Partners’ Day
December 1, 2015

Partner Associations

Society for International Development - Washington Chapter
Partners’ Day
December 1, 2015

Partner Associations
Council of International Development Companies
Council of International Development Companies
Purpose of CIDC

• Provides a platform for U.S. development companies to provide thought leadership and dialogue with USAID, the State Department and MCC

• Educates on the role development companies play in achieving results in the support of U.S. national security, economic, and humanitarian goals overseas

• Informs and advocates on contracting, regulatory, legislative, business process, and business development issues
CIDC Member Companies by Size

- Small Companies: 32%
- Mid-tier Companies: 37%
- Large Companies: 31%

CIDC made up of 120 of PSC’s 400 Member Companies
The CIDC Executive Advisory Board

**Council Chair**
Susanna Mudge
President & CEO, Chemonics

Charito Kruvant
CEO, Creative

Jim Boomgard
President & CEO, DAI

Cristina Mossi
CEO, Devis

Mihir Desai
President, Dexis

**President & CEO, Chemonics**
Tessie Catsambas
President & CFO, EnCompass

**President & CEO, MSI**
Larry Cooley
CEO, MSI

**President, Tetra Tech**
Jan Auman
President, Tetra Tech

**President, TRG**
Jonathan Darling*
President, TRG

**President, URC**
Barbara Turner
President, URC
Recent Guests at CIDC Meetings

• Acting USAID Administrator – Amb. Alfonso Lenhardt
• MCC Deputy CEO – Nancy Lee
• AA/M – Angelique Crumbly
• COS – Michelle Sumilas
• Counselor – Susan Reichle
• PPL – Alex Thier
• M/OAA – Sunil Xavier
• Office of Compliance – Katie Stohs
• OIG – Dan Altman
Key CIDC Issues

• Appropriate implementation of Choice of Instrument policies
• Timely and accurate information in USAID Business Forecast
• Open dialogue with USAID and other USG officials on development opportunities, challenges and trends
Partners’ Day
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Partner Associations
InsideNGO
USAID Partners’ Day

December 1, 2015
InsideNGO

- Organizational membership association of 330+ relief and development organizations working globally
- Established in 1977
- Focus on strengthening operational and management capacity of NGOs
Activities and Services

- **Capacity Building** for individuals and organizations – global training, webinars, credentialing
- **Collaboration** through sharing best practices and resources – benchmarking surveys, discussion boards, roundtables, resource library
- **Advocacy** – funder, regulatory
- **NGO Landscape Issue Forums** – partnering for insights on key issues e.g., Impact Investing, The Overhead Myth, INGO of the Future
Some Topics of Member Interest for Working With USAID

- Localization/Funding to Local National NGOs
- What rules/requirements apply to awardee/type of award, correct application
- When ADS, Standard Provisions change
Thank you!

Info@InsideNGO.org
Partners’ Day
December 1, 2015

Partner Associations
Small Business Association for International Companies
Small Business Association for International Companies

Betsy Bassan, Chair, SBAIC
USAID Partners’ Day, December 1, 2015
SBAIC Overview

- Membership organization promoting meaningful use of US small business in international development

- **167 members** – 114 full and 53 associate
  - Full membership requires prior USAID work

- 50%+ SDBs, all other SB categories represented

- Work in all sectors and geographies including conflict-zones

- Member companies average 15 years of USAID experience

- Member USAID contracts range from $100,000 to $70+M
Key ways SBAIC helps meet USAID SB targets and deliver good development

- **Make market research easy** for USAID and primes via website with easily searchable member information – visit our booth to see for yourself!

- **Successful outreach and dialogue** with USAID and the Hill to urge higher SB targets, expanded opportunities, fewer barriers

- **Newsletter featuring member innovations** in international development and SBAIC activity highlights

- **Informative membership meetings with speaker series** to pass critical information for penetrating the international market
Quick view of SBAIC:
Ideal for market research and matchmaking

<table>
<thead>
<tr>
<th>Name</th>
<th>Sectors</th>
<th>Business Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>AISDevelopment Corp</td>
<td>Agriculture, Economic Growth, Global Partnerships, Information Technology, Private Sector Development</td>
<td>HubZone, Small Business, Woman-Owned</td>
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<tr>
<td>Aries Group, Ltd.</td>
<td>Economic Growth, Financial Services, Housing, Private Sector Development</td>
<td>Small Business</td>
</tr>
<tr>
<td>Bridgeworks, Inc.</td>
<td>Climate Change</td>
<td>Small Business</td>
</tr>
<tr>
<td>Caruso Consulting Group</td>
<td>Management Solutions</td>
<td>Minority-Owned, SBA Certified 8(a), Small Business, Small Disadvantaged</td>
</tr>
<tr>
<td>Computer Frontiers, Inc.</td>
<td>Financial Services, Information Technology, Management Solutions, Personnel and Logistic Support, Private Sector Development, Trade</td>
<td>SBA Certified 8(a), Small Business, Woman-Owned</td>
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SBAIC’s Top 4 Accomplishments

- Major upsurge of total and partial SB set-asides under IDIQs
- WOSB 8(m) program – legislation and rules passed – example of our effective partnerships (WIPP) and effective outreach work
- Language on meaningful SB utilization is now in USAID’s IDIQ template with commitment for same language in RFP template
- Great progress in righting the imbalance between SBs and local organizations in USAID FORWARD – mission SB targets!
Our top 4 suggestions to USAID for improving small business use

- Procurement forecast – great progress, need SB opportunities!
- Standard language on SB use in solicitations:
  - Stay the course, finalize language in the RFP template
  - Do more to hold primes to subcontracting plans, resolve issues in real time
- Ramp up efforts to help missions and partners adopt a balanced commitment to local organizations and U.S. small business – thus realizing both USAID FORWARD and USG-wide policy
- Accelerate use of WOSB 8(m) program
Our top 4 “asks” to larger primes

