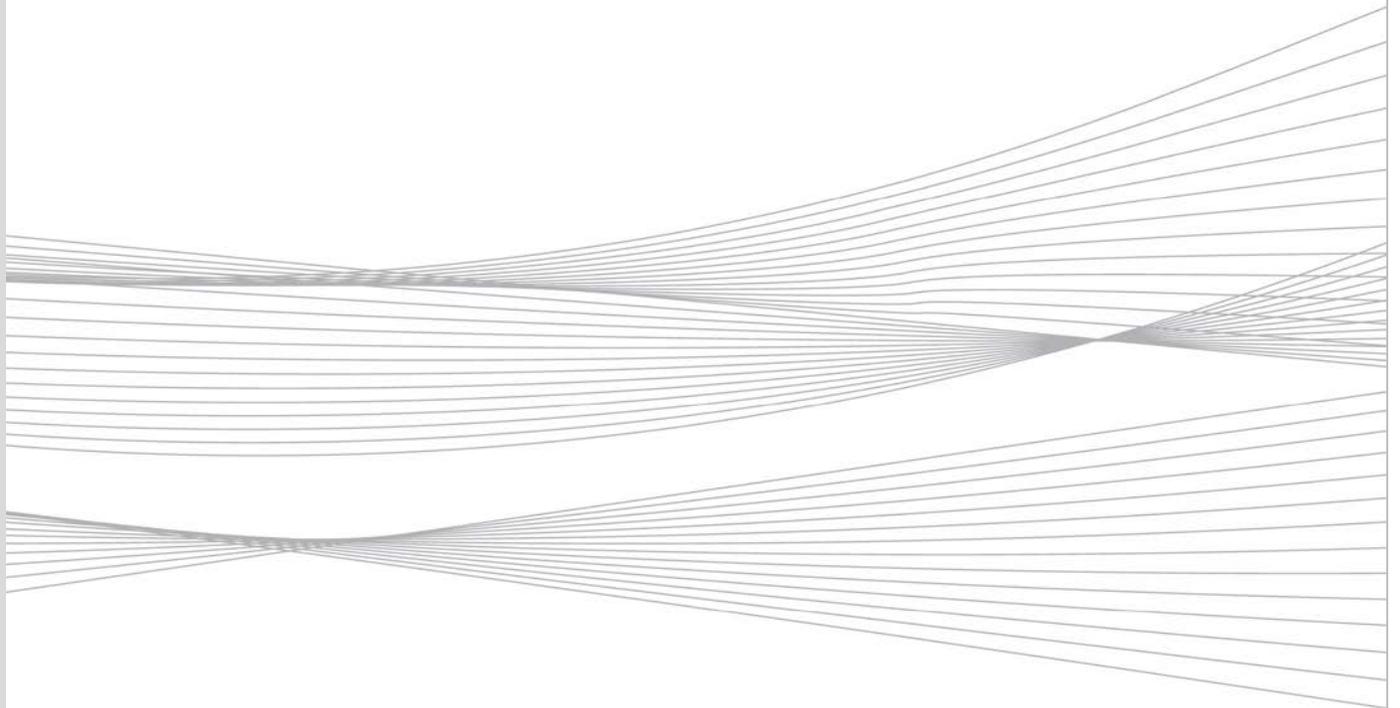




# Aid-Related Export Opportunities





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# EXECUTIVE SUMMARY

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This guide will provide an in-depth look at U.S. international aid procurement opportunities, and will touch on those from other international aid organizations and development banks. By working with the agencies in this report, exporters can find new opportunities in international markets and expand their businesses.

International trade is relationship-driven, therefore it is important for companies pursuing foreign business to develop international industry networks. This allows for the identification of foreign decision makers who are responsible for defining product and service requirements before specific opportunities arise, and for them to become familiar with your company's products and services.

How companies present themselves to these decision makers is equally important. Marketing efforts should focus on in-hand technologies or services for which companies can offer specific added values or expertise, rather than an array of sourceable technologies or potential capabilities. For example, an information technology solutions provider might focus its international marketing efforts on a single application or expertise. Such focus helps foreign decision makers unfamiliar with U.S. companies better understand companies' value propositions, and this understanding allows them to mentally link companies with specific procurement initiatives.

Nonetheless, solid relationships and great marketing campaigns can only be as effective as procurement rules allow. For this reason, companies should understand procurement processes in the markets in which they pursue business. Although not required in most cases, companies may want to consider having an in-country representative help them navigate the procurement process. While inserting such middlemen may reduce margins on the front end, they may help reduce costs at the back end. Alternatively, joint ventures or licensing agreements with companies might be beneficial for accessing procurement decision makers or might be necessary to satisfy procurement requirements in certain markets. In such cases, companies should consider partners with existing relationships and physical presence in those markets, and market themselves to potential partners as offering specific products or services that might fill holes in their existing portfolios.

With the bulk of economic growth occurring outside of the U.S., the Virginia Economic Development Partnership's (VEDP) International Trade division works to increase the number of Virginia companies selling overseas and their volume of international business. With this guide, VEDP-International Trade aims to prepare Virginia companies to take advantage of opportunities to sell to foreign aid-related organizations, and to provide support along the way. With our network of international consultants, we are able to provide in-country expertise related to market research specific to your product or service.

# U.S. BASED INTERNATIONAL AID PROCUREMENT OPPORTUNITIES

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*This section of the report discusses procurement activities by U.S. agencies that provide international aid. Foreign assistance programs are managed by the U.S. in more than 100 countries around the world through the efforts of over 20 different U.S. Government agencies.*

The [U.S. Department of State \(DoS\)](#) is the leading foreign affairs agency of the U.S. Government. The Department of State's role in providing foreign assistance spans across the globe in a broad range of sectors. Its Office of U.S. Foreign Assistance Resources ensures strategic and effective allocation, management, and use of foreign assistance resources; while its U.S. Agency for International Development (USAID) is the agency that works to end global poverty and enable resilient societies.

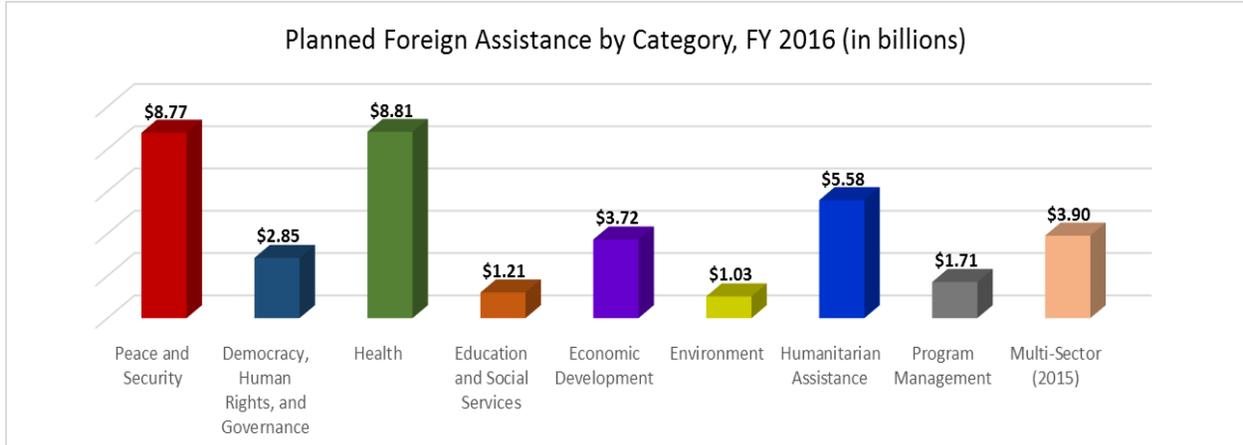
This report will provide information on the main U.S. Government agencies that provide opportunities for procurement in international aid:

- » U.S. Agency for International Development (USAID)
- » Millennium Challenge Corporation (MCC)
- » U.S. Trade and Development Agency (USTDA)
- » U.S. Department of Defense
- » U.S. Department of the Treasury
- » U.S. African Development Foundation (USADF)
- » Inter-American Foundation (IAF)

Foreign assistance represented one percent of the federal budget in FY2015. Expenditures on foreign aid are tracked according to categories and sectors. The broad categories include the following:

- » Peace and Security
- » Democracy, Human Rights, and Governance
- » Health
- » Education And Social Services
- » Economic Development
- » Environment
- » Humanitarian Assistance
- » Program Management
- » Multi-sector

FY2016 PLANNED FOREIGN ASSISTANCE APPROPRIATION<sup>1</sup>



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<sup>1</sup> (ForeignAssistance.gov, Foreign Assistance by U.S. Agency)

