Doing Business with the
U.S. Agency for
International Development

David A. Canada

Office of Small and Disadvantaged Business Utilization

February 2017
Who We Are

The United States Agency for International Development (USAID) is the lead U.S. Government agency working in international development.
OUR MISSION
WE PARTNER TO END EXTREME POVERTY AND PROMOTE RESILIENT, DEMOCRATIC SOCIETIES WHILE ADVANCING OUR SECURITY AND PROSPERITY
Our Impact

- From 1990 to 2010, child mortality fell by half
- The number of children in primary school grew to 90 percent
- 2 billion people gained access to clean water
- Since 1999, the total number of those living in extreme poverty has declined by an average of nearly 50 million people every year
Our Focus Sectors:

- Agriculture and Food Security
- Democracy, Human Rights and Governance
- Economic Growth and Trade
- Education
- Ending Extreme Poverty
- Environment and Global Climate Change
- Global Health
- Water and Sanitation
- Working in Crises and Conflicts
What USAID Buys

• Technical Research & Assistance
• Training
• Information Technology
• Administrative Support
• Food Aid & Commodity Purchases
• Engineering Support & Construction
• Auditing & Financial Management
Where We Work

- Afghanistan and Pakistan
- Africa
- Asia
- Europe and Eurasia
- Latin America and the Caribbean
- Middle East
United States Agency for International Development’s (USAID) Small Business Goals:

### PRIME CONTRACTING GOALS FOR FY 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>11.5%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>3%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone Small Business</td>
<td>3%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5%</td>
</tr>
</tbody>
</table>

### SUBCONTRACTING GOALS FOR FY 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>18%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>3%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone Small Business</td>
<td>3%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5%</td>
</tr>
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Doing Business with USAID

• USAID Complies with the Federal Acquisition Regulations

• Opportunities Listed in the Business Forecast on USAID Website (www.usaid.gov) and on FedBizOpps website

• Frequently check our Business Forecast

• Learn about our Large Prime Contractors for Potential Teaming Opportunities

• Participate in USAID Small Business Outreach Events

• Consider USAID’s Mentor Protégé Program
TOP 10 USAID Large Primes in FY 2016

- Chemonics International
- Development Alternatives
- Creative Associates International
- Partnership for Supply Chain Management
- ARD
- AECOM
- Management Systems International
- Tetra Tech
## TOP NAICS CODES AT USAID FOR SMALL BUSINESSES IN FY 2016

<table>
<thead>
<tr>
<th></th>
<th>NAICS Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>541990</td>
<td>ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES</td>
</tr>
<tr>
<td>2</td>
<td>541611</td>
<td>ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES</td>
</tr>
<tr>
<td>3</td>
<td>423450</td>
<td>MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS</td>
</tr>
<tr>
<td>4</td>
<td>541712</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)</td>
</tr>
<tr>
<td>5</td>
<td>541519</td>
<td>OTHER COMPUTER RELATED SERVICES</td>
</tr>
<tr>
<td>6</td>
<td>541690</td>
<td>OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES</td>
</tr>
<tr>
<td>7</td>
<td>611430</td>
<td>PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING</td>
</tr>
<tr>
<td>8</td>
<td>541211</td>
<td>OFFICES OF CERTIFIED PUBLIC ACCOUNTANTS</td>
</tr>
<tr>
<td>9</td>
<td>541511</td>
<td>CUSTOM COMPUTER PROGRAMMING SERVICES</td>
</tr>
<tr>
<td>10</td>
<td>541512</td>
<td>COMPUTER SYSTEMS DESIGN SERVICES</td>
</tr>
</tbody>
</table>
USAID OSDBU Activities

- Advocate for the Use of Small Businesses as Prime or Subcontractors
- Conduct Small Business Outreach Activities
- Review/Approve Domestic Acquisitions Over $25K and Conduct Market Research
- Advise Small Businesses regarding working with USAID
- Manage the Mentor/Protégé Program
- Promote Subcontracting Opportunities
Networking/Business Opportunity Tips

1. Develop a relationship
2. Identify specific forecast opportunities and participate in the Ask the Procurement Executive events
3. Respond to Requests for Information or Sources Sought
4. Make an appt with the regional or mission contracting officer and program staff
5. Send a brief corporate capabilities statement that speaks to the work of USAID
6. BE PROACTIVE!
For Questions:

Dave Canada
dcanada@usaid.gov
Ph 202-567-4606