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FROM THE AMERICAN PEOPLE

Partner's Day

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Streamlining Assistance & Flexible Contracting

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Adapt : “To undergo modification so as to fit new circumstances.”
Combination of the Latin words “ad” (to) + “aptus” or “aptare” (fit)



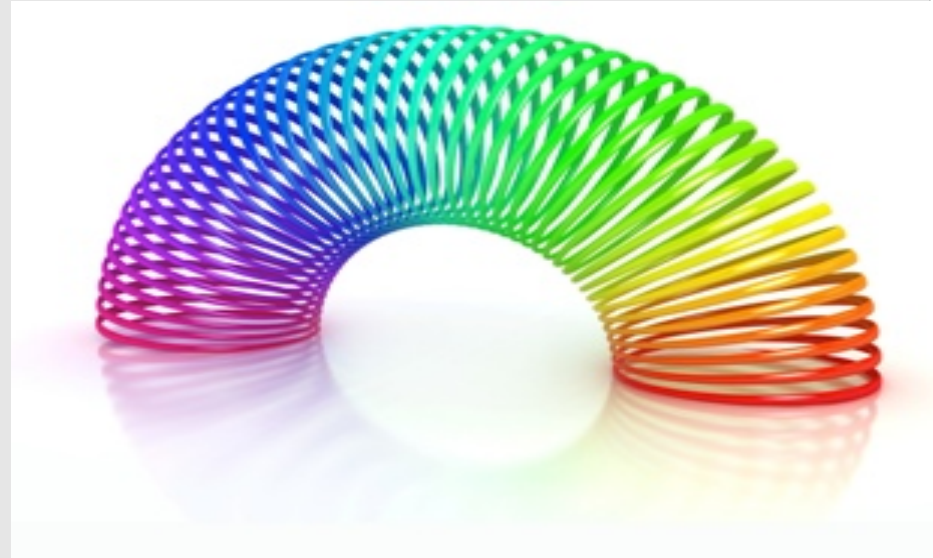
Topics for Discussion

- Iterative Acquisition and Assistance
- Grants under Contracts/Assistance Streamlining
- Mission-Based Indefinite Quantity Contracts
- Hybrid Contracts – Cost-Plus-Fixed Fee-IQC Combination
- Assistance – Continuing Application Process (Phased Approach)
- Assistance Streamlining Procedures (Procurement Executive Bulletin 2015-01)
- Streamlining the Acquisition and Assistance Process- Partner's Perspective

Background

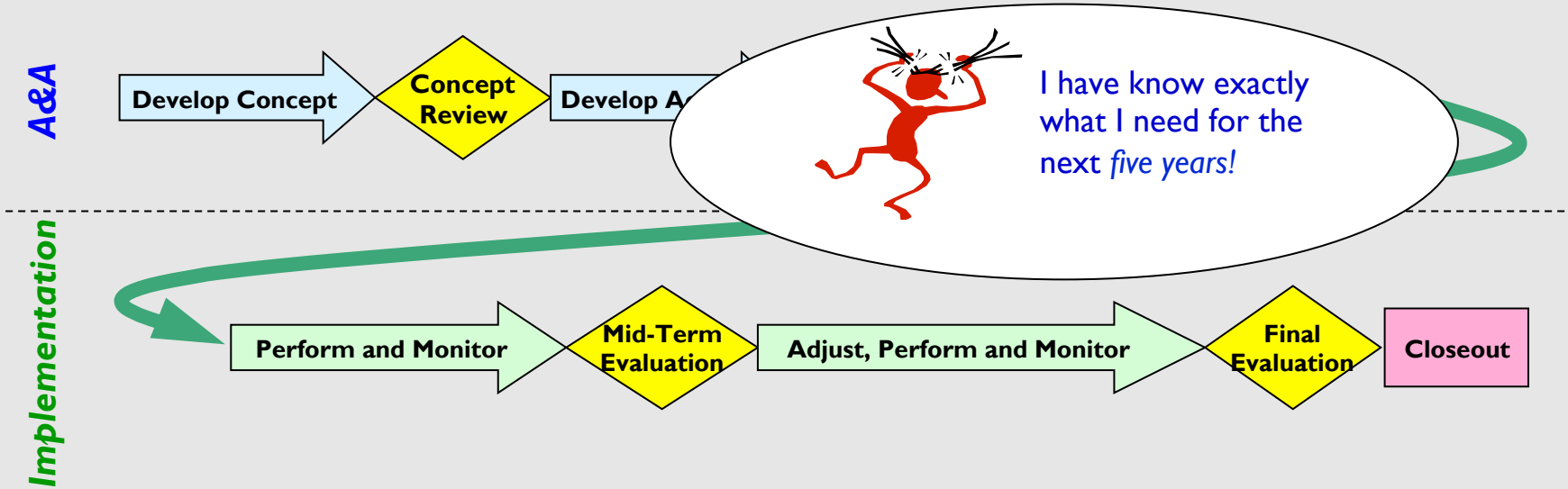
To provide effective development assistance, procurement mechanisms must be:

