USAID
FROM THE AMERICAN PEOPLE

Partners' Day

December 1, 2015

Mission Perspectives

Zan Northrip, DAI
Erik Singer, USAID

Context for Discussion

I submitted my proposal to this address, OAA@Mission.usaid.gov, but who is that really?

I got an award! …. Now what?

Topics for Discussion

Understanding the Mission Structure

Key Points of Contact

Facilitating Collaboration

First Impressions of the Mission

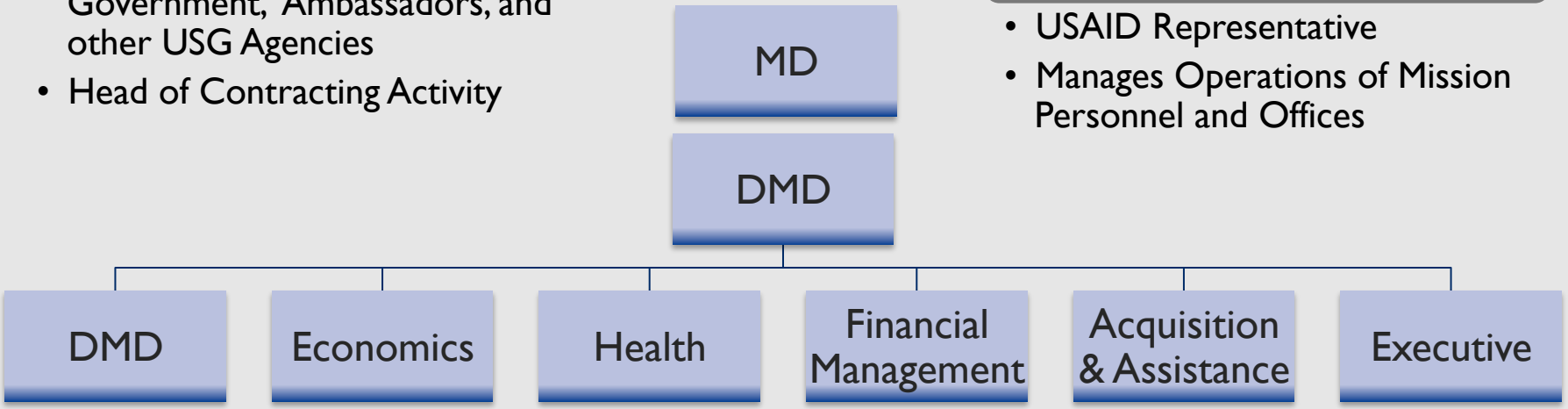
Illustrative Mission Structure

Mission Director

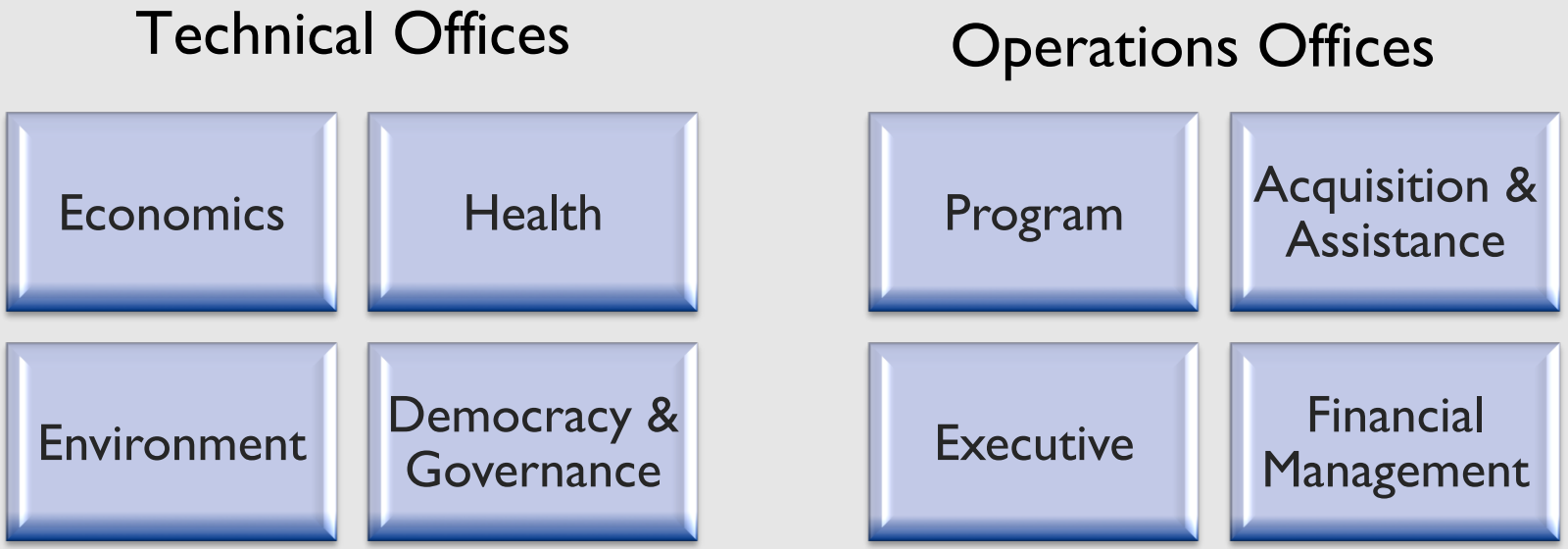
- USAID Representative
- Liaises with Host Country Government, Ambassadors, and other USG Agencies
- Head of Contracting Activity