## U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)

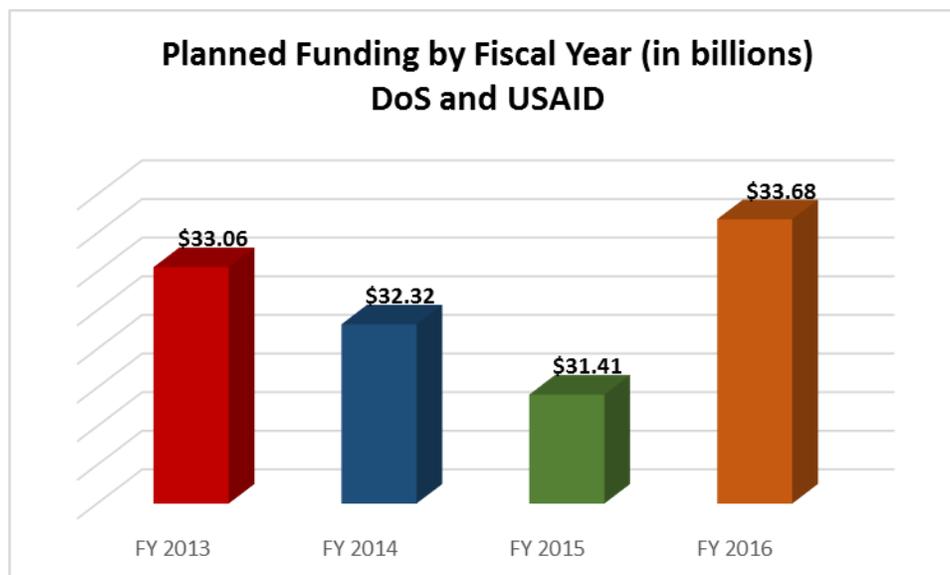
The [U.S. Agency for International Development \(USAID\)](#) provides assistance to low income countries in the areas of food security and agriculture, democracy and governance, economic growth, environmental sustainability, education, health, global partnerships, and humanitarian assistance. In FY2015, USAID awarded \$10.3 billion in prime awards in 10,818 transactions. Of this total, \$3.3 billion was in Contracts and \$6.9 billion was in Grants. There was also \$500,000 in Loans, and \$75.1 million in Other Financial Assistance.

USAID works to further America's foreign policy interests in development, diplomacy, and defense while improving lives in the developing world. The agency's main objective is to end extreme global poverty and allow societies to realize their full potential to develop into wealthier and healthier places to live. It provides assistance to over 100 countries in Africa, Asia, Eurasia, Europe, Latin America, the Caribbean, and Middle East. As of 2014, Afghanistan and Pakistan are USAID's two largest assistance programs.

### MILLENNIUM DEVELOPMENT GOALS

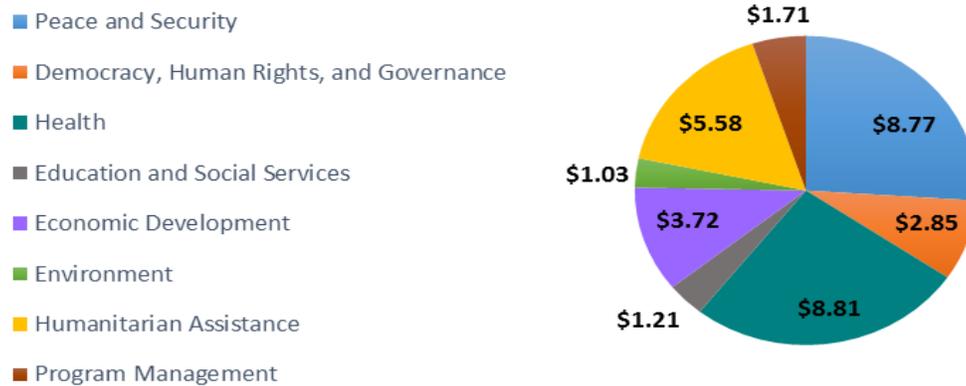
- » End Extreme Poverty and Hunger
- » Achieve Universal Primary Education
- » Promote Gender Equality
- » Reduce Child Mortality
- » Improve Maternal Health
- » Combat HIV/Aids, Malaria and Other Diseases
- » Ensure Environmental Sustainability
- » Develop a Global Partnership for Development

### FY2016 PLANNED FOREIGN ASSISTANCE APPROPRIATION<sup>2</sup>



<sup>2</sup> (ForeignAssistance.gov, Foreign Assistance by U.S. Agency)

## 2016 Planned Funding by Category (in billions) DoS and USAID



### DOING BUSINESS WITH USAID

Most of the funding opportunities administered by USAID are through contracts, grants, and cooperative agreements with implementing partners. USAID decides on the type of award based on the type of work, purpose of the funding, and nature of the relationship between USAID and the implementing organization. For FY15, Virginia ranks seventh by value of funds awarded to states with \$57.1 billion and ranks third in the number of transactions at 175,748.

#### ***Contracts (Acquisitions)***

Contracts represent the direct purchase of goods and/or services by the federal government, and are mutually binding agreements between the federal government and a seller. USAID contracts are awarded for technical assistance, commodities, equipment, transportation services, and construction. USAID contract procurements can be found on [FedBizOpps \(www.fbo.gov\)](http://www.fbo.gov).

#### ***Grants and Cooperative Agreements (Assistance)***

Grants represent the transfer of funds to another party intended for the implementation of programs that contribute to the public good and further the objectives of the [Foreign Assistance Act](#). These funds are awarded by USAID to a non-federal entity for a defined public or private purpose in which services are not rendered to the federal government. Grants include Cooperative Agreements which are similar to grants, but require more involvement from USAID. Grant procurements and Cooperative Agreement procurements can be found on [Grants.gov](http://Grants.gov).<sup>3</sup> Exporters interested in participating with USAID's contract and grant procurement process should follow the guidelines for registering as a Federal Contractor or Recipient at the following website link: [USAID Grant and Contract Process](#). USAID encourages partnering and sub-contracting with other companies to create teams for implementing its development assistance activities.

<sup>3</sup> [USAspending.gov](http://USAspending.gov), Prime Awards Timeline data for the U.S. Agency for International Development (USAID).

### ***Global Development Alliances***

[Global Development Alliances](#) (GDAs) are USAID's innovative model for building partnerships with the private sector and other non-traditional partners. USAID has formed over 1,500 public-private partnerships with over 3,500 distinct partner organizations since 2001; the value of the partnerships is at more than \$20 billion in public and private funds. Partnerships with USAID begin with a shared vision and the shared means to achieve a goal, and include the following criteria:

- » At least 1:1 leverage (cash and in-kind) of USAID resources
- » Common goals defined for all partners
- » Jointly-defined solution to a social or economic development problem
- » Non-traditional resource partners (companies, foundations, etc.)
- » Shared resources, risks and results
- » Innovative, sustainable approaches to development

### CONTACT INFORMATION

#### **U.S. Agency for International Development (USAID)**

Ronald Reagan Building

Washington, D.C. 20523-1000

Telephone: (202) 712-0000

Fax: (202) 216-3524

Website: <http://www.usaid.gov/>

## MILLENNIUM CHALLENGE CORPORATION (MCC)

Created by Congress in 2004, the [Millennium Challenge Corporation \(MCC\)](#) is an independent U.S. foreign aid agency. The MCC delivers U.S. foreign assistance by focusing on good policies, country ownership, and results. By focusing on policy reforms, economic growth opportunities, and shared learning, the MCC works to end global poverty using competitive selection, country-led solutions, and country-led implementation.

### MCC COUNTRY SELECTION PROCESS

1. **Competitive Selection:** The MCC Board examines a country's performance based on independent and transparent policy indicators and selects compact-eligible countries based on policy performance.
2. **Country-led Solutions:** Selected countries must prioritize their means to achieving economic growth and poverty reduction. MCC teams work in close partnership with selected country to help reach its stated goals.
3. **Country-led Implementation:** Once selected, the country sets up its own local accountable entity to oversee and manage implementation.
4. **Accountable Entity:** Determining the country's appropriate accountable entity is an important government decision because the entity will serve as the point of contact on behalf of the selected country's government during the implementation of the program for MCC, other donors, and consultants, and it should have the authority and responsibility to oversee the MCC funded projects.

### DOING BUSINESS WITH MCC COUNTRIES

Well-performing countries are given grants by the MCC to promote economic growth and reduce poverty through compacts and threshold programs.<sup>4</sup>

#### *Compacts*

Compacts are large, five-year grants for countries that pass the MCC's eligibility criteria. Countries with signed Compacts solicit, award, and administer procurements for goods and services based on the programs designed in their Compact via their Accountable Entity. The MCC pays partner-country contracted vendors directly through its Common Payment System. Recipient countries are required to post procurement notices at the [United Nations Development Business](#) and the [dgMarket](#) websites.