- Adaptable
 - Iterative
 - Phased
- Flexible and easy to amend/modify
- In some contexts, particularly quick to award



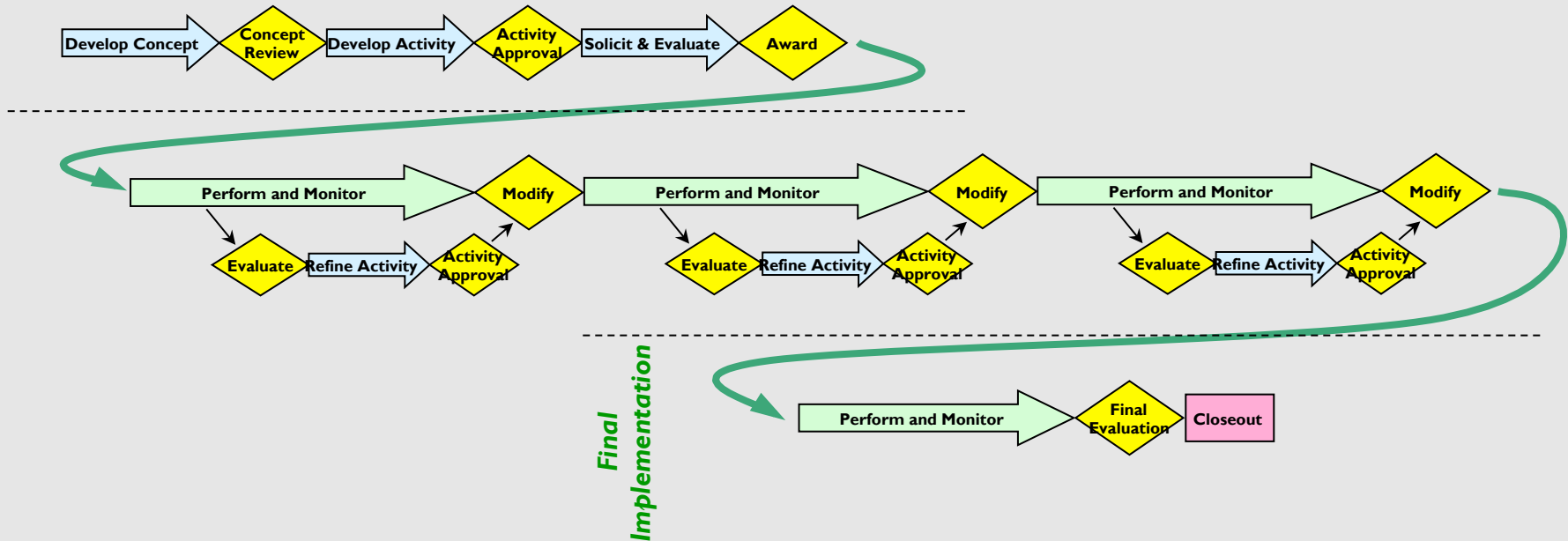
Challenge

Traditional Standard Process



What We Are Doing

Iterative A&A– Using Work Plan as Tool



Progress to Date

Grants Under Contracts (GUCs)/Grants Under Grants

- Allows for multiple activities that respond to new opportunities/challenges
- Implementing Partner uses RFA/APS to respond to unforeseen circumstances during project implementation.
- Examples:
 - **Colombia:** Three major Alternative Development Programs (\$113 mil. to \$189 mil. each)
 - **Somalia:** SYLI Education/Youth Project(\$18 mil.)
 - **South Sudan:** VISTAS Project (OTI-like design)

Streamlining Under GUC – Partner Perspective

- Design the solicitation process with knowledge of the potential applicants and their capacity
- Minimize solicitation requirements
- Conduct a getting-to-grants workshop
