



USAID
FROM THE AMERICAN PEOPLE

**REAL CHALLENGES.
REAL SOLUTIONS.**



GLOBAL DEVELOPMENT ALLIANCES WORKSHOP
Washington DC Training - Introduction



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USG Support for Partnerships

*“The State Department is opening its doors to a **new generation of public-private partnerships**. We will expand current partnerships and embark on new ones. We’ll embrace collaboration and become more receptive to the ideas and approaches that you will bring to us. ...I’m committed to increasing the State Department’s engagement with the private sector”*