#### *Threshold Programs*

Threshold programs are smaller grants awarded by the MCC to countries that have come close to passing the MCC's criteria for a Compact and are committed to improving their performance. MCC's objective for the Threshold Program is to assist a country in becoming compact eligible by supporting targeted policy and institutional reforms. Threshold program procurements are listed on the [FedBizOpps](#) website.

#### *Africa*

The continent of Africa is the largest recipient of MCC development assistance, as MCC is devoting unprecedented resources to help partner countries in Africa. Of MCC's 29 signed compacts, 16 of them are with African countries, for a total value of \$6.4 billion or about 55 percent of MCC's total compact portfolio. Of MCC's 25 smaller-scale, signed Threshold Program grants, 10 are with African countries, totaling over \$160 million.

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<sup>4</sup> (Millennium Challenge Corporation (MCC), <http://www.mcc.gov/>, n.d.)

### *Europe, Asia and the Pacific*

MCC is devoting significant resources to help partner countries in Europe, Asia and the Pacific. MCC has signed nine Compacts in the region (totaling over \$2.6 billion) and nine Threshold Programs.

### *Central America*

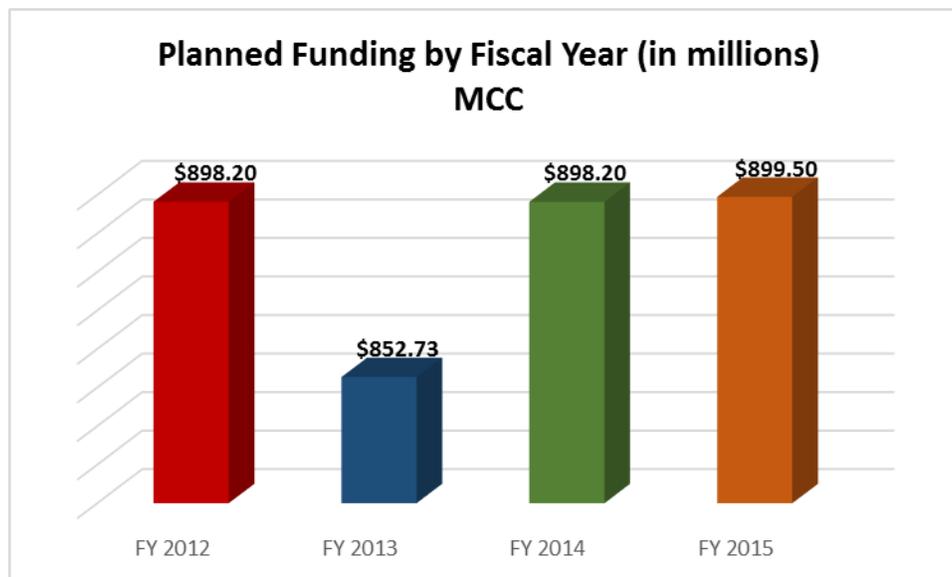
Since its founding in 2004, MCC has played a critical role in helping to fight poverty and create economic growth across Central America. Assistance from MCC is a major component of the U.S. Government's strategy to promote regional prosperity and improve governance.

### DOING BUSINESS WITH THE MCC

The MCC headquarters awards contracts, grants, and procurements to complete its mission of helping the world's poorest countries reduce poverty through economic growth. These opportunities are listed on the [FedBizOpps](#) website and are divided into large procurements, small procurements, and consultant opportunities.

### FY2015 PLANNED FOREIGN ASSISTANCE APPROPRIATION

The MCC's fiscal year funds are obligated to multi-year threshold and compact programs and as such, fiscal year appropriations can span several years.<sup>5</sup>



### CONTACT INFORMATION

#### **Millennium Challenge Corporation (MCC)**

875 Fifteenth Street NW  
Washington, DC 20005-2221  
Telephone: (202) 521-3600  
Website: <http://www.mcc.gov/>

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<sup>5</sup> (ForeignAssistance.gov, Foreign Assistance by U.S. Agency)

## U.S. TRADE AND DEVELOPMENT AGENCY (USTDA)

The overall goal of the [U.S. Trade and Development Agency \(USTDA\)](#), an independent federal agency, is to “help companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies”. Through its International Business Partnership Program and its Project Development Program, the USTDA provides funding for programs which create sustainable infrastructure and economic growth in its partner countries.

The USTDA's programs have generated over \$25 billion in U.S. exports to emerging markets and supported an estimated 110,000 U.S. jobs over the last 10 years. Its projects cover a wide variety of sectors, including [Aviation](#), [Electricity Transmission & Distribution](#), [Renewable Energy](#), [Telecommunications](#), [Traditional Energy & Power](#), and [Transportation](#). The agency is organized based on five regions of the world: East Asia; Latin America and the Caribbean; Middle East, North Africa, Europe and Eurasia; South and Southeast Asia; and Sub-Saharan Africa.

Its development assistance involves creating public-private partnerships between U.S. companies and overseas project sponsors, which brings private sector solutions to the countries' developmental challenges. The USTDA evaluates project proposals based upon the following criteria:

- » Significant export opportunities for U.S. manufactured products and services
- » Developmental priority in the host country
- » Strong likelihood of success securing implementation financing

### INTERNATIONAL BUSINESS PARTNERSHIP PROGRAM

Key activities of the USTDA's International Business Partnership Program (IBPP) include hosting reverse trade missions, conferences and workshops, and training sessions. The goal of IBPP is to connect U.S. manufacturers and service providers with international buyers in order to open new export markets and commercial opportunities around the world for American companies.

#### *Reverse Trade Missions*

Based on upcoming procurements by its partner countries, the USTDA hosts reverse trade missions to bring foreign buyers to the United States. This allows the foreign buyers to observe the design, manufacture, and operation of U.S. products and services which will assist them with achieving their development goals.

#### *Conferences and Workshops*

Conferences and workshops are held worldwide by the USTDA to connect U.S. firms with foreign project sponsors. These events are designed to showcase U.S. goods, services, and technology to foreign buyers.

#### *Training*

Training sessions are held worldwide by the USTDA to provide project sponsors with a better understanding of the capabilities and expertise of U.S. companies. The goal of the training is to support U.S. sales of equipment and services and may focus on topics such as technology or regulatory requirements.

### PROJECT DEVELOPMENT PROGRAM

With its Project Development Program, the USTDA provides grants to overseas project sponsors to support the development of modern infrastructure and an open trading system. The project sponsors are public or private local entities that have the authority to implement projects. The USTDA considers as a priority those development projects which are most likely to procure U.S. goods and services exports. As part of this program, the USTDA funds feasibility studies, pilot projects, and technical assistance at the early stages of project development.

### ***Feasibility Studies***

Feasibility studies are funded to evaluate the technical, financial, environmental, legal, and other critical aspects of infrastructure development projects.

### ***Pilot Projects***

USTDA-funded pilot projects demonstrate the effectiveness of a U.S. seller's goods, services or technologies in the foreign buyer's setting.

### ***Technical Assistance***

By funding technical assistance, the USTDA works to support legal and regulatory reform related to commercial activities and infrastructure development, the establishment of industry standards, and other market-opening activities. These technical assistance programs facilitate favorable business and trade environments for U.S. goods and services.

## DOING BUSINESS WITH THE USTDA

### ***Business Opportunities with the USTDA***

Procurement opportunities to work directly with the USTDA can be found at their [USTDA Business Opportunities website](#). The USTDA contracts with U.S. companies to evaluate and advise the agency on the funding proposals it receives, and it also contracts with numerous other U.S. firms for required products and services.

- » Contracts for larger dollar amounts are published on the Federal Business Opportunities ([FedBizOpps](#)) website.
- » Contracting opportunities of less than \$25,000 are available at the USTDA's [Consultant Database website](#).
- » A list of contracts that have been awarded, according to industry sector, can be found at the [Contract Awards](#) website.

### ***Overseas Business Opportunities***

Current contracting opportunities with USTDA grant recipients in host countries are advertised on the [FedBizOpps](#) website. These contracts involve providing technical assistance or training, or conducting early investment analysis and feasibility studies.

### ***Trade Leads***

The USTDA's Trade Leads service provides U.S. companies with real-time information on procurement opportunities in emerging markets. Advertised tenders are either the result of previous USTDA-funded activities or they have been provided to the USTDA by its network of partners overseas for direct delivery to U.S. companies. These trade leads are posted on the [USTDA Trade Leads website](#).