- Use a multi-tiered review process or award based on a concept paper when appropriate
- Only negotiate budgets for successful offerors – budget does not play a large role in the evaluation criteria
- Design appropriate pre-award risk assessment methodology
- Don't be afraid of specific conditions
- Capacity building is paramount - needs appropriate level of staff
- Use of fixed amount awards

Acquisition Options

Mission Based ICQs

- Institutional Support to USAID Somalia Program Office
- Feed the Future IQC in Senegal
- East Africa Regional IQC for Construction

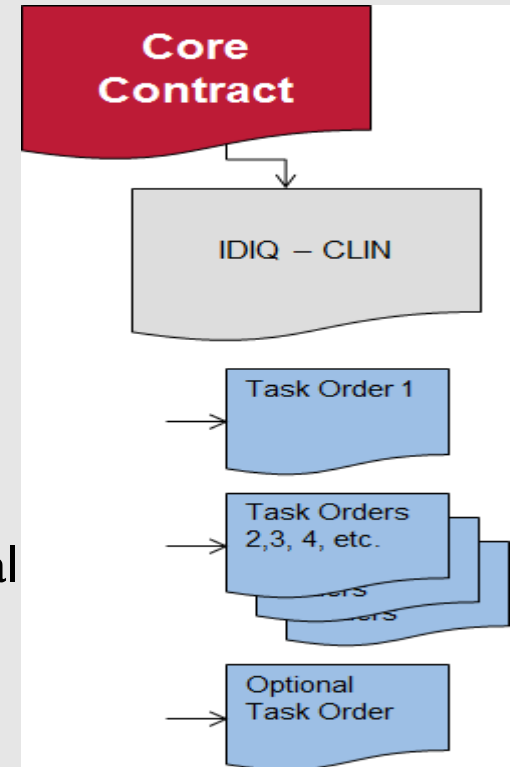
Acquisition Options

Hybrid Contracts

- Useful when there is some certainty, but also likelihood of change/evolution or need for flexibility

Examples:

- Cost-plus-fixed fee (CPFF)-IQC combination contract
 - Core instrument (what we know) + “Supplemental Technical Assistance” (i.e. Task Orders for TBD work)

