



USAID
FROM THE AMERICAN PEOPLE

Doing Business with USAID

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) (<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.

USAID Funding Opportunities

USAID maintains a [Business Forecast](https://www.usaid.gov/business-forecast/search) (<https://www.usaid.gov/business-forecast/search>) which consists of upcoming business and partnership opportunities. The Forecast is updated daily. You can download a report of all 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 an organization but has more substantial involvement and contact with the partner during the life of the program.

To solicit organizations for its projects and programs, USAID typically uses a request for proposals (RFP) for contracts and a notice of funding opportunity (NOFO) for cooperative agreements and grants.

Contracts opportunities available for bidding are posted on [FBO.gov](https://www.fbo.gov) (<https://www.fbo.gov>). Grant and cooperative agreements announcements are available on [Grants.gov](http://www.grants.gov) (<http://www.grants.gov>).

Additional grant programs and funding opportunities are available under the **Work with USAID Partnership Opportunities** section of [USAID.gov](https://www.usaid.gov)

In April 2014, USAID established the [U.S. Global Development Lab](https://www.usaid.gov/GlobalDevLab) (<https://www.usaid.gov/GlobalDevLab>), building on the belief that science, technology, innovation, and partnership (STIP) can make development happen faster, more cheaply and in a more sustainable manner. There are a variety of opportunities available within the Lab, such as the Grand Challenges for Development and the Development Innovation Ventures.

USAID also accepts unsolicited proposals and applications. You can find more information about the unsolicited proposal and application process on our [website](https://www.usaid.gov/work-usaid/get-grant-or-contract/unsolicited-proposals) (<https://www.usaid.gov/work-usaid/get-grant-or-contract/unsolicited-proposals>). 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; and
- [SAM](#) (System for Award Management).

Additional Information

- A series of online training modules on how to work with USAID are available on: [How to Work with USAID](#);
- The Essential NGO Guide to Managing your USAID Programs is designed to help NGOs effectively manage USAID funds: [NGO Connect Resource Guide](https://www.ngoconnect.net/resources/ngoguide); <https://www.ngoconnect.net/resources/ngoguide>
- 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.

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