## CONTACT INFORMATION

### **U.S. Trade and Development Agency (USTDA)**

1000 Wilson Boulevard, Suite 1600

Arlington, Virginia 22209-3901

Telephone: (703) 875-4357

Fax: (703) 875-4009

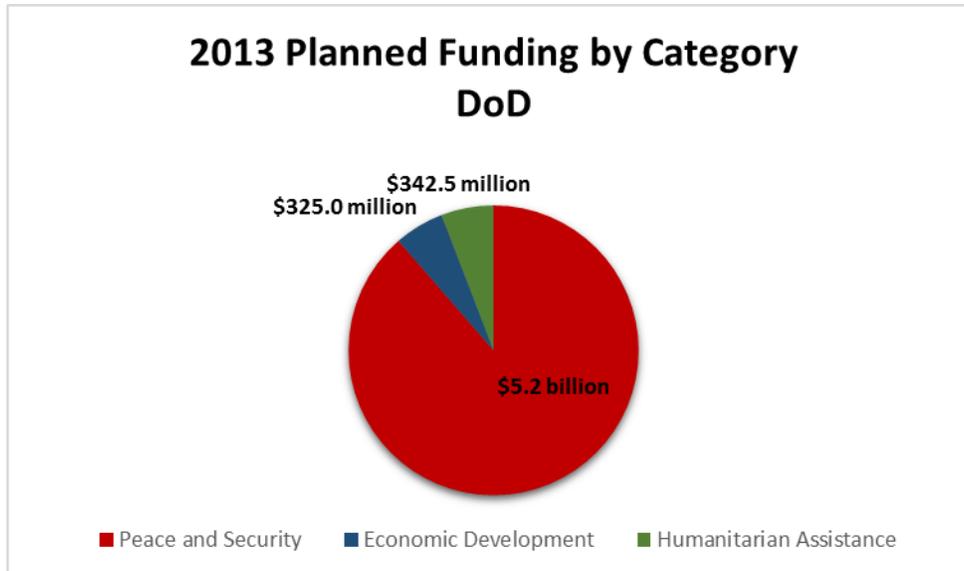
E-mail: [info@ustda.gov](mailto:info@ustda.gov)

Website: <http://www.ustda.gov/>

## U.S. DEPARTMENT OF DEFENSE (DOD)

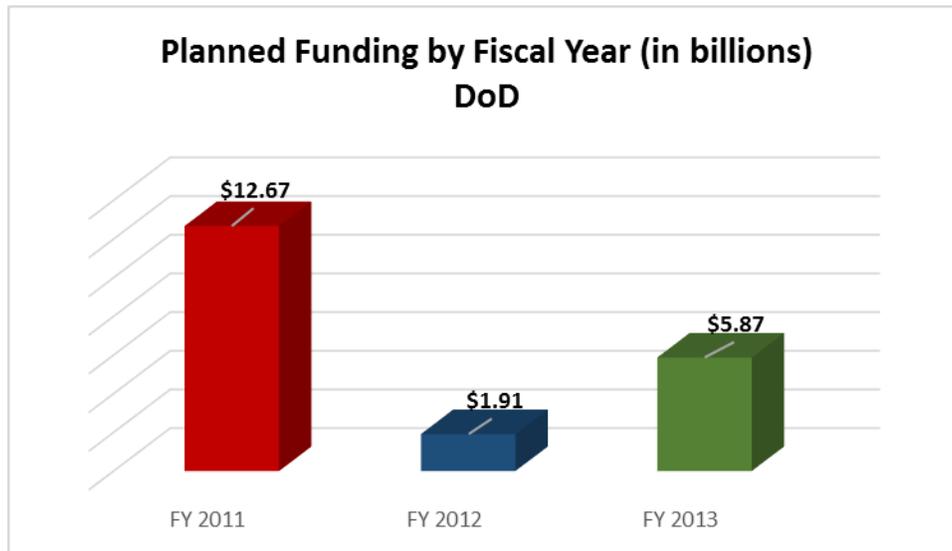
Upon authorization by the U.S. Congress, the U.S. Department of Defense (DoD) undertakes a number of activities to encourage and enable international partners to work with the United States to achieve strategic objectives (see [DoD Directive 5132.03](#)).

The DoD's foreign assistance activities include training, equipping, and supporting foreign defense and security establishments under a discrete set of circumstances. Budget categories include Peace and Security, Economic Development, and Humanitarian Assistance activities. The DoD's FY 2013 foreign assistance programs are listed below:



FY 2013 DoD Foreign Assistance Programs			
Program	Appropriation	Obligation	Disbursement
Afghanistan Infrastructure Fund (AIF)	\$325M	\$211.5M	\$125.3M
Afghanistan Security Forces Fund (ASFF)	\$4900M	\$1736M	\$0M
Combatant Commander Initiatives Fund (CCIF)	\$0M	\$2.1M	\$0.1M
Commanders Emergency Response Program (CERP)	\$200M	\$37M	\$13.7M
Coalition Support funds (Coalition Readiness Support Program portion (CRSP))	\$0M	\$0M	\$35.6M
Combating Terrorism Fellowship Program (CTFP)	\$0M	\$0M	\$25.7M
Cooperative Threat Reduction (CTR)	\$446.2M	\$0M	\$0M
DoD HIV/AIDS Prevention Program (DHAPP)	\$0M	\$104.7M	\$0M
Global Train & Equip Program (GT&EP)	\$0M	\$242.9M	\$0M
International Counter-drug Program (ICDP)	\$0M	\$378.9M	\$0M
International Counter-Proliferation Program (ICPP)	\$0M	\$0M	\$3.1M
Overseas Humanitarian, Disaster & Civic Aid (OHDACA)	\$0M	\$54.7M	\$7.4M

## FY2013 PLANNED FOREIGN ASSISTANCE APPROPRIATION<sup>6</sup>



Latest available data.

### DOING BUSINESS WITH THE DOD

The [Defense Procurement and Acquisition Policy \(DPAP\)](#) encourages companies to do business with the Department of Defense. An overview of the process, with step-by-step guidance, is available at the following link: [Doing Business with the Department of Defense](#).

### CONTACT INFORMATION

#### **U.S. Department of Defense (DoD)**

1400 Defense Pentagon  
Washington, D.C. 20301-1400  
Telephone: (703) 571-3343  
Website: <http://www.defense.gov/>

#### **Defense Procurement and Acquisition Policy**

3060 Defense Pentagon  
Room 3C958  
Washington, DC 20301-3060  
Telephone: (703) 695-7145  
Website: <http://www.acq.osd.mil/dpap/index.html>

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<sup>6</sup> (ForeignAssistance.gov, Foreign Assistance by U.S. Agency)

## U.S. DEPARTMENT OF THE TREASURY

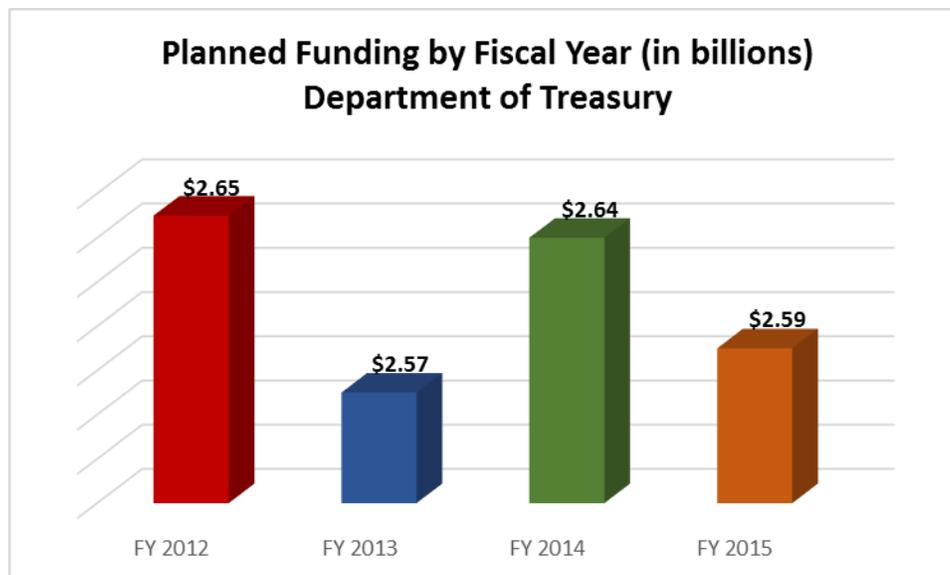
The mission of the [U.S. Department of the Treasury](#) is to maintain a strong economy and create economic and job opportunities by promoting the conditions that enable economic growth and stability at home and abroad; strengthen national security by combating threats to and protecting the integrity of the financial system; and manage the U.S. Government's finances and resources effectively.

