



USAID
FROM THE AMERICAN PEOPLE

ACQUISITION AND ASSISTANCE (A&A) STRATEGY





Matt Johnson

USAID's Industry Liaison

AGENDA

- **Opening Remarks**, Paloma Adams-Allen, Deputy Administrator
- **Localization & the A&A Strategy**, Sarah Rose, Senior Localization Advisor
- **A&A Strategy development process**, Mark Walther, Senior Procurement Executive
- **A&A workforce panel**
- **Q&A**
- **Closing remarks**, Mark Walther





Paloma Adams-Allen

*Deputy Administrator of
Management and Resources*

WHAT IS ACQUISITION AND ASSISTANCE (A&A)?

USAID uses acquisition and assistance mechanisms such as **grants, cooperative agreements, and contracts** to provide funding to partners to implement development programs.

85%
of USAID's
work is
implemented
through A&A



**White Helmets
deliver emergency
relief in the
aftermath of the
earthquake in Syria**

“In two days, we were able to do 40 days of work.”

- Amy McQuade, MERP CO/AO





\$30 million
cooperative
agreement to the
White Helmets



2,953 people in the
aftermath of the
earthquake



ACQUISITION AND ASSISTANCE STRATEGY

United States Agency for International Development (USAID)

December 2018

Times have changed.

So must how we do business
at USAID.



NEW TO USAID?

You came to the right place.

WorkwithUSAID.org was created to help you learn what USAID does and how your organization can partner to improve lives and livelihoods around the world.



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Discover Sub-Opportunities

In addition to working directly with USAID, there are many opportunities to work with the contractors and recipients that are currently receiving USAID funding. We call these sub-opportunities. You can explore this page to find sub-opportunities.

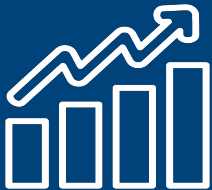
Note: The information contained in this portal belongs to the entity that entered it. If you have any questions or require verification or further clarification, contact the business directly to communicate your concerns.

[Submit a Sub-Opportunity](#)[Learn More](#)

WHAT WE'RE DOING



Piloting ways to **translate applications** from local languages to English.



Increased total value of fixed amount awards from **\$97 million** in FY 2021 to **\$141 million** by FY 2022



200 hours saved
per USAID staff
member per
procurement!

The Staffing Crisis

Currently,
USAID has
291 CO/AOs



*Shortfall of
over 100
CO/AOs*



393 CO/AOs are
needed for optimal
USAID operations



COs at **DoD**
manage **\$11.6**
million

USAID
CO/AOs
manage **\$108**
million



\$36.4 billion
obligated through
22,000 A&A
actions in FY 22





Paloma Adams-Allen

*Deputy Administrator of
Management and Resources*



Sarah Rose

Senior Localization Advisor



Target 1: USAID will provide at least a quarter of all our program funds directly to local partners by the end of FY2025.



Target 2: USAID will take steps to ensure that by 2030, fifty percent of our programming will place local communities in the lead to co-design a project, set priorities, drive implementation, and/or evaluate the impact of our programs.

MEASURING PROGRESS: LOCALLY LED SPECTRUM

LESS LOCALLY LED

MORE LOCALLY LED



INFORMED

CONSULTED

IN
PARTNERSHIP

DELEGATED
POWER

LOCAL
LEADERSHIP

Local actors receive information regarding a project and may share their views. USAID may or may not consider or act on these views.

Local actors share their views with USAID. USAID is committed in some way to consider or act on these views and to communicate how local input is being used.

Local actors are part of a formal system that provides an opportunity to work with USAID to make decisions jointly.

Local actors take the lead in making decisions and taking action with regard to a development effort within jointly agreed upon parameters.

USAID supports an initiative that originates with, and is managed by, host country actors.



Mission Spotlights

- USAID/Guatemala
- USAID/Nepal





Sarah Rose

Senior Localization Advisor



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Mark Walther

*Senior Procurement
Executive*

Drafting the A&A Strategy: The Consultative Process

Over 300 members
of the A&A
workforce consulted

More than 1,800
responses to our
Partnering
Experience Survey

Implementation plan
now open for public
& Agency comment!

15 partner
events

Implementation plan
developed by 50
cross-Agency experts

A&A Workforce: Leading USAID Partnerships



Fabiola (Faby) Loy
USAID/Guatemala
Senior A&A Specialist



Alex Mavroukakis
USAID/M/OAA
Division Chief



Ayana Angulo
USAID/RDMA
FS CO/AO

Objective 1:

A&A workforce enabled, equipped, and empowered to further USAID's development and humanitarian assistance mission.



Objective 2:

**Streamlined and effective A&A
integrated throughout the
Agency's development approach.**



Objective 3:

A more diverse set of partners engaged to implement locally led development solutions.



Stay in touch!

- Read the **A&A Strategy** and provide your feedback on the **implementation plan**:
<https://www.usaid.gov/policy/acquisition-and-assistance-strategy>.
 - Email industryliason@usaid.gov
- Visit WorkWithUSAID.org and tell your partners about it!
- Follow M/OAA on social media:
 - [LinkedIn](#)
 - Twitter: [@WorkwithUSAID](https://twitter.com/WorkwithUSAID)

A young girl with a warm smile is wearing a vibrant red headscarf with a patterned border. She is positioned on the left side of the frame, looking towards the camera. The background is a weathered, light-colored wall with some peeling paint. In the bottom right corner, there are green plants growing in a planter.

THANK YOU

Share your feedback on the A&A Strategy
implementation plan: industryliason@usaid.gov.