Deputy Mission Director

- USAID Representative
- Manages Operations of Mission Personnel and Offices



Illustrative Mission Structure

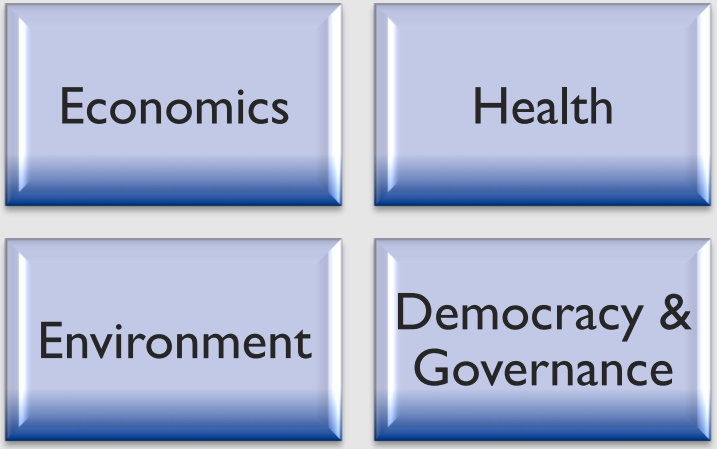


Technical Offices

- Program Design & Strategy
- Technical Expertise & Leadership
- Liaise with corresponding technical Host Country Counterparts
- VIP Events

Contracting (Agreement) Officer's Representatives

- Derivative authority to administer Contracts and Grants
- Primary PoC for Contract/Grant



Operations Offices

Executive Office
- Mission Administrative Management
- PSC Contracts
- Evacuations/Departures

Financial Mgmt Office
- Payments
- Pre-award Surveys
- Foreign Tax Reports

Program Office
- Country Development Cooperation Strategy
- Program Design
- VAT Exemption Requests
- Monitoring & Evaluation

Operations Offices - Acquisition & Assistance

- Acquisition & Assistance Office
- Program Planning and Design
- Competition Management
- Award
- Administration
- Closeout

Contracting/Agreement Officer

- Authority to sign and obligate Contracts and Grants on behalf of US Government

A&A Specialist

- A&A experts in country/ region

Key Points of Contact

Contracting/ Agreement Officer's Representative

- Primary Point of Contact for your award
- Performance Management
- Technical Depth
- Authority to Accept Deliverables

Contracting/ Agreement Officer

- Key Point of Contact for your award
- Performance Management
- Competition Management
- Authority to award, administer, modify, and closeout Contracts & Grants

Key Points of Contact

Quality of Service Challenge

Extended award processes (competition management)