The U.S. Department of the Treasury is responsible for several types of foreign assistance. It manages the U.S. Government's contributions to multilateral development institutions, such as the World Bank, several regional development institutions, and the International Fund for Agricultural Development. Treasury also manages U.S. Government contributions to several trust funds housed at the World Bank for climate change and food security.

Separately, Treasury's [Office of Technical Assistance \(OTA\)](#) provides bilateral technical assistance to developing countries with respect to public financial management (including debt management, budgeting and taxation) and financial sector development. OTA is organized along functional lines, operating in five major disciplines:

- » [Revenue Policy and Administration Team](#)
- » [Budget and Financial Accountability Team](#)
- » [Government Debt and Infrastructure Finance Team](#)
- » [Banking and Financial Services Team](#)
- » [Economic Crimes Team](#)

### FY2015 PLANNED FOREIGN ASSISTANCE APPROPRIATION<sup>7</sup>



All funds are allocated to multi-sector purposes.

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<sup>7</sup> (ForeignAssistance.gov, Foreign Assistance by U.S. Agency)

## DOING BUSINESS WITH THE U.S. TREASURY

OTA currently has 100 projects in nearly 50 countries. OTA's selective approach recognizes the complex, systemic nature of public financial management and the importance of engaging with a counterpart government in various disciplines—tax administration, budget execution, debt management, financial sector supervision, and anti-corruption—both simultaneously and in a coordinated way to achieve more convincing results and a stronger overall system.



## CONTACT INFORMATION

### U.S. Department of the Treasury

1500 Pennsylvania Avenue, NW

Washington, D.C. 20220

Telephone: (202) 622-2000

Fax: (202) 622-6415

Website: <http://www.treasury.gov/>

### Office of Technical Assistance (OTA)

740 15th Street NW, Suite 400

Washington, DC 20005

Telephone: (202) 622-7610

Fax: (202) 622-5879

Email: [info@ota.treas.gov](mailto:info@ota.treas.gov)

### OTA Team Email Contacts:

- » Budget and Financial Accountability – [budget@ota.treas.gov](mailto:budget@ota.treas.gov)
- » Banking and Financial Services – [banking@ota.treas.gov](mailto:banking@ota.treas.gov)
- » Government Debt and Infrastructure Finance – [gdim@ota.treas.gov](mailto:gdim@ota.treas.gov)
- » Economic Crimes – [econcrimes@ota.treas.gov](mailto:econcrimes@ota.treas.gov)
- » Revenue Policy and Administration – [tax@ota.treas.gov](mailto:tax@ota.treas.gov)

## U.S. AFRICAN DEVELOPMENT FOUNDATION (USADF)

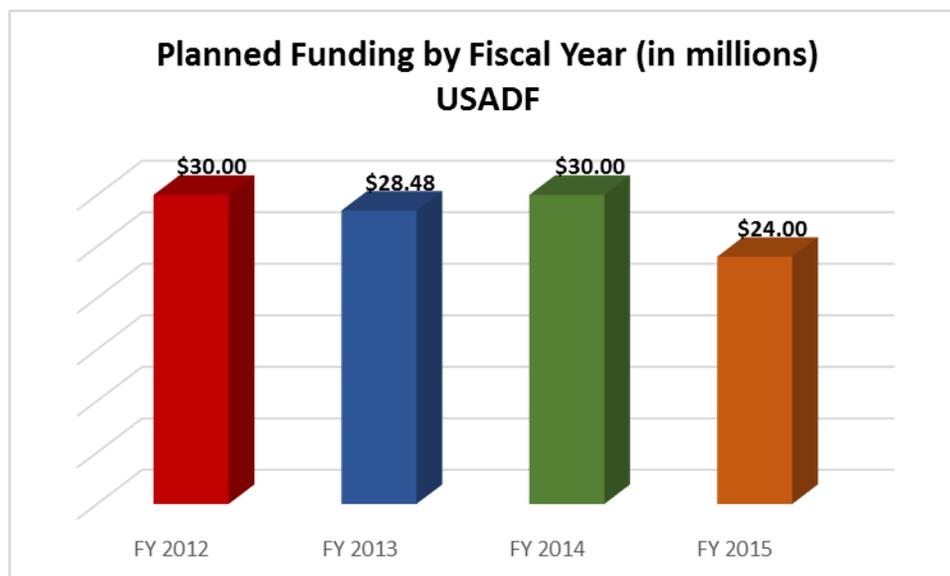
The [U.S. African Development Foundation \(USADF\)](#) is an independent agency of the U.S. government. The USADF was established by the enactment of US Code Title 22, Chapter 7, Section 290h. The agency is dedicated to development in Africa, and provides grants directly to marginalized community groups and enterprises in Africa to create new, sustainable, economic opportunity, enhance local food security, and address social development needs.

USADF connects community enterprises with capital and technical support by building a network of African expert support providers, identifying community enterprises with potential, providing an integrated package of support, and managing for results.

USADF currently operates in the following 19 African countries:

- » Benin
- » Botswana
- » Burkina Faso
- » Burundi
- » Cape Verde
- » Guinea
- » Kenya
- » Liberia
- » Malawi
- » Mali
- » Mauritania
- » Niger
- » Nigeria
- » Rwanda
- » Senegal
- » Tanzania
- » Uganda
- » Zambia
- » Zimbabwe

### FY2015 PLANNED FOREIGN ASSISTANCE APPROPRIATION<sup>8</sup>



All funds allocated for economic development purposes.

<sup>8</sup> (ForeignAssistance.gov, Foreign Assistance by U.S. Agency)

## DOING BUSINESS WITH THE USADF

The majority of USADF's budget is applied to project grants that directly fund expansion and growth activities for small enterprises, farmer associations, cooperatives, and community groups that create jobs and generate better income levels in poor communities.

Approved project applications are funded in the two available grant assistance mechanisms:

- » **Enterprise Expansion Grants (EEG)** – Provides funding up to \$250,000 over five years for established enterprises and organizations with a viable growth and expansion plan.
- » **Operational Assistance Grants (OAG)** – Provides funding up to \$100,000 over two years for improving financial, managerial, and technical capacity, and for limited fixed capital or working capital items. This grant positions the organization to more effectively utilize future expansion funding.

In addition to its country programs, USADF actively supports the following key Presidential and U.S. Government Initiatives:

- » [Power Africa](#)
- » [Young African Leaders Initiative \(YALI\)](#)
- » [Feed the Future](#)
- » [African Growth and Opportunity Act \(AGOA\)](#)

## CONTACT INFORMATION

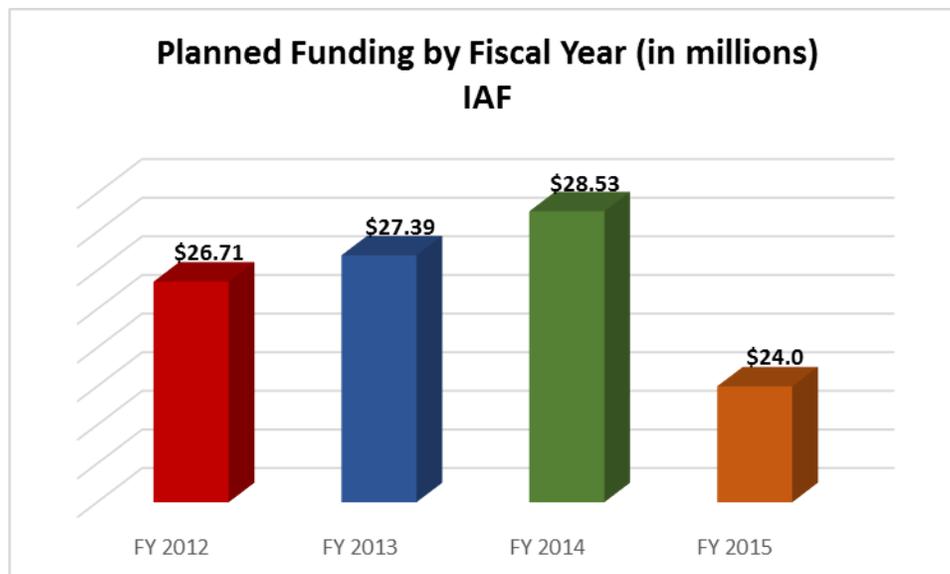
### **U.S. African Development Foundation (USADF)**

1400 I Street, NW, Suite 1000  
Washington, D.C. 20005-2248  
Telephone: (202) 673-3916  
Fax: (202) 673-3810  
Website: <http://www.adf.gov/>

## INTER-AMERICAN FOUNDATION (IAF)

The [Inter-American Foundation \(IAF\)](#), an independent foreign assistance agency of the United States government, provides grants to community-based groups for grassroots development initiatives in more than 20 countries of Latin America and the Caribbean. Created by Congress in 1969, the IAF actively collaborates with the private sector in joint funding initiatives. The largest portion of IAF funding has been invested in enterprise development, followed by food production and agriculture, education, training, and eco-development.

