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FROM THE AMERICAN PEOPLE

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

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USAID's Mission

USAID contributes to U.S. national interests by supporting the people of developing and transitional countries in their efforts to achieve sustainable economic and social progress.

Our Work: A Better Future for All





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Critical Areas Addressed

- Humanitarian Assistance
- Education
- Global Health
- Economic Growth and Trade
- Agriculture
- Environment
- Democracy and Governance
- Global Development Alliance





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How USAID Does Its Work

With headquarters in Washington, D.C., USAID's strength is its field offices (missions) around the world.

We work in close partnership with colleges and universities, private voluntary organizations, indigenous organizations, American businesses, international agencies, other governments, and other U.S. government agencies.



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Agency Profile

- **Agency Budget: Approx. \$17 Billion in FY 2009**
- **Contracts Budget: Approx. \$ 4–5 Billion per year, with \$1B + of that awarded in the U.S.**
- **USAID operates in 88 countries overseas**
- **USAID operates on a decentralized basis overseas**



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Regional Bureaus

- **Sub-Saharan Africa**
- **Asia**
- **Middle East**
- **Latin America and the Caribbean**
- **Europe and Eurasia**



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Recent Major Accomplishments

- **Humanitarian Assistance – in 2008, responded to 81 disasters in 63 countries, provided over \$1.8B in emergency assistance**
- **Afghan Mortality Rate Reductions – 22% rate reductions, USAID built 670 clinics since 2003**
- **Rebuilding Iraq – 54,000 jobs repairing infrastructure, vocational education for 7,000; 5,900 projects**
- **Emergency Food Aid – more than 700K metric tons in 2008**



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Recent Major Accomplishments

- **PEPFAR (AIDS Relief)- supported antiretroviral treatment for 1.7 million people as of March 2008**
- **Malaria Declines – President’s Malaria Initiative has helped 22 million people in 15 countries**
- **Improved skills of over 11,000 educators in 20 sub-Saharan countries**
- **Supported 68,000 micro and medium businesses in accessing \$589M of private investment**



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Recent Major Accomplishments

- **Haiti Earthquake Relief & Recovery – USAID leading USG effort, working closely w/ DoD, State, DHS, HHS as well as Gov't of Haiti, UN, NGOs, private sector, etc.**
- **Distributed food to nearly 3 million, medical assistance to 30K, overall assistance at \$710M**
- **Major reconstruction effort is just beginning**
- **Ensuring that SBs play a prominent role in reconstruction**
- **Chile Earthquake response**



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Current Strategic Focus Areas

- **Securing Afghanistan, Pakistan, Iraq**
- **Global Health Initiative**
- **Food Security**
- **Climate Change**
- **Humanitarian Assistance**
- **Reforming USAID – QDDR, PSD**
- **Development Leadership Initiative**



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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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USAID OSDBU Activities

- Advocate for the Use of SB's as Prime or Subcontractors
- Partner with Contracts and Program offices
- Conduct SB Outreach Activities
- Review/Approve Acquisitions Over \$100K
- Assist SB's w/ USAID Procurement Process
- Conduct Vendor Searches



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Current Small Business Issues

- New leadership team – Dr. Rajiv Shah, Administrator
- Global Health commodity buys - impact on SB Goals
- Increased Congressional oversight
- New Board of Acquisition & Assistance Reform (BAAR)
- SB Policy on institutional support contracts



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Current Small Business Issues

- Increased and more visible outreach activities
- Mentor Protégé program implementation
- Implementation of SB initiatives at USAID missions
- Close collaboration with SBA on policy initiatives



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IT Services Acquisitions – History

- **PRIME 2.2 - Principal Resources for Information Management Enterprise-Wide**
 - First award Nov 2003, single BPA to SRA International (through GSA FEDSIM)
 - \$331 Million ceiling over 6 years (ceiling exhausted early)
 - Open to Department of State (DOS) and USAID
 - Services
 - Project Management
 - Network Engineering
 - Management and Security
 - Worldwide data and Voice Communications
 - Software and Application Development



