

GLOBAL DEVELOPMENT ALLIANCE

THE DEVELOPMENT FRONTIER

September 2005

HIGHLIGHTS

- USAID LAUNCHES NEW "COLLABORATION AGREEMENT" TOOL TO SIMPLIFY AND EXPEDITE THE ALLIANCE BUILDING PROCESS
- INTRODUCING THE GDA TEAM
- ANNUAL PROGRAM STATEMENT (APS) UPDATE
- PLUS : SEE OUR ALLIANCE SHOWCASE FOR RECENT EXAMPLES OF THE GDA IN ACTION

Dear Colleagues:

Welcome to the inaugural issue of *The Development Frontier*, USAID's Global Development Alliance Secretariat (GDA) quarterly update on how USAID is partnering with private enterprise and improving the lives of the people in the developing world.

The GDA is USAID's commitment to change the way we implement our assistance mandate. GDA mobilizes the ideas, efforts and resources of governments, businesses and civil society by forging public-private alliances to stimulate economic growth, develop

businesses and workforces, address health and environmental issues and expand access to education and technology.

Since our inception in 2001, we have leveraged \$1.1 billion in USAID funds with \$3.7 billion in total partner resources to establish nearly 300 alliances worldwide. The partnerships we have forged bring together the expertise of professionals in USAID's eighty field missions with the experience of private sector actors to generate maximum impact.

I have seen, through my experience within the GDA as Outreach and Alliance Manager, Acting Director and now as the Director, the GDA initiative has made great progress. In recognition of our achievements, the GDA was recognized in May 2005 as a Finalist in the Innovations in Government Program at Harvard University .

It is my responsibility to continue the critical work of mainstreaming GDA, supporting and strengthening alliances, building efforts for field missions and other operating units and

serving as a "one stop shop" for outside organizations. Our field managers see alliance building as a critical part of doing business. It is

apparent that a permanent central locus of expertise, training and technical assistance and resources will be needed for continued success.

None of this would be possible without you. We hope that you enjoy this newsletter, and we look forward to hearing from you.

Dan Runde

Director, GDA Secretariat

GDA IN THE NEWS

USAID Launches New "Collaboration Agreement" Tool to Simplify and Expedite the Alliance-Building Process

The new Collaboration Agreement is in response to a 2004 assessment of the GDA's business model, which found the Agency's standard procurement mechanisms were not always suited to the dynamics of building public-private alliances. The Collaboration Agreement also formalizes GDA's relationships with for-profit and other nontraditional partners-also called resource partners-while keeping relationships with more traditional implementing partners intact. The Collaboration Agreement reflects the partnership nature of public-private alliances, rather than the procurement relationship implied by our standard funding mechanisms. It is a major step forward in enabling program staff to strengthen development impact through public-private alliances.

Administrator Andrew Natsios, who authorized the Collaboration Agreement's immediate use at the start of 2005, has long stressed the need to tap into the wealth of resources found in the private sector. These nontraditional partners do not routinely work with USAID and they provide services that don't normally involve foreign

development assistance. Resource partners-including corporations and foundations-can offer expertise in research and development, marketing and distribution, market presence, and intellectual property.

The new Collaboration Agreement is considered appropriate when: (1) a nontraditional partner will receive USAID funds directly and there is a compelling reason why federal and non-federal resources would be jointly programmed; (2) the alliance fits within the scope of work of an Annual Program Statement or Request for Application; and (3) other funding mechanisms have been deemed unfeasible or inappropriate.

The Collaboration Agreement will not replace standard funding mechanisms.

Introducing the GDA Team

Director, GDA Secretariat: Dan Runde - drunde@usaid.gov

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v Kim Kim Yee kyee@usaid.gov	- Food for Peace - Latin America and the Caribbean - Economic Growth/Trade - Urban Programs; Education
	- Energy

Annual Program Statement (APS) Update

Each year, the GDA releases an Annual Program Statement (APS) which provides guidelines on working with the GDA and outlines our application process. The statement for fiscal year 2006 shall be published on the GDA website later this month (October).

The draft for this year's APS requires applicants to first submit a concept paper to a Mission for comment prior to the submission of a proposal. All proposals will be submitted to the appropriate mission(s), bureau or Washington operating unit and not to the Secretariat. Missions will have an opportunity to forward innovative proposals to the GDA Secretariat to be considered for funding. As in the previous APS and RFA, mission or bureau co-funding and leveraging at a minimum 2:1 ratio are favorably viewed by the GDA Secretariat. The GDA Secretariat anticipates that missions and operating units would choose to participate and would benefit from this procurement competition coverage offered by the APS.