Partners’ Day
December 1, 2015

Innovations in Acquisition and Assistance

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Topics for Discussion

• A&A tools USAID procurement teams are pondering

• A&A tools USAID procurement teams are trying

• Partner perspective on USAID’s attempts with A&A tools
A&A Tools USAID Procurement Teams are pondering – Why?

USAID Mission

We **PARTNER** to end extreme poverty …

Not - We **OBLIGATE FUNDS TO COST-TYPE MECHANISMS** to end extreme poverty …
A&A Tools USAID Procurement Teams are pondering – What?

**A&A Tools – Internal Discussions**

**Collaboration**
- Annual Program Statements with Co-Creation
- Multi-Step Processes with Collaboration
- Broad Agency Announcements
- Robust Communication (Requests for Information, Pre-Solicitation Conferences, Pre-Proposal Conferences)

**Incentives**
- Statement of Objectives (Outcomes)
- Fixed Price Constructs
- Modular Constructs
- Incentivization Approaches (Award Fee, Incentive Fee, Non-fee Incentives)
- Adaptive Constructs (Agile, Evolutionary, Complex)

**Procurement Action Lead Time**
- Oral Presentations
- Lean Documentation Requirements
- Parametric Cost Analysis
- Human Centered Design

**Sustainability and Scale?**
A&A Tools USAID Procurement Teams are trying

Pre-Proposal Conference


Annual Program Statement with Co-Creation

**APS-OAA-15-000006**, USAID/Lab, Development Innovation Ventures

Statement of Objectives

**SOL-168-15-000003**, USAID/Bosnia & Herzegovina, Agriculture Market Activity

Oral Presentation

**SOL-621-15-000012**, USAID/Tanzania, MBOGA MATUNDA Program
A&A Tools USAID Procurement Teams are trying - Example

Broad Agency Announcement (BAA)

BAA:
• Used for research and development (defined in FAR Part 35)
• Not, in itself, a procurement instrument, but a method to communicate to the market a general interest regarding a development problem

A Method to Collaborate:
• Co-create and co-design a development solution based only on an initial idea
• Is defined as a competitive process under FAR Section 6.102
• Can engage with any type of organization: Public, private, government, non-government, for-profit, non-profit, etc.
• Can result in a contract, grant, cooperative agreement, GDA, IAA, G2G, MOU, etc.

A Fixed Focus on the Development Problem/Design-to-Solution:
• Not Design-to-Budget, no budget allocated
• Not Design-to-Instrument, instrument type not determined in advance
BAA in Practice - Monitoring, Evaluation, Research and Learning Innovations (MERLIN)

By the numbers…

<table>
<thead>
<tr>
<th>Event Description</th>
<th>Date</th>
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<tbody>
<tr>
<td>1 BAA Addendum – Lab’s DIA (STIP focus)</td>
<td>5/28/14</td>
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<tr>
<td>1 Addendum – MERLIN released (MEL focus)</td>
<td>3/27/15</td>
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<tr>
<td>83 Expressions of Interest submitted</td>
<td>4/30/15</td>
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<td>&gt; 100 Organizations (universities, NGOs, research inst., private sector, local orgs, donors, traditional and non-traditional USAID IPs)</td>
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<td>30 Organizations/consortia invited to ‘co-create’</td>
<td>5/15/15</td>
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<td>3 non-USAID funders asked (and accepted) to join co-creation funders</td>
<td>5/20/15</td>
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<td>1 Co-creation Workshop</td>
<td>6/8 - 6/10</td>
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<td>- 3 days, 50 participants, 5 USAID OU’s participating</td>
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<td>- IDEATION: 500 ideas → 50 concepts → 10 refined concepts</td>
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<td>6 MERLIN concepts taken forward into co-design with selected partners</td>
<td>6/18/15</td>
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<td>1 Peer Review Board</td>
<td>7/20 - 8/20</td>
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<td>- 4 Agency SMEs, 2 rounds of review, 4 green lights</td>
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<tr>
<td>4 MERLIN awards made</td>
<td>9/29/15</td>
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<td>- 17 organizations, 3 OUs funding</td>
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Our Perspective and Experience

• A&A instruments are a means to achieving development outcomes and results

• Choose instrument based on what USAID wants to achieve, and then work to reduce cycle time/PALT

• We value creativity and innovation in solicitations but not at the expense of clarity, efficiency and effectiveness

• A&A innovations should support an efficient and compliant award process AND facilitate efficient, effective, and responsive implementation

• Very valuable: Draft SOWs, pre-proposal conferences, oral presentations
Our Recommendations

• Engage regularly and often with USAID partners

• For A&A innovations that have worked well, disseminate best practices and train Missions to use them effectively and efficiently

• Quality control is paramount!