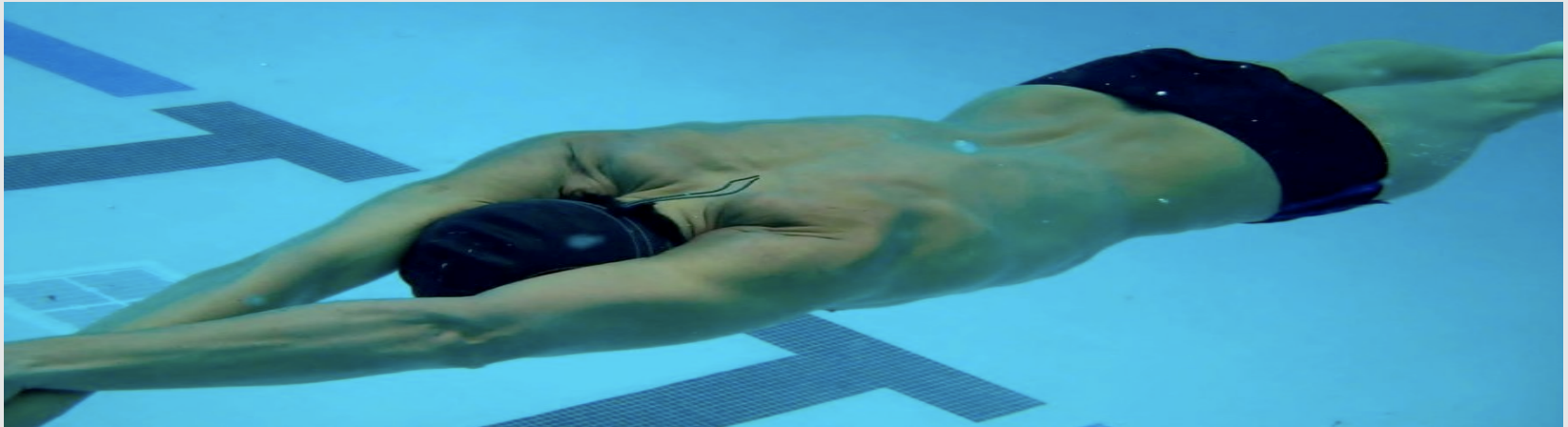


Assistance – Continuing Application Process

Phased Approach to Program Implementation under Assistance (Example from Rwanda - RFA Support Services for Vulnerable Populations)

Subject to the availability of funds, USAID anticipates awarding one Cooperative Agreement with a total estimated cost of US\$63 million to support these activities over an approximate five year period split into two phases broken down as: **18 months (Phase I)** and **3-1/2 years (Phase II)**. However, the duration and continuation of Phase II will depend on the availability of funds and the effectiveness of the program during the first 18 months. The recipient will make a presentation at the end of the eighteenth month of the activity. The recipient will be required to submit to the Agreement Officer a written non-competitive continuation application for review and approval for the second phase. **The approval of the second phase will be made no later than 22 months after award.**

Assistance Streamlining Procedures



Major Areas of Assistance Streamlining (PEB 2015-01)

PRE-AWARD

- a. Evaluation criteria are now limited from three to one
- b. Competitive ranges are now eliminated in Assistance
- c. Only a cost review of apparently successful applicant(s)
- d. Allowing assistance recipients that have never been reimbursed for indirect costs to use a standard de minimus rate of 10% that supports the fundamental operations of the organization
- e. Incorporating changes to Fixed Obligation Grants (FOGs), now called Fixed Amount Awards DO NOT have a threshold

POST-AWARD:

- a. Removing the requirement for prior written approval of foreign travel
- b. No requirement for budget change if less than 10% of the total budget. (Approvals DO apply for construction activities)

Streamlining the Procurement Process – Assistance & Acquisition

Pre-solicitation stage:

- Accurate & updated Business Forecast
- Choice of instrument
- Pre-Solicitation with draft SOW
- Ensuring applicable information is in DEC

Streamlining the Procurement Process – Assistance & Acquisition

Solicitation:

- Section C, L, & M make sense together
- RFPs/RFAs without errors and contradictions – reduces PALT
- Bidders conference & ability to communicate with the Mission
- No extraneous information requested
- Answer questions in a timely manner and timely extensions

Streamlining the Procurement Process – Assistance & Acquisition

Promote flexibility:

- Reduce approval requirements, use of blanket approvals, & timely approvals
- Respect the implementation instrument
- Rely on implementing partners established policies

Streamlining the Procurement Process – Assistance & Acquisition

Open communication, partnership, & trust:

- Joint work planning on an annual basis & timely work plan approval
- Publicly available Mission notices
- Allowing sufficient LOE for IP to manage the award/contract
- Use of quick-close

Key Takeaways!

- **There are options!**
- **Choice of instrument is critical!**
- **Involve OAA early!**
- **There are resources!**

PEB 2014-01 – Adaptable and Flexible Contracting

PEB 2015-01 – Assistance Streamlining



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