

## USAID Resources for U.S. Exporters

### Trade Export Support/Trade Policy Reports/ Trade Facilitation

#### 1. Global Alliance for Trade Facilitation

The Global Alliance for Trade Facilitation (the Alliance) is a collaboration of international organizations, governments and businesses. They are funded by the governments of the United States, Canada, the United Kingdom, Australia, Germany and Denmark. Led by the private sector to reduce barriers to trade, it works to help governments in developing and least developed countries implement the World Trade Organization's Trade Facilitation Agreement. They bring together governments and businesses as equal partners to identify opportunities to address delays and unnecessary red-tape at borders and design and deploy targeted reforms that deliver commercially quantifiable results.

Directly from their website, "We are looking for multinational businesses from across a broad range of sectors to join them as partners":

- **Contribute your resources.** This could mean providing your experts to assist on our projects, sharing data and metrics to help us measure impact, sharing best practice from around the world, or delivering training to in-country stakeholders on new processes. Each project will require different support.
- **Connect us with your contacts in project countries.** That could be your subsidiaries, clients or companies in your supply chain.
- **Act as our ambassadors.** This could mean speaking at events, in the media, or online about the importance of trade facilitation reform and the Alliance's approach to public-private partnerships.

U.S. based businesses can find more information at <https://www.tradefacilitation.org>.

#### 2. American National Standards Alliance (ANSI)

- This public private partnership listens to its business community and supports implementing internationally based standards in developing countries to help exporters. This includes programs for the implementation of the Code of Good Practice for the preparation, adoption and application of standards and improved transparency in the development and/or modification of technical regulations. Success has been found in sectors from plumbing to auto's. You can reach out to ANSI directly or through their website: <https://standardsalliance.ansi.org/>

#### 3. Trade Capacity Building (TCB)

Trade capacity building assistance, or “aid for trade,” is assistance to help countries negotiate and implement trade agreements and build the physical, human, and institutional capacity to benefit from trade and investment opportunities. Trade capacity building assistance covers a wide range of programs. For example, TCB programs may assist development partners in implementing the provisions of existing trade agreements, participating in new agreements, undertaking trade policy reform, or improving the functioning of government agencies involved in trade. They also work with partner firms to meet health, safety, and other product requirements of foreign markets. To access USAID Trade Capacity Building reports and the work that is being implemented to provide the ease of access to local markets, go to:

<https://www.usaid.gov/what-we-do/economic-growth-and-trade/trade-and-regulatory-reform/trade-capacity-buildingaid-trade>

#### **4. E-Trade Alliance**

This multi-company Alliance is looking for additional business interested in expanding internet and platform access to SMEs in developing countries. Current partners include companies such as PayPal and Visa. The results to be achieved in this GDA are (1) business-friendly digital trade, FinTech, and payment policies in developing countries. You can contact USAID's Trade Office through [lbrock@usaid.gov](mailto:lbrock@usaid.gov)

#### **Export Financing Opportunities**

USAID provides two financing opportunities for U.S. Exporters in the development sector. They are:

##### **1. Small Business Applied Research Pilot**

The Small Business Applied Research (SBAR) Pilot is a field-based initiative to expand USAID's access to emerging technology, products, services, methodologies, and scientific applications developed by **U.S. based small businesses**. Through this pilot program USAID seeks solutions that are readily adaptable to meet the world's development challenges.

The range of areas includes: Water, Agriculture, Energy, Global Stability (democracy and inclusive economic growth), Health, and Mobile Communications Technology.

The eligibility criteria is as follows:

- Limited to U.S. small businesses.
- Solicitation provides a single point of entry to access a range of USAID's development challenges.
- Low effort to participate through submission of a short concept paper.
- Small businesses may respond to more than one issue, and may respond with unique solutions to the same issue.
- The streamlined BAA process provides for collaboration between USAID and small businesses.

More information can be found at <https://www.usaid.gov/SBAR>.

## 2. Development Innovation Ventures (DIV)

DIV is funding for U.S. businesses that support technologies or solutions for innovative development techniques and technologies. Funding is granted using a tiered funding model with three stages to maximize impact per dollar spent.

- **Stage 1: Proof of Concept (Up to \$200,000 over 3 years)**

Test a solution's feasibility in a developing country context. Stage 1 innovations are early in their implementation and need testing to understand user interest, willingness to pay, impact, and financial viability.

- **Stage 2: Testing and Positioning for Scale (\$200,000 to \$1,500,000 over 3 years)**

Test and strengthen a solution's business or delivery model. Stage 2 innovations should demonstrate rigorous evidence of causal positive impact, or use the funding to build such evidence from a randomized controlled trial.

- **Stage 3: Transitioning Proven Solutions to Scale (\$1,500,000 to \$5,000,000 over 5 years)**

Support partnerships to demonstrate potential for replication or to scale the innovation to a new context. The funds must leverage additional external funding or partnerships.

DIV also provides evidence grants (up to \$1,500,000) to support research and evaluations that generate rigorous evidence of an innovation's impact per dollar and potential for expansion. Evidence grants support impact evaluations (including randomized controlled trials and quasi-experimental methods), as well as other methods of assessing impact.

For more information, go to <https://www.usaid.gov/div>.

### **USAID Contracts and Grants**

For U.S. businesses looking to do business with USAID, all solicitations which are valued at \$25,000 or more are posted at [www.FBO.gov](http://www.FBO.gov), and grants are posted at [www.grants.gov](http://www.grants.gov).

In order to respond to the request for proposals, businesses must:

1. Obtain a Duns & Bradstreet # from - <https://fedgov.dnb.com/webform>
2. Register on SAM- <https://www.sam.gov/SAM/>
3. If you are a certified small business, register with USAID Office of Small Business Utilization:
  - a. <https://www.usaid.gov/who-we-are/organization/independent-offices/office-sm-all-and-disadvantaged-business-utilization-0>
4. Register with <https://www.FBO.gov> and <https://www.Grants.gov>
5. Browse FBO.gov – if you want to partner, add the name of your firm and contact in the procurement announcement.

## **Unsolicited Proposals**

Unsolicited proposals are written proposals for a new or innovative idea that is submitted by a business in order to obtain a government contract. This is not in response to request for proposal by the government. This gives businesses the chance to propose possible projects to USAID in areas a business believes there is a need for, and a USAID project that has not yet been implemented or announced. Eligibility criteria for an unsolicited proposal is as follows:

- Independently originated and developed by the offeror.
- Prepared without U.S. Government supervision, endorsement, direction, or direct Government involvement.
- Include sufficient detail to permit a determination that USAID support could be worth it and the proposed work could benefit USAID's research and development or other responsibilities.
- Not be an advance proposal for a known USAID requirement that can or will be acquired by competitive methods.

For more information, go to

<https://www.usaid.gov/work-usaid/get-grant-or-contract/unsolicited-proposals>.

## **Business Forecast Reports**

The business forecast report is a tool that Actively informs businesses of upcoming USAID competitive opportunities. Businesses may use this information to help plan appropriate staffing time for preparing a proposal or application for funding. USAID uses these reports to attract new development partners, which include small, minority owned and disadvantages business. The business opportunities are usually included a few months to a year in advance of solicitation or implementation. The opportunities include those coming from overseas missions as well as those from Washington DC based bureaus. The Business Forecast Report can be found at <https://www.usaid.gov/business-forecast/search>.