### FY2015 PLANNED FOREIGN ASSISTANCE APPROPRIATION<sup>9</sup>



All funds allocated for multi-sector purposes.

## DOING BUSINESS WITH THE IAF

The IAF works with corporate partners, governmental organizations, foundations and nonprofits to address community-identified projects.

- » The Inter-American Network of Corporate Foundations and Actions for Grassroots Development ([RedEAmérica](#)) is an IAF-initiated business-sector alliance committed to supporting self-help projects in Latin America and the Caribbean.
- » The Inter-American Social Protection Network ([IASPN](#)), an initiative of the [Organization of American States](#), brings together national social development ministries and agencies with non-governmental organizations, private sector and academia, to promote the exchange and transfer of experiences and knowledge on social protection.
- » The IAF collaborates with a variety of foundations and nonprofits to address poverty and inequality in Latin America and the Caribbean.
  - The IAF is a founding member of the [U.S.-Mexico Border Philanthropy Partnership](#), a network of community foundations, and a binational membership organization that brings together individuals and institutions from the U.S. and Mexico to address poverty along the border region.

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<sup>9</sup> (ForeignAssistance.gov, Foreign Assistance by U.S. Agency)

- In addition, the IAF works with [The Mott Foundation](#) to build a strong, vibrant community foundation sector in Mexico. This collaboration supports a combination of challenge grants, institutional strengthening, leadership development and other efforts that have been identified as high priorities by leaders of Mexican community foundations.

#### CONTACT INFORMATION

**Inter-American Foundation (IAF)**

1331 Pennsylvania Avenue, NW, Suite 1200

Washington, D.C. 20004

Telephone: (202) 360-4530

Email: [inquiries@iaf.gov](mailto:inquiries@iaf.gov)

Website: <http://www.iaf.gov/>

# INTERNATIONAL AID PROCUREMENT OPPORTUNITIES

*This section of the report discusses procurement activities by development banks. The work of these banks provide innovative and effective approaches for addressing challenges that their respective countries face, such as economic, environmental, social, and institutional development needs.*

## AFRICAN DEVELOPMENT BANK GROUP (AFDB)

Founded in 1964, the [African Development Bank Group \(AfDB\)](#) is comprised of three constituent institutions:

1. The African Development Bank (AfDB)
2. The African Development Fund (ADF)
3. The Nigeria Trust Fund (NTF)

Listed below, there are currently 54 African countries (regional members) and 26 non-African countries (non-regional members) that are shareholders in the African Development Bank Group.

AfDG Sub-Region	Member Countries
<b>Central Africa:</b>	Cameroon, Central African Republic, Chad (Republic of), Congo, Congo (Democratic Republic), Equatorial Guinea*, Gabon*, São Tomé & Príncipe
<b>East Africa:</b>	Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Kenya, Rwanda, Seychelles*, Somalia, South Sudan, Sudan, Tanzania, Uganda
<b>North Africa:</b>	Algeria*, Egypt*, Libya*, Mauritania, Morocco*, Tunisia*
<b>Southern Africa:</b>	Angola*, Botswana*, Lesotho, Madagascar, Malawi, Mauritius*, Mozambique, Namibia*, South Africa*, Swaziland*, Zambia, Zimbabwe
<b>West Africa:</b>	Benin, Burkina Faso, Cabo Verde*, Côte d'Ivoire, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Niger, Nigeria**, Senegal, Sierra Leone, Togo

Source: AfDB Statistics Department.

Notes: (\*) ADB countries (\*\*) Blend country ( ) ADF countries

The chief objective for the African Development Bank Group is to promote sustained economic growth and reduce poverty in Africa by “mobilizing and allocating resources for investment in the bank group’s regional member countries; and “providing policy advice and technical assistance to support development efforts.” The Bank Group expects Africa’s economic growth to reach 5.7% in 2015, an increase over its 4.8% growth estimate for 2014.

The African Development Bank Group’s Millennium Development Goals (MDG) include the following:

1. Eradicate Extreme Poverty and Hunger
2. Improve maternal health
3. Achieve Universal Primary Education
4. Combat HIV/AIDS, malaria and other diseases
5. Promote gender equality and empower women
6. Ensure environmental sustainability
7. Reduce child mortality
8. Develop a global partnership for development

## DOING BUSINESS WITH THE AfDB

The AfDB provides significant monetary resources to African countries each year, and the recipients, in turn, use the funds to procure goods and services in order to carry out projects such as reducing child mortality or improving education. The agency carrying out these projects are responsible for procurement, not the bank.

- » **General Procurement Notices (GPNs):** On the approval of a project, a General Procurement Notice (GPN) is published which contains information about the project as well as procurement requirements under the project.
- » **Specific Procurement Notices (SPNs):** An SPN is a follow up of a GPN for invitation to bid, prepared by the Borrower (in consultation with the Bank), which gives detailed information on a particular contract of a project under International Competitive Bidding (ICB). This notice is published simultaneously in UN Development Business (UNDB) at <https://www.devbusiness.com/> and in the newspaper of the Borrower's country.
- » **Expressions of Interest (EOIs):** An EOI is an invitation to consultants to express their interest in a specific consultancy assignment. Based on the capacity and capability of the interested consultants for the assignment, the Borrower sends Requests for Proposals to a shortlist of consultants.

For more information on doing business with the AfDB see the [Guide to AfDB Business Opportunities](#) website. For more information about its procurement process see the [AfDB Procurement](#) website.

## CONTACT INFORMATION

### **African Development Bank Group**

AfDB Temporary Relocation Agency (Tunis)  
15 Avenue du Ghana  
P.O. Box 323-1002  
Tunis-Belvédère, Tunisia  
Telephone: (+216) 71 10 39 00 or (+216) 71 35 19 33  
Skype: afd\_b\_acc  
Website: <http://www.afdb.org/en/about-us/>

### **Statutory Headquarters**

Immeuble du Centre de Commerce  
International d'Abidjan CCIA  
Avenue Jean-Paul II  
01 BP 1387  
Abidjan 01, Côte d'Ivoire  
Telephone: +225 20 26 10 20

## ASIAN DEVELOPMENT BANK (ADB)

Established in 1966, the [Asian Development Bank \(ADB\)](#) is headquartered in the Philippines with representative offices located in Japan, Washington DC, and Germany. The ADB's main goal is to eliminate poverty from Asia and the Pacific, as there are approximately 1.7 billion people in the region without access to essential goods and services. It is comprised of 67 members (48 regional and 19 non-regional) and had \$22.93 billion in approved financing in 2014, an increase from \$21.02 billion in 2013.

The ADB carries out many projects that spur economic development and growth in the region, especially those that focus on the ADB's five core areas of operations:

1. Infrastructure
2. Environment and Climate Change
3. Regional Cooperation and Integration
4. Finance Sector Development
5. Education

Sources: <http://www.adb.org/about/faqs>; <http://www.adb.org/about/key-facts>.

A potential borrowers' eligibility for ADF is based on two criteria:

- » Per Capita Gross National Income (GNI) estimate, and
- » Creditworthiness for Ordinary Capital or Market-Based Resources.

(Based on the World Bank's Atlas method for calculating GNI, and the International Development Association's operational cutoff for eligibility).

The ADF's developing member countries (DMCs) fall under two groups: those that receive funds from only the ADF, and those that have access to both the ADF and ordinary capital resources (OCR):

» **"ADF-only" Countries:**

- |                                     |                     |
|-------------------------------------|---------------------|
| 1. Afghanistan                      | 10. Nauru           |
| 2. Bhutan                           | 11. Nepal           |
| 3. Cambodia                         | 12. Samoa           |
| 4. Kiribati                         | 13. Solomon Islands |
| 5. Kyrgyz Republic                  | 14. Tajikistan      |
| 6. Lao People's Democratic Republic | 15. Tonga           |
| 7. Maldives                         | 16. Tuvalu          |
| 8. Marshall Islands                 | 17. Vanuatu         |
| 9. Myanmar                          |                     |

» **"Blend" Countries**, which have access to both the ADF and ordinary capital resources (OCR):

- |                                       |                     |
|---------------------------------------|---------------------|
| 1. Armenia                            | 7. Palau            |
| 2. Bangladesh                         | 8. Papua New Guinea |
| 3. Georgia                            | 9. Sri Lanka        |
| 4. the Federated States of Micronesia | 10. Timor-Leste     |
| 5. Mongolia                           | 11. Uzbekistan      |
| 6. Pakistan                           | 12. Viet Nam        |

The ADB assists its developing member countries tackle poverty by providing loans, technical assistance and grants for a broad range of development activities. Through its Asian Development Fund (ADF), which is funded by the ADB's member countries, low interest rate loans as well as grants are available to help reduce poverty in the ADB's poorest member countries. The ADB only lends to governments, not individuals, for development projects among its member nations.