Delays in administration approvals and modifications

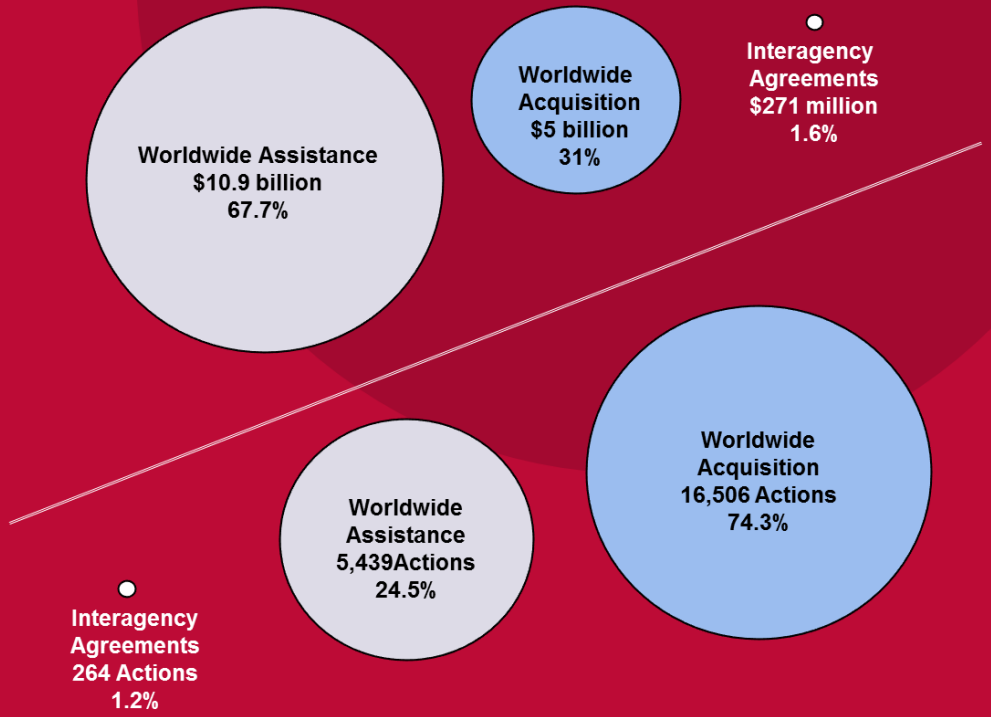
FY 2015 at a Glance

In FY2015:

$16.11 Billion

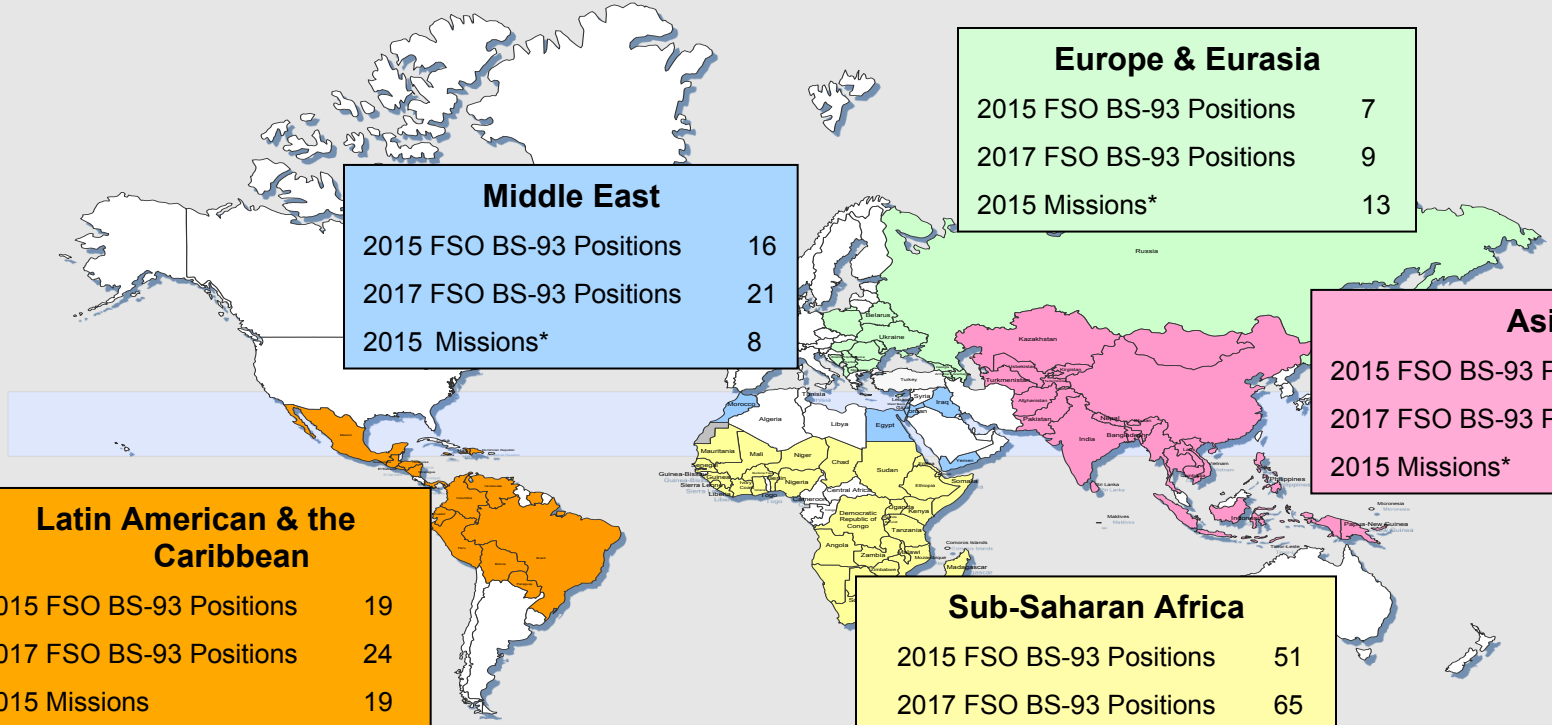
22,209 Actions

81% of Agency's program funds went through A&A process.



What We Are Doing…

By 2017, every region will have more Foreign Service Contracting Officers to achieve development impact



Middle East	
2015 FSO BS-93 Positions	16
2017 FSO BS-93 Positions	21
2015 Missions*	8

Europe & Eurasia	
2015 FSO BS-93 Positions	7
2017 FSO BS-93 Positions	9
2015 Missions*	13

Asia	
2015 FSO BS-93 Positions	46
2017 FSO BS-93 Positions	59
2015 Missions*	23

Latin American & the Caribbean	
2015 FSO BS-93 Positions	19
2017 FSO BS-93 Positions	24
2015 Missions	19

Sub-Saharan Africa	
2015 FSO BS-93 Positions	51
2017 FSO BS-93 Positions	65
2015 Missions*	32

Projections based upon revised workforce planning model

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HOME » WHERE WE WORK » ASIA » PHILIPPINES

PHILIPPINES

- HISTORY
- OUR WORK
  - Democracy and Governance
  - Economic Growth
  - Education
  - Energy and Environment
  - Health
  - Humanitarian Assistance
  - Cross-Cutting
    - Science, Technology and Innovation
    - Our Work in Mindanao
- PARTNERSHIP FOR GROWTH
- TRANSFORMING LIVES
- NEWSROOM
  - Multimedia
  - Press Releases

PHILIPPINES

Students of Sagkahan Elementary School enjoy their newly built, fully-furnished classrooms. The U.S.-funded structure will benefit over 1,900 students who have been attending classes in temporary learning spaces since Typhoon Haiyan damaged their school.

LEARN MORE →

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Search…

Training on How to Work with USAID

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WORK WITH USAID
HOW TO WORK WITH USAID
- Organizations That Work With USAID
- Grant & Contract Process
- Responding to a Solicitation
- Training on How to Work with USAID
  - Español
  - Kreyòl
  - Portugues
- 2015 Partners' Day
- Grant and Contract Resources

PARTNERSHIP OPPORTUNITIES
RESOURCES FOR PARTNERS
GET INVOLVED
CAREERS

TRAINING ON HOW TO WORK WITH USAID

Welcome to our training series on "How to Work with USAID."

En Español | Em Portugues | An Kreyòl

This online training series is designed to answer some of the most frequently raised questions and concerns from organizations interested in partnering with USAID. Here you will find open and transparent guidance straight from USAID staff.

Whether you're a non-governmental organization or small business just starting out, a large university looking to expand your outreach, or somewhere in between, we value your interest in USAID and want to make it easier to work with us.

Ghana school under the trees: School under the trees in the Northern Region Ghana
USAID/A. Kauffeld

The objectives of this training series are to (1) provide practical how-to training so that all interested partners may compete for awards and enhance their comprehension of USAID policies and (2) improve access to information and transparency for new and existing partners so they may better manage awards. Each e-module is designed to provide you with practical tips and concrete examples on topics ranging from researching potential funding opportunities to effectively putting together a proposal or application, budget, or monitoring and evaluation plan. While completing these trainings does not guarantee an award of USAID funds, the information will allow you to focus your efforts towards pursuing opportunities that are most relevant to your organization.