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IT Services Acquisitions – History

- **Creation of PRIME 3.x series of BPAs**
 - Objectives
 - Lower total IT support costs for USAID
 - Flexibility and scalability
 - Increased performance
 - Risk mitigation
 - Increase small business participation
 - Availability to entire Foreign Affairs Community



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IT Services – Prime 3x Competitive Structure

- **BPA Awards**
 - **Prime 3.1- Program Management and Business Systems Modernization**
 - ICOR Partners (small business)
 - IBM Business Consulting Services (large business) – team includes small businesses
 - Computer Sciences Corporation (large business) – team includes small businesses
 - Booz-Allen-Hamilton (large business) – team includes small business
 - **PRIME 3.2 - Telecommunication & Systems Infrastructure Support Services**
 - AT&T (large business) – team includes small business
 - Computer Sciences Corporation (large business)– team includes small business
 - ManTech (large business) – team includes small business
 - Northrup Grumman IT (large business) – team includes small business
 - SRA International (large business) – team includes small business
 - **PRIME 3.4 - Applications and Systems Development and Maintenance**
 - AINS, Inc. (small business)
 - SRA International, Inc (large business) – Team includes small business
 - DEVIS (small business)
 - Bearing Point (large business)



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IT Services – Prime 3x Task Awards in Sept 2008

- **PRIME 3.1- Program Management and Business Systems Modernization**
 - Eight individual task orders (**one new SB award \$11M**)
- **PRIME 3.2 - Telecommunication and Systems Infrastructure Support Services**
 - Two task orders
 - Infrastructure and Telecomm Support
 - Web Services
- **PRIME 3.4 - Applications and Systems Development and Maintenance**
 - 3 new task orders in Sept 08, **all awards to SB over \$77M total!**



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Long Term IT Acquisitions Strategy

- **Prime 3.x End Dates**
 - 3.1 - 8/10/2010
 - 3.2 - 9/24/2011
 - 3.4 - 8/16/2011
- **Planning for Prime 3.1 follow on began late 2009**
- **Align with OCIO strategic plan**
- **Conducting extensive market research to identify all viable small business alternatives**



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Where to Find Opportunities Online

Agency Website: www.usaid.gov

- Business Forecast
- Congressional Budget Justification
- Country Mission Sites
- USAID OSDBU website:
www.usaid.gov/business/small_business
- FedBizOpps: www.fbo.gov



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Marketing to USAID

- Know your niche and company strengths
- Focus on past performance, target similar agencies
- Know your customer: agency forecast, web site
- Work with the OSDBU and Project offices
- Attend monthly Vendor Outreach Sessions



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Marketing to USAID

- Contact Prime contractors for potential teaming efforts
- Don't overlook subcontracting or simplified acquisition options
- Always request a debriefing



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Marketing to USAID

- Provide on-line documents:
 - Capabilities statements & brochures
 - Company web site
 - CCR profile (Dynamic Small Business Search)
 - Past performance is key

- Maximize use of Federal programs:
 - Get on GSA's Federal Supply Schedule, GWAC's
 - Get certified! (8(a), SDB, HUBZone)
 - Register on FedBizOpps

- Participate in outreach activities: OSDBU Conference April 21



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Key Sources of Assistance

- **Small Business Administration (www.sba.gov)**
 - Small Business Development Centers
 - SCORE: www.score.org
 - Women’s Business Centers: www.womenbiz.gov
- **Procurement Technical Assistance Programs**
 - MD PTAP: www.mdptap.umd.edu
 - VA PTAP: www.vaptap.org
- **Agency Small Business Offices: www.osdbu.gov**
- **Minority Business Development Agency: www.mbda.gov**
- **Membership organizations, e.g. MD/DC MSDC**



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For Further Information

USAID's Office of Small and Disadvantaged Business Utilization

(202) 712-1500

Website:

www.usaid.gov/business/small_business