## DOING BUSINESS WITH THE ADB

Business opportunities from ADB primarily arise in the following sectors:

- » Agriculture and Natural Resources
- » Education and Training
- » Energy
- » Environment
- » Transportation
- » Information Technology and Telecommunications
- » Healthcare and Nutrition
- » Industry and Finance

The U.S. is an ADB member country, which makes qualified U.S. firms and individuals eligible to bid on ADB-generated business opportunities.

- » [Bidding for Consulting Services](#)
- » [Bidding for Procurement Opportunities](#)

For more information, see the following websites: [ADB - Frequently Asked Questions](#) and [ADB-Generated Business Opportunities](#)

## CONTACT INFORMATION

### **ADB Headquarters, Manila**

6 ADB Avenue  
Mandaluyong City 1550, Philippines  
Telephone: +63 2 632 4444  
Fax: +63 2 636 2444  
Link to contacts: <http://www.adb.org/contacts/main>  
Website: <http://www.adb.org/>

### **North American Representative Office (NARO)**

Asian Development Bank (ADB)  
900 17th Street NW, Suite 900  
Washington DC 20006  
Telephone: (202) 728 1500  
Fax: (202) 728 1505

## EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT (EBRD)

The [European Bank for Reconstruction and Development \(EBRD\)](#) is an international finance institution that promotes the growth of market-based economies in 30 countries throughout the world. Established in 1991, the EBRD provides project financing for banks, industries, and businesses. Typically, the EBRD funds about 35% of the total project cost, and only invests in projects that could not otherwise attract financing on similar terms.

### DOING BUSINESS WITH THE EBRD

The EBRD develops partnerships with the local and international business and investment community, and maintains close political connections with them. The United States is a shareholder country of the EBRD.

The [U.S. Commercial Service's Liaison Office to the European Bank for Reconstruction and Development \(CS-EBRD\)](#) works closely with the EBRD Executive Director's office to increase the effectiveness of U.S. participation in its programs. The CS-EBRD assists U.S. companies through providing information, business facilitation services (counseling, planning, etc.), and advocacy. U.S. companies looking to do business with the EBRD should seek guidance from the CS-EBRD Office.

There are three main ways that U.S. companies can work with the EBRD:

- » As borrowers/investors in private sector projects
- » As suppliers of equipment and services to Bank-financed public sector projects
- » As consultants under the Bank's Technical Cooperation program and Bank-financed projects

For more information about doing business with the EBRD, please see: [Doing Business with the EBRD - Project Procurement](#).

### CONTACT INFORMATION

#### **European Bank for Reconstruction and Development (EBRD)**

One Exchange Square  
London EC2A 2JN  
United Kingdom  
Telephone: +44 20 7338 7598  
Fax: +44 20 7338 7472  
Website: <http://www.ebrd.com/>

#### **U.S. Commercial Service Liaison Office to the European Bank for Reconstruction and Development**

Telephone: +44 20 7338 7493  
Fax: +44 20 7338 6487

## EUROPEAN INVESTMENT BANK (EIB)

The [European Investment Bank \(EIB\)](#) serves as the bank of the European Union. The EIB works closely with other EU institutions to implement EU policy, and it supports and follows the same policies and guidelines that the EU sets forth.

The EIB is the largest multilateral borrower and lender by volume. It provides finance and expertise for investment projects, and supports projects that make a significant impact on growth and employment in Europe. The EIB generally finances about one-third of a project, but it is able to finance as much as 50 percent.

Within the EU, projects considered for EIB financing must contribute toward one or more of the following key objectives:

- » Fostering the economic development of the less favored regions
- » Improving the European transport and telecommunications infrastructure
- » Protecting the environment
- » Promoting renewable energy
- » Enhancing international competitiveness of industry
- » Extending and modernizing infrastructure in the health and education sectors

## DOING BUSINESS WITH THE EIB

The EIB mainly finances projects to be developed in Europe, and supports the EU's external and development policies throughout the world. The EIB has also stated its willingness to examine large projects sponsored by U.S.-based firms.

Projects should have a total investment cost that exceeds €25 million. For smaller-sized projects, the EIB has agreements with commercial banks in all EU Member States. For projects outside of the EU territory, the EIB supports the EU's cooperation and development aid policies in over 120 countries in EU candidate countries, Africa, the Caribbean & the Pacific, the Mediterranean area, Central and Eastern Europe, Asia and Latin America.

Interested businesses should see the EIB's [Guide to Procurement](#), which provides information on the policies it applies to projects that are financed by the bank, and those that are financed under loans guaranteed by the bank. In general, the EIB makes its loans conditional on international invitations to tender, through open international competition. There are different rules that apply to loans within and outside the EU.

## CONTACT INFORMATION

**European Investment Bank (EIB)**  
98-100, Boulevard Konrad Adenauer  
L-2950 Luxembourg  
Telephone: (+352) 43 79 1  
Fax: (+352) 43 77 04  
Website: <http://www.eib.org/>

## **SMALL INDUSTRIES DEVELOPMENT BANK OF INDIA (SIDBI)**

The [Small Industries Development Bank of India \(SIDBI\)](#) is the principal institution for the development, financing, and promotion of the micro, small, and medium enterprise (MSME) sector in India. The four main objectives of the bank are promotion, development, financing, and coordination for orderly growth in the small scale sector. It works to facilitate and strengthen credit flow to MSMEs and address both financial and developmental gaps in the MSME's ecosystem.

The bank has identified the following major issues confronting the MSME sector in India:

- » Technology Obsolescence
- » Managerial Inadequacies
- » Delayed Payments
- » Poor Quality
- » Incidence of Sickness
- » Lack of Appropriate Infrastructure
- » Lack of Marketing Network

### DOING BUSINESS WITH SIDBI

SIDBI has entered into Memoranda of Understanding with many banks, governmental agencies, international agencies, research & development institutions and industry associations to facilitate a coordinated approach to dealing with the issues faced by small scale industries.

SIDBI has helpful resources in all major industrial sectors to help aspiring businesses. It SIDBI provides growth capital in the form of equity through its MSME-focused venture capital funds. It also has established initiatives for MSMEs including credit advisory centers, loan facilitation, loan syndication services, and capacity building of smaller banks.

### CONTACT INFORMATION

#### **Small Industries Development Bank of India (SIDBI)**

Bijoy Kumar Chowmuhani

Harish Thakur Road

Krishna Nagar, Agartala - 799001, Tripura

Telephone: 0381-2323320

Fax: 0381-2323320

Website: <http://www.sidbi.in>

## INTER-AMERICAN DEVELOPMENT BANK (IDB)

Established in 1959, the [Inter-American Development Bank \(IDB\)](#) is a leading source of development financing for member countries in Latin America and the Caribbean. The United States is a non-borrowing member country.

The IDB supports measures in member countries to reduce poverty, improve living standards, and reduce inequality by providing loans, grants, and technical assistance along with research for development projects. Headquartered in Washington DC, the IDB's clients can consist of national governments, non-governmental organizations, municipalities, private firms, and provinces.

Examples of current initiatives supported by the IDB include modernization of infrastructure, development of alternative energy sources, and investments to access clean water and sanitation.

### DOING BUSINESS WITH THE IDB

The IDB Group offers new business opportunities for firms and consultants from all [IDB member countries](#). Each year, [procurement processes for public sector projects financed by the IDB](#) generate 20,000 separate contract opportunities; in addition, potential suppliers are able to provide goods and services directly to the IDB through its [corporate procurement](#) program.

With regard to private sector projects, there are consulting opportunities available for general [due diligence studies](#) related to non-sovereign guaranteed operations as well as [social and environmental due diligence](#) of projects.

Click on the following website for more information on the [procurement policies](#) that need to be followed and approved before doing business with the IDB.

### CONTACT INFORMATION

#### **Inter-American Development Bank (IDB)**

1300 New York Avenue, N.W.

Washington, D.C. 20577, USA

Telephone: (202) 623-1000

Fax: (202) 623-3096

Website: <http://www.iadb.org/en/>

## INTERNATIONAL FUND FOR AGRICULTURAL DEVELOPMENT (IFAD)

The [International Fund for Agricultural Development \(IFAD\)](#), established in 1977, is an international finance institution and a specialized agency of the United Nations. IFAD finances agricultural development projects primarily for food production in developing countries by providing low-interest loans and grants to for innovative programs and projects. The IFAD is dedicated to eradicating rural poverty in developing areas by working with donors, governments, non-governmental organizations, and many other groups. The United States is a member state of IFAD.

### DOING BUSINESS WITH IFAD

IFAD uses a results-based country strategic operations program (COSOP) as its framework for making strategic choices about its in-country operations, identifying opportunities for IFAD financing and related partnerships, and facilitating management for results. To ensure strong country ownership, IFAD's COSOP design and implementation is based on wide stakeholder consultation that is also aligned with the country's poverty reduction or national development strategy, and with other relevant planning frameworks at the country level.

Region	Number of Countries	Number of Ongoing Programs / Projects
West and Central Africa	22	47
East and Southern Africa	17	42
Asia and the Pacific	20	56
Latin America and the Caribbean	21	42
Near East, North Africa and Europe	19	36

IFAD's operating model is comprised of a project cycle with two main components:

- » **Project Development:** includes the project concept note, detailed project design and design completion.
- » **Project Implementation:** includes supervision, the mid-term review and project completion.

Consult the [procurement project cycle website](#) for more information.

### CONTACT INFORMATION

#### International Fund for Agricultural Development (IFAD)

Via Paolo di Dono, 44

00142 Rome, Italy

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Fax: +39-065043463

E-mail: [ifad@ifad.org](mailto:ifad@ifad.org)

Website: <http://www.ifad.org/index.htm>

## **NORTH AMERICAN DEVELOPMENT BANK (NADB)**

The [North American Development Bank \(NADB\)](#) and its sister institution, the [Border Environment Cooperation Commission \(BECC\)](#), were created under the auspices of the North American Free Trade Agreement (NAFTA) to address environmental issues in the U.S.-Mexico border region.

The main objective of NADB is to facilitate financing for the development and operation of environmental infrastructure projects located in the U.S.-Mexico border region. The BECC's primary focus is on the technical aspects of project development.

### DOING BUSINESS WITH NADB

The NADB offers direct loans and grants to public and private entities for the implementation of their projects. It works with communities and sponsors to finance, develop, and build self-sustaining projects that have broad community support.

The NADB has established a procurement process to ensure that the proceeds of loans and grants are used for the purposes designated in the scope of the project. To be eligible for financing and other forms of support from the NADB, projects must meet the following criteria:

- » The project must remedy an environmental and/or human health problem
- » The project must be located within the US-Mexico border area
- » The BECC must certify the project

Consult the following website for more information on [eligibility](#). For more information on the procurement process, see the [NADB Procurement](#) website.

### CONTACT INFORMATION

#### **North American Development Bank (NADB)**

203 South St. Mary's, Suite 300

San Antonio, Texas 78205

Telephone: (210) 231-8000

Fax: (210) 231- 6232

Website: <http://www.nadbank.org/>

## DEVELOPMENT BANK OF THE PHILIPPINES (DBP)

The [Development Bank of the Philippines \(DBP\)](#) provides banking services, principally catering to the medium and long-term needs of agricultural and industrial enterprises, with emphasis on small and medium-scale industries.

Approximately 87% of the Bank's loan portfolio in 2013 was dedicated to development projects that were primarily focused on five priority areas:

- » Social Services (housing, health care, education)
- » Environment (solid waste management, pollution control)
- » Infrastructure and Logistics (power generation / distribution, water supply)
- » Micro- Small- and Medium- Enterprises (MSMEs) (sustainable entrepreneurship, retail lending)
- » Industrial Lending / Other Priority Areas (agribusiness development)

The main goals of the DBP are to:

- » Assist critical sectors and industries
- » Promote entrepreneurship, particularly in the countryside
- » Build more productive communities
- » Advance environmental protection
- » Enhance the lives of Philippines across the nation
- » Accelerate sustained economic growth of the Philippines through the provision of resources

## DOING BUSINESS WITH DBP

The DBP provides financing to projects for health care, education, housing and community development. The Bank helps provide access to shelter for the poor, while supporting the development of infrastructure and community facilities in cities and municipalities. It also has a number of environmental initiatives for companies to work with to improve the environment of the region.

The DBP works with key private and public sector players such as local government units, national agencies, private corporations, multilateral and bilateral lending institutions, private banks, rural banks, and cooperatives, to carry out its development programs and initiatives.

## CONTACT INFORMATION

### **Development Bank of the Philippines (DBP)**

Sen. Gil J. Puyat Avenue corner Makati Avenue  
Makati City, Philippines

### **Mailing Address:**

P.O. Box 1996 Makati Central Post Office  
1200 Makati City, Philippines

Telephone: (632) 818-9511

E-mail: [info@dbp.ph](mailto:info@dbp.ph)

Website: <http://www.devbnkphl.com/>

## WORLD BANK GROUP

Headquartered in Washington DC, the [World Bank Group](#) is a vital source of financial and technical assistance to developing countries around the world. The United States has been a member since 1945. Its two main goals to reach by 2030 are:

- » Reduce extreme world poverty by decreasing the percentage of people who live on less than \$1.25 a day to less than 3%
- » Promote shared prosperity by fostering the income growth of the bottom 40% for every country

## DOING BUSINESS WITH THE WORLD BANK

The World Bank Group provides support to developing countries through research and analysis, policy advice, and technical assistance. It also provides low-interest loans, interest-free credits, and grants to developing countries. Its financing instruments include investment project financing, development policy financing, program-for-results, trust funds and grants, private sector options, and customized options and risk management. The bank is also focused on supporting the management and reform of public procurement systems in borrower countries.

On July 21, 2015, the World Bank's Board of Executive Directors approved a new policy governing procurement in projects financed by the Bank. The new [Procurement Framework](#), which will go into effect in 2016, will allow the World Bank to better respond to the needs of client countries, while preserving robust procurement standards throughout Bank-supported projects. This new approach will focus on value for money, sustainable development and integrity. For the first time, the World Bank will allow any contract award decisions to be based on criteria other than lowest price, including quality and sustainability.

Borrowers from the World Bank are required to submit timely notification of bidding opportunities and to advertise these opportunities and expressions of interest. Invitations to bid or express interest for contracts under World Bank-financed projects can be found at the World Bank's [Procurement](#) website.

Other World Bank websites of interest include the following:

- » [Corporate Procurement](#)
- » [Operational Procurement](#) (Resource Guide to Consulting, Supply and Contracting Opportunities)
- » [Information for Bidders and Consultants](#)

The United Nations produces [UN Development Business](#) which provides information on business opportunities generated through the World Bank, regional development banks, and other development agencies. Development Business is available in either print format or by [online subscription](#).

## CONTACT INFORMATION

### **The World Bank**

1818 H Street, NW

Washington, DC 20433

Telephone: (202) 473-1000

Fax: (202) 477-6391

Website: <http://www.worldbank.org/en/>

# ADDITIONAL RESOURCES

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## GLOBAL PROCUREMENT OPPORTUNITIES

- » [African Development Bank Group \(AfDB\)](#)
- » [Asian Development Bank \(ADB\)](#)
- » [U.S. DoD - Defense Procurement and Acquisition](#)
- » [European Bank for Reconstruction and Development \(EBRD\)](#)
- » [European Investment Bank \(EID\)](#)
- » [FedBizOpps](#)
- » [Grants.gov](#)
- » [Small Industries Development Bank of India \(SIDBI\)](#)
- » [Inter-American Development Bank \(IDB\)](#) (Latin America and the Caribbean)
- » [Inter-American Foundation \(IAF\)](#) (Latin America and the Caribbean)
- » [International Fund for Agricultural Development \(IFAD\)](#)
- » [Millenium Challenge Corporation \(MCC\)](#)
- » [North American Development Bank \(NADB\)](#) (U.S. – Mexico border region)
- » [Philippines Development Bank \(DPB\)](#)
- » [U.S. Treasury - Office of Technical Assistance \(OTA\)](#)
- » [United Nations Development Business](#)
- » [United Nations Global Marketplace](#)
- » [U.S. African Development Foundation \(USADF\)](#)
- » [U.S. Agency for International Development \(USAID\)](#)
- » [USASpending.gov](#)
- » [U.S. Trade and Development Agency \(USTDA\)](#)
- » [World Bank](#)

Below are resources (not limited to) for partnering with other organizations that have been engaged with USAID work (not sponsored by USAID):

- » [Small Business Association for International Contractors](#)
- » [Professional Services Council](#)
- » [Inside NGO](#)
- » [Society for International Development](#)
- » [InterAction](#)