The majority of USAID's funds are awarded competitively through grants, cooperative agreements, or contracts. While USAID does accept unsolicited proposals and applications, due to limited resources for even the best of such proposals and applications, we encourage you to understand USAID's budget and focused strategies before submitting your idea through this process, as explained in the first e-module.

This online training program allows you to learn at your own pace. We encourage you to start with the first e-module and work your

E-Module 1 - Exploring Opportunities to Partner with USAID (00:05 / 51:43)
ATTATCHMENTS
Exploring Opportunities to Partner with USAID
Outline
Notes
1. E-Module Navigation
2. E-Module #1:Exploring Opportunities to Partner
3. Objectives of E-Module
4. Topics We'll Cover Today
5. 1. Introduction to Foreign Assistance & USAID
6. U.S. Forei
7. The Three Ds
8. Who We Are: Organization of USAID
9. USAID Organization Chart
10. Who We Are: Operational Policy
11. Where USAID Works
12. What We Do: Core Focus Areas
13. What We Do: Presidential Initiatives
14. USAID Forward
15. 2. USAID's Budget and Appropriations
16. Funding and Delivery ofU.S. Foreign Assistanc
17. Planning / Budgeting / Reporting Cycle
18. Budget Process
5. 1. Introduction to Foreign Assistance & USAID
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E-Module #1:
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SLIDE 2 OF 51
00:05 / 00:49
NOTES
SLIDE 1 OF 51
00:05 / 01:01
NOTES

What Our Partners Can Do…

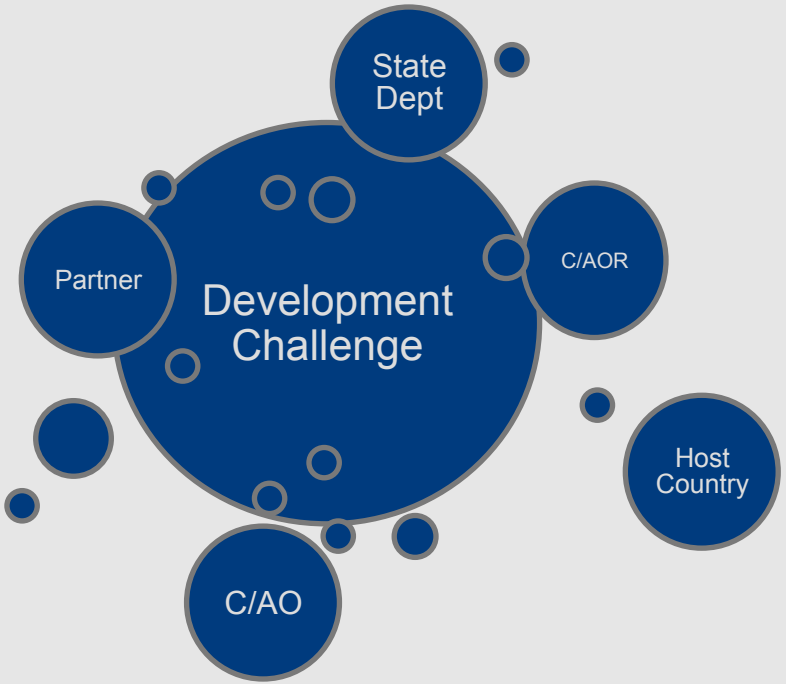
Collaboration is a Must

Project Success: Best interest of partner and project to work collaboratively

Communication is a Must

Always
- Involve Stakeholders
- Avoid Surprises
- Open dialogue prior to big decisions

If you're experiencing challenges
- Reach Out
- Don't Wait



When in Country . . .

