



USAID
FROM THE AMERICAN PEOPLE

ACQUISITION AND ASSISTANCE (A&A) STRATEGY

The vision of the A&A Strategy is that USAID and its partners enable sustainable, inclusive, and locally led development results through acquisition and assistance. USAID will achieve this vision through three objectives.



Since the creation of USAID's 2018 A&A Strategy, the world and USAID have changed. Grounded in our current context and priorities, the updated USAID A&A Strategy describes the approach USAID will undertake to deliver humanitarian and development assistance through A&A mechanisms.

OBJECTIVES OF THE A&A STRATEGY:

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

Our diverse A&A workforce spans across the world and are experts in partnership design, understanding the market, and obtaining value for USAID. They ensure the interests of the United States are safeguarded and taxpayers' money is spent wisely. The A&A Strategy prioritizes the USAID A&A workforce, our most important resource. This includes hiring, retaining, and creating professional development opportunities for the global A&A workforce, as well as strengthening capacity and knowledge management across USAID's A&A work. USAID, and ultimately the countries with which it works, benefit from having an experienced A&A workforce understand USAID's unique set of A&A mechanisms available to support partners to advance progress beyond programs.

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

We recognize that USAID's award process can be cumbersome, whether you're a traditional partner or new to the Agency. By providing effective tools and guidance, reducing burdens in the A&A process, and automating repetitive tasks we will make the partnership process simpler so USAID staff and partners can focus on delivering development results in their communities – instead of paperwork.

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

Partnership is at the heart of how we work at USAID. To diversify our partner base, it is critical that the Agency lower barriers for new partners, proactively engage the private sector, and expand our ability to work with local partners. We will focus on reducing A&A burdens and providing free tools and resources on [WorkwithUSAID.org](https://www.workwithusaid.org) so anyone anywhere can understand the partnership process. These efforts directly support the Agency's localization goals, in particular achieving our target of obligating 25 percent of funding directly to local partners by fiscal year (FY) 2025.

OPERATIONALIZING THE A&A STRATEGY

Following the release of the A&A Strategy, USAID will publish an accompanying implementation plan. Key actions that USAID will take, or has already taken, to implement the A&A Strategy include:

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. **Acquisition and assistance** make up more than 85% of USAID's work (with the rest implemented through mechanisms like government-to-government agreements). **Acquisition** is when USAID buys goods or services for its own purposes. **Assistance** is when we provide a grant or cooperative agreement award to an organization for a public good, said another way -- for furthering development and humanitarian assistance goals.



Objective 1:

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

- Undertake workforce and workload analysis of A&A professional staff and contract and agreement officer representatives and, with congressional support, hire new foreign service, civil service, and surge-support A&A staff.
- Increase the number of USAID local employees with administrative warrants from the FY 2022 starting point of 19 to a goal of 38 by the end of FY 2023.
- Build the capacity of the A&A workforce through a new Contracting and Agreement Officer Representative (COR/AOR) Mentoring Program.

Objective 2:

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

- Streamline the review process for high-value (>\$25 million) contracts reducing the number of required reviews from three to two, saving more than 200 hours of staff time per contract and reducing the award process by a minimum of 10 days.
- Launch a user-friendly COR/AOR Toolkit to aid COR/AORs in their critical roles managing USAID's acquisition and assistance awards. The Toolkit is a one-stop shop for clear and up-to-date answers to common questions, links to official guidance and resources, examples, and tips sourced from the community of COR/AORs.
- Explore using digital tools to assist in receipt and management of documents during the A&A solicitation process and award administration stage.

Objective 3:

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

- Build out [WorkwithUSAID.org](https://www.workwithusaid.org) including a funding opportunities feed, a partnerships pathway tool, a subcontracts and subawards opportunities page, and adding additional resources in foreign languages.
- Expand translation of English solicitation documents to local languages as courtesy copies. Pilot solutions to translate full applications from local languages to English, making the application more accessible to local partners.
- Increase flexibilities to limit competition to local partners to support achievement of the Agency's 25 percent localization goal by FY2025.