



USAID
FROM THE AMERICAN PEOPLE

**Doing Business with the
U.S. Agency for
International Development**

David A. Canada

**Office of Small and Disadvantaged
Business Utilization**

February 2017



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Who We Are

The United States Agency for International Development (USAID) is the lead U.S. Government agency working in international development.





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OUR MISSION

**WE PARTNER TO END EXTREME
POVERTY AND PROMOTE RESILIENT,
DEMOCRATIC SOCIETIES WHILE
ADVANCING OUR SECURITY
AND PROSPERITY**



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Our Impact

- From 1990 to 2010, child mortality fell by half
- The number of children in primary school grew to 90 percent
- 2 billion people gained access to clean water
- Since 1999, the total number of those living in extreme poverty has declined by an average of nearly 50 million people every year





Our Focus Sectors:

- **Agriculture and Food Security**
- **Democracy, Human Rights and Governance**
- **Economic Growth and Trade**
- **Education**
- **Ending Extreme Poverty**
- **Environment and Global Climate Change**
- **Global Health**
- **Water and Sanitation**
- **Working in Crises and Conflicts**



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What USAID Buys

- Technical Research & Assistance
- Training
- Information Technology
- Administrative Support
- Food Aid & Commodity Purchases
- Engineering Support & Construction
- Auditing & Financial Management



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Where We Work

USAID LEADERSHIP

WHO WE ARE WHAT WE DO WHERE WE WORK RESULTS & DATA NEWS & INFORMATION WORK WITH USAID

HOME - WHERE WE WORK - INTERACTIVE MAP

1919

LOCATIONS >

SECTORS >

INITIATIVES >

START DATES >

Reset Filters

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Disclaimer: The geographic names and boundaries may not reflect the views of the United States Government on the sovereignty over geographic features. A subset of USAID's field offices participated in the initial rollout of the map. Over time the intent is to display a comprehensive portfolio of USAID projects from all international locations.

- Afghanistan and Pakistan
- Africa
- Asia
- Europe and Eurasia
- Latin America and the Caribbean
- Middle East



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United States Agency for International Development's (USAID) Small Business Goals:

PRIME CONTRACTING GOALS FOR FY 2017	
Small Business	11.5%
Service Disabled Veteran Owned Small Business	3%
Historically Underutilized Business Zone Small Business	3%
Woman Owned Small Business	5%
Small Disadvantaged Business	5%

SUBCONTRACTING GOALS FOR FY 2017	
Small Business	18%
Service Disabled Veteran Owned Small Business	3%
Historically Underutilized Business Zone Small Business	3%
Woman Owned Small Business	5%
Small Disadvantaged Business	5%



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Doing Business with USAID

- USAID Complies with the Federal Acquisition Regulations
- Opportunities Listed in the Business Forecast on USAID Website (www.usaid.gov) and on FedBizOpps website
- Frequently check our Business Forecast
- Learn about our Large Prime Contractors for Potential Teaming Opportunities
- Participate in USAID Small Business Outreach Events
- Consider USAID's Mentor Protégé Program



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TOP 10 USAID Large Primes in FY 2016

- Chemonics International
- Development Alternatives
- Creative Associates International
- Partnership for Supply Chain Management
- ARD
- AECOM
- Management Systems International
- Tetra Tech



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FILTER OPPORTUNITIES

Title/Description

Location

Operating Unit

Sector

NAICS

POC

Forecast Status Change

Award Type

TEC Range

Solicitation Date

E.g., 2017-02-22

Award Date

E.g., 2017-02-22

FY

Sort by

Order

Items per page

<https://www.usaid.gov/business-forecast/search>

Search



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TOP NAICS CODES AT USAID FOR SMALL BUSINESSES IN FY 2016

1	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
2	541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
3	423450	MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS
4	541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
5	541519	OTHER COMPUTER RELATED SERVICES
6	541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
7	611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING
8	541211	OFFICES OF CERTIFIED PUBLIC ACCOUNTANTS
9	541511	CUSTOM COMPUTER PROGRAMMING SERVICES
10	541512	COMPUTER SYSTEMS DESIGN SERVICES



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USAID OSDBU Activities

- Advocate for the Use of Small Businesses as Prime or Subcontractors
- Conduct Small Business Outreach Activities
- Review/Approve Domestic Acquisitions Over \$25K and Conduct Market Research
- Advise Small Businesses regarding working with USAID
- Manage the Mentor/Protégé Program
- Promote Subcontracting Opportunities



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Networking/Business Opportunity Tips

1. Develop a relationship
2. Identify specific forecast opportunities and participate in the Ask the Procurement Executive events
3. Respond to Requests for Information or Sources Sought
4. Make an appt with the regional or mission contracting officer and program staff
5. Send a brief corporate capabilities statement that speaks to the work of USAID
6. **BE PROACTIVE!**



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For Questions:

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