Communicate

Awarding Operating Unit

- Washington DC
- Regional Platform
- Bilateral Mission

Inform Cognizant Mission:

- Program and Goals
- Key Stakeholders and PoCs
- Meetings with Host Country and other Stakeholders

Great Meetings with USAID Missions… in Five Easy Steps

USAID Partners' Day 2015
New Partners Track
Round 3 Breakout Session: Mission Perspectives

Zan Northrip, SVP of DAI

DAI

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KEEP CALM AND DO YOUR HOMEWORK

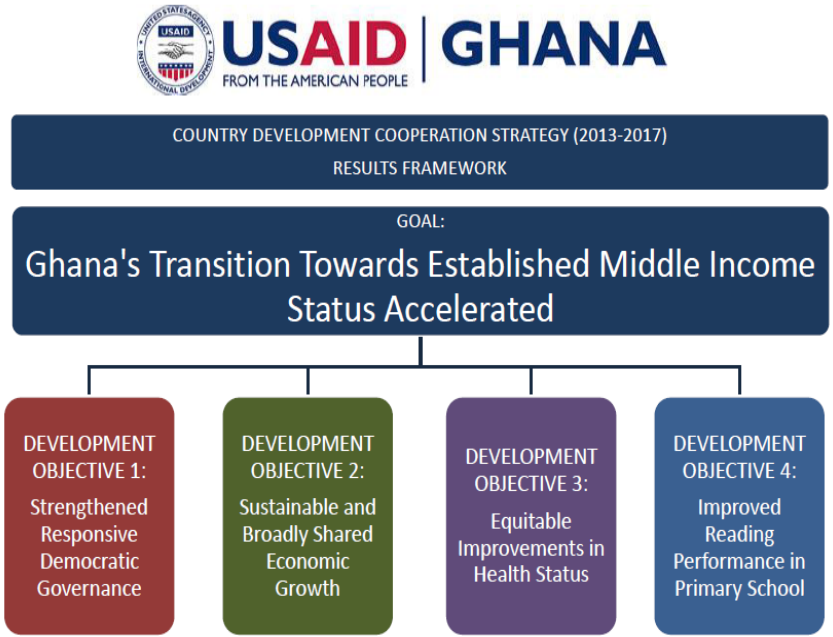
DAI

1. Know the Initiatives

- Presidential
- Agency
- A driving force, but not a dogmatic one… local adaptation matters

DAI

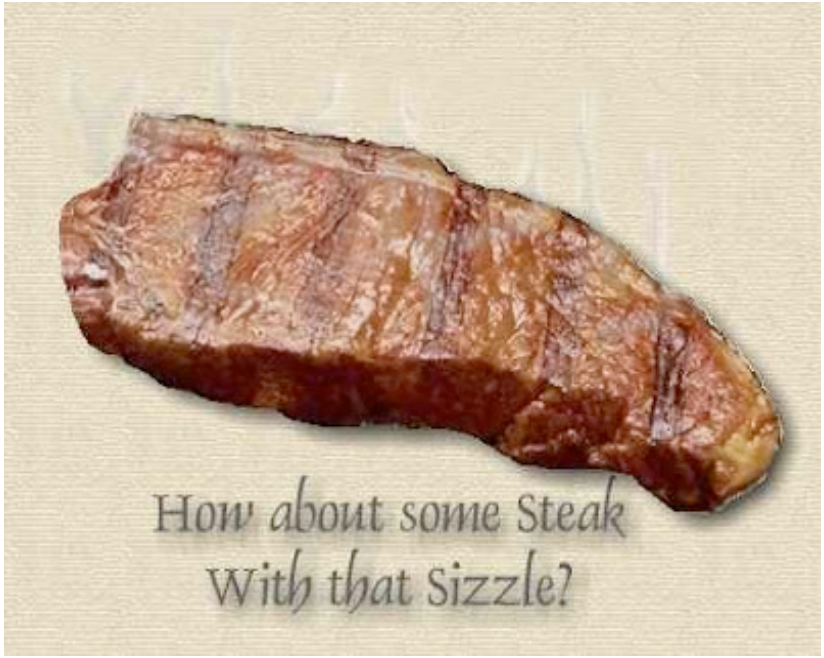
2. Know the Context



- Read the Mission's CDCS

DAI

3. Engage with Substance



- USAID staff are in development to make a difference
- Lead with results and examples
- Engage technically, not as a sales person

DAI

4. Don’t Overlook OAA

- Tech offices get all the love… but rarely have all the answers
- What kind of instrument?
- When might this happen?
- Stand-alone, or a component of something bigger?

DAI

5. Understand Constraints

- Lead time
- Budget
- Fair competition
- Available vehicles
- Other priorities

DAI

DAI
Shaping a more livable world.

Questions to Address

Now that you know more about USAID's structure and expectations for your first impressions. What questions do you have?

1.
2.
3.
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