infectious Diseases• HIV/AIDS• Tuberculosis• Neglected Tropical Diseases• Systems Strengthening• Laboratories• Human Resources• Emerging Pandemic Threats• Drug Quality and Supply Chain	<ul style="list-style-type: none">• Marine Conservation and Fisheries Mng• Forest Conservation• Water and Sanitation• Clean Energy• Climate Adaptation• Disaster Resilience and Relief	<ul style="list-style-type: none">• Basic education• Higher education• Vocational Training• Science, technology, innovation & partnership (STIP)	<ul style="list-style-type: none">• Accountability / Anti-Corruption• Access to justice for marginalized groups• Prevention of Gender-Based Violence in Eastern Indonesia (Papua)• Rights• South-South and Triangular Cooperation

How We Do It

We Partner with a variety of different types of organizations who help to implement our programs and activities around the world. USAID has more than **4,000 different partners**. Below are a few examples of the types of organizations that we work with.

- Non-Governmental Organizations (NGOs)
- Private Voluntary Organizations
- Colleges and Universities
- U.S. Businesses (Small and Large)
- Researchers, Scientists, and Innovators
- Diaspora Groups
- Faith-Based and Community Organizations
- Other Governments
- U.S. Government Agencies
- U.S. Military
- Donors

How We Operate

To effectively work with USAID, it is important to understand the strategies and policies behind the specific projects the Agency funds. Below are a few key resources that provide the framework for how we operate.

- *The majority of the Agency's funds are awarded through the competitive acquisition and assistance process.*
- **Program Cycle:** Guiding framework that links policy, strategic planning, project design, implementation, monitoring, evaluation, and learning.
- **Policies, Strategies, Frameworks, and Visions:** Outline the Agency's position in key areas and provides guidance to the field through analysis, evidence and past experience.
- **Country Development Cooperation Strategies (CDCS):** Multi-year, country-specific planning tools designed to make strategic choices based on evidence and analysis while encouraging innovative approaches to achieving development results.
- **Automated Directive System (ADS):** Agency's operation policies and procedures.
 - **ADS 300** series is specifically related to working with USAID.

How We Award Funds

ACQUISITION

Contracts: USAID purchases technical assistance services, goods, products, and other services from an entity.

ASSISTANCE

Grants: USAID provides financial assistance to an entity to implement programs with little direct involvement.

Cooperative Agreements: USAID provides financial assistance to an entity to implement programs and has substantial involvement and contact throughout the life of the award.

Registration Requirements

To be eligible to apply for U.S. federal awards (grants or contracts), entities need to register for three things:

1. DUNS Number
2. CAGE or NCAGE
 - a. U.S.-based organizations need a Commercial and Governmental Entity (CAGE) Code
 - b. **Non US-based organizations need a NATO Commercial and Governmental Entity (NCAGE) Code**
3. SAM (System for Award Management)

Identifying Funding Opportunities

Business Forecast: Agency produces a quarterly Forecast that provides a look at upcoming funding opportunities. Two Forecasts are produced -- one for Washington and one for Missions -- both available at [usaid.gov/Business-Forecast](https://www.usaid.gov/Business-Forecast).

FBO.gov: All USAID contracts available for bidding are posted on the Federal Business Opportunities website through *Requests for Proposals (RFPs)*.

Grants.gov: All cooperative agreements and grants available are posted on Grants.gov through *Notice of Funding Opportunities (NOFOs)*.

Additional Opportunities: There is a variety of other opportunities available on USAID's website under [usaid.gov/partnerships](https://www.usaid.gov/partnerships).

Tips for Submitting a Proposal or Application

- Read the entire solicitation carefully
- Ask questions by sending them to the Point of Contact listed during the open question period
- Follow the instructions outlined in the solicitation
- Create a strong proposal
 - Demonstrate your technical expertise, past performance, and ability to accomplish the work
 - Be specific - do not let USAID make assumptions
- New to USAID? Consider partnering with an organization that has worked with USAID
- Did not win the award? Ask for a debriefing to learn more about why you did not win

Learn More

- <https://www.usaid.gov/work-usaid/how-to-work-with-usaid>
- <https://www.usaid.gov/indonesia>
- Visit www.usaid.gov for additional resources on how to work with USAID, such as online training and more.
- Follow us on Twitter: [@USAIDBizOpps](https://twitter.com/USAIDBizOpps).