

NEW PARTNERSHIPS INITIATIVE

QUICK REFERENCE **FIVE 'P's' FOR SUCCESSFUL PARTNERSHIP**

1 THE PROBLEM

Do you fully understand the who, what, where, when, and why of the development challenge or opportunity?

Actively explore and apply for USAID funds that align with your organization's mission and impact goals. Become familiar with USAID's [Program Cycle](#), and read the relevant [Country Development Cooperation Strategy](#) for your country or region.

2 THE PROPOSAL

Can you clearly describe how and why your solution will make a difference, and how results will be measured?

Develop a strong capacity statement that outlines your organization's unique expertise, capabilities, and successes—use impact data, case studies, and performance ratings to shine a light on what you do and why it is important.

3 THE PAST

What previous programs are relevant to the current opportunity? Based on past experience, what recommendations can you offer for future activities?

Start small, start smart. As a local organization, you bring specialized knowledge and insights, language skills, trusted relationships, and practical experience. Use a sub-award or sub-contract opportunity to learn and grow—and build your profile with USAID.

4 THE PARTNERSHIPS

Have you decided to work with other organizations to plan an activity, increase stakeholder engagement, and coordinate implementation of an award?

A teaming agreement not only helps protect your organization's intellectual property and reputation, but also helps control costs as you respond to a funding opportunity. Before entering into an agreement, research potential partners through their websites, your country's foreign aid coordination office, or [USAID's Development Experience Clearinghouse](#).



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THE POLICIES

Has your organization developed guidelines and policies that comply with USAID requirements? Do you have procedures to reduce risk and protect confidential information?

Become familiar with USAID financial management, gender, environmental compliance, and branding and marking requirements. USAID partners should also have clear written policies that govern the hiring of, compensation and treatment of, and separation from employees, volunteers, and consultants. Written personnel policies are a best practice to ensure good stewardship of resources and compliance with local laws. Last, make sure teaming agreements clearly document roles and division of benefits among partners.

EXPLORE

[USAID sub-partnerships online training module](#)

[10 tips for working with USAID implementers](#)

Source: Adapted from USAID/India "5 things to keep in mind for Assistance Awards" (2016)

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