

# BUILDING BETTER PARTNERSHIPS FOR BETTER DEVELOPMENT

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## How USAID INVEST Supports New and Underutilized Partners

INVEST operates as a facilitator, connecting USAID with new and underutilized partners and mentoring these organizations to ensure that they successfully meet USAID's objectives. This network of partners provides USAID with on-demand access to the niche expertise necessary for solving the world's toughest development challenges.

Through customized onboarding and coaching services, INVEST helps recruit partner organizations that have seldom or never previously worked with USAID. INVEST:

- Has streamlined procurement process and open communication
- Hosts a procurement forecast website that enables firms to plan in advance for anticipated request for proposals (RFPs)
- Requests proposals as a slide deck and conducts phone interviews with shortlisted firms
- Provides debrief letters to unsuccessful firms to help improve their future responses to RFPs
- Holds biannual partner network webinars to showcase partners' work, answer questions, and share lessons learned

Simplified subcontracting procedures help align USAID's implementation timeline with the private sector's needs. INVEST has:

- A dedicated procurement staff that helps firm navigate subcontracting process
- A "kick-off" call customized for the partner's level of experience working with USAID, which outlines what's needed to complete the subcontracting process and why, followed by regular check-in calls
- Rapid procurement and subcontracting, which leads to faster implementation (an average of 10 weeks from RFP release to signing of subcontract)

INVEST technical teams work as "translators" between USAID and partners. INVEST teams can:

- Help partners understand USAID's processes and expectations for deliverables and translate USAID's needs into private sector language
- Provide USAID with guidance on market-led development strategies informed by partners' on-the-ground insights and help USAID translate its needs into private sector language
- Offer partners strategic communications support by way of co-written articles and spotlight blog posts that celebrate their success and learning, thereby generating more demand for working with New and Underutilized Partners throughout USAID



**USAID**

# Building Better Partnerships for Better Development

*How INVEST Supports New and Underutilized Partners*

## Strategic Recruitment and Streamlined Procurement

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- Researches the market for partners that align with the skills in the RFP
- Shares a procurement forecast online allowing partners to plan
- Requests proposals as concise slide decks and conducts phone interviews with shortlisted firms
- Provides debrief letters to unsuccessful firms so they can improve

## Customized Onboarding and Simplified Subcontracting

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- Provides a dedicated team of procurement specialists to help firms navigate subcontracting with orientations, check-ins, and open communication lines
- Operates on an accelerated procurement and subcontracting timeline to match the private sector

## Sustained, Tailored Support for Successful Collaboration

3

- Translates USAID's terminology, processes, and requirements into private sector language
- Promotes workplan pivots during implementation to maximize the value of partners' work
- Offers partners strategic communications support to share their insights and raise their profiles

Partners gain government contracting know-how and networks that make them likely to work with USAID in the future



USAID gains access to market-based expertise and learning that deepens its commitment to private sector led development

**BETTER AND MORE SUSTAINABLE  
DEVELOPMENT RESULTS**