✓ Include small biz in meaningful ways – in your bids and during implementation, and recognize that small business is right-sized to grow local partners

✓ Keep to your subcontracting commitments

✓ Adopt an SBLO approach as part of a structured approach to SB outreach

✓ Get involved in the MPP program – become a mentor!
How we’re structured to do our work

Board
- Betsy Bassan, Chair (Panagora Group)
- Carlos Rivera, Vice Chair (Vysnova Partners)
- Carol Yee, Treasurer (Kanava International)
- Siobhan Green, Secretary (Sonjara)

Outreach Committee Co-Chairs
- Brian Hannon (Millennium Partners)
- Rafael Romeu (DevTech Systems)

Procurement Committee Co-Chairs
- Kevin Murphy (J.E. Austin Associates)
- Tijana Dabic (Making Cents International)

Membership Committee Co-Chairs
- Janel Hoppes Poche (Juarez and Associates)
- Elvira Beracochea (Realizing Global Health)

Communications Committee Co-Chairs
- Chris Seek (Solimar International)
- Jasmine Gould (Strategic Consulting)
Thank You!

SBAIC
Small Business Association for International Companies  www.SBAIC.org
InterAction Represents Millions of Americans

Our Vision
A sustainable world where all people live in freedom, prosperity, dignity and peace.

Our Mission
To be a leader in the global quest to eliminate extreme poverty and vulnerability, strengthen human rights and citizen participation, safeguard a sustainable planet, promote peace, and ensure dignity for all people.
US NGOs are Global

Where InterAction Members Work

- Africa-Sub Saharan
- Middle East and Northern Africa
- Latin America and the Caribbean
- North America, Western Europe and others
- Eastern Europe and Central Asia
- East Asia and Pacific
- South and Southeast Asia
Top 10 Reasons To Support U.S. Leadership In Ending Extreme Poverty

1. **Aid works.** Over the past few decades, the world has seen incredible improvements in health, education and economic well-being. Great strides have been made against malaria, polio, tuberculosis and other curable diseases. Millions of people have lifted themselves out of poverty through increased education, improved agriculture, microfinancing and other programs that help the world’s poorest. Visit InterAction’s special publication, Advocates, to see how America is producing results that make a difference.

2. **It’s the right thing to do.** America should be a force for good in the world. The U.S. can make an enormous difference in saving lives, protecting children, improving health, and helping families and communities become self-sufficient.

3. **The American people support ending extreme poverty.** Each year, InterAction’s 180 member organizations alone raise more than $18 billion in private funds from the American people for their international development and humanitarian relief programs. Looking at all U.S. NGOs, including InterAction’s members, U.S. NGOs spent $14 billion in private funds on development programs around the world.

4. **Programs that help end poverty make up a tiny fraction of the U.S. budget.** At seven-tenths of 1% of the total federal budget, it’s an investment that pays huge dividends without contributing significantly to our national debt.

5. **U.S. investments make private investments go further.** The U.S. — more than any other country — can convince the public, private, corporate and nonprofit sectors to coordinate activities aimed at ending extreme poverty. And when America invests, private organizations can invest more — and help improve results.

6. **It enhances our national security.** By supporting and strengthening responsible governments that seek to advance the well-being and success of their citizens, we help create stability around the world, reducing the incidence of conflict and spreading peace. That’s why military leaders have told Congress year after year that “U.S. development and diplomacy programs are a critical but undervalued component of America’s national security strategy.”

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**Foreign Aid and the Rest of the Federal Budget, 2015**

<table>
<thead>
<tr>
<th>Foreign Aid</th>
<th>2.47 billion people</th>
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<td>Around the world live on less than $2 per day</td>
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The Istanbul Principles for CSO Development Effectiveness

1. Respect and promote human rights and social justice
2. Embody gender equality and equity while promoting women and girl’s rights
3. Focus on people’s empowerment, democratic ownership and participation
4. Promote environmental sustainability
5. Practice transparency and accountability
6. Pursue equitable partnerships and solidarity
7. Create and share knowledge and commit to mutual learning
8. Commit to realizing positive sustainable change
InterAction Members are the 6th Largest Donor in the World

Each year, InterAction’s 180+ member organizations alone raise more than $8 billion in private funds from the American people for their international development and humanitarian relief programs.
InterAction Members Pledge $1.5 billion to Food Security at UNGA with Secretary of State Clinton

- InterAction members collectively committed to spend $1.5 billion in private donations from 2013 to 2015.

- InterAction member resources and strong local links complement the efforts of the U.S. government and others to meet development goals worldwide.

- Between 2013 and 2014, NGOs spent over $1.4 billion - on track to exceed the $1.5 billion commitment by 2015.
Partnership is Crucial

• US civil society has decades-long relationships and established connections with local communities and organizations

• Partnership between the US government and US civil society is key in reaching areas where the US government cannot operate

• Magnitude of challenges means we need to stretch and leverage our investments in development

• As the development ecosystem evolves, we must consider: are USAID in traditional solicitation mechanisms enough?
Create New Mechanisms

• Traditional mechanisms were not designed to optimize the current NGO resource and partnership environment

• Need to create new mechanisms and tools which would incentivize the USG and NGOs to co-invest in shared priorities

• We can look to other resource partnerships approaches – perhaps akin to the corporate-public alliances established by the GDA – to better attract and leverage NGO investments like the InterAction $1.5 billion food security pledge

• Align not just our goals, but our strategies, planning, investments and partnerships to reach ambitious goals such as the SDGs more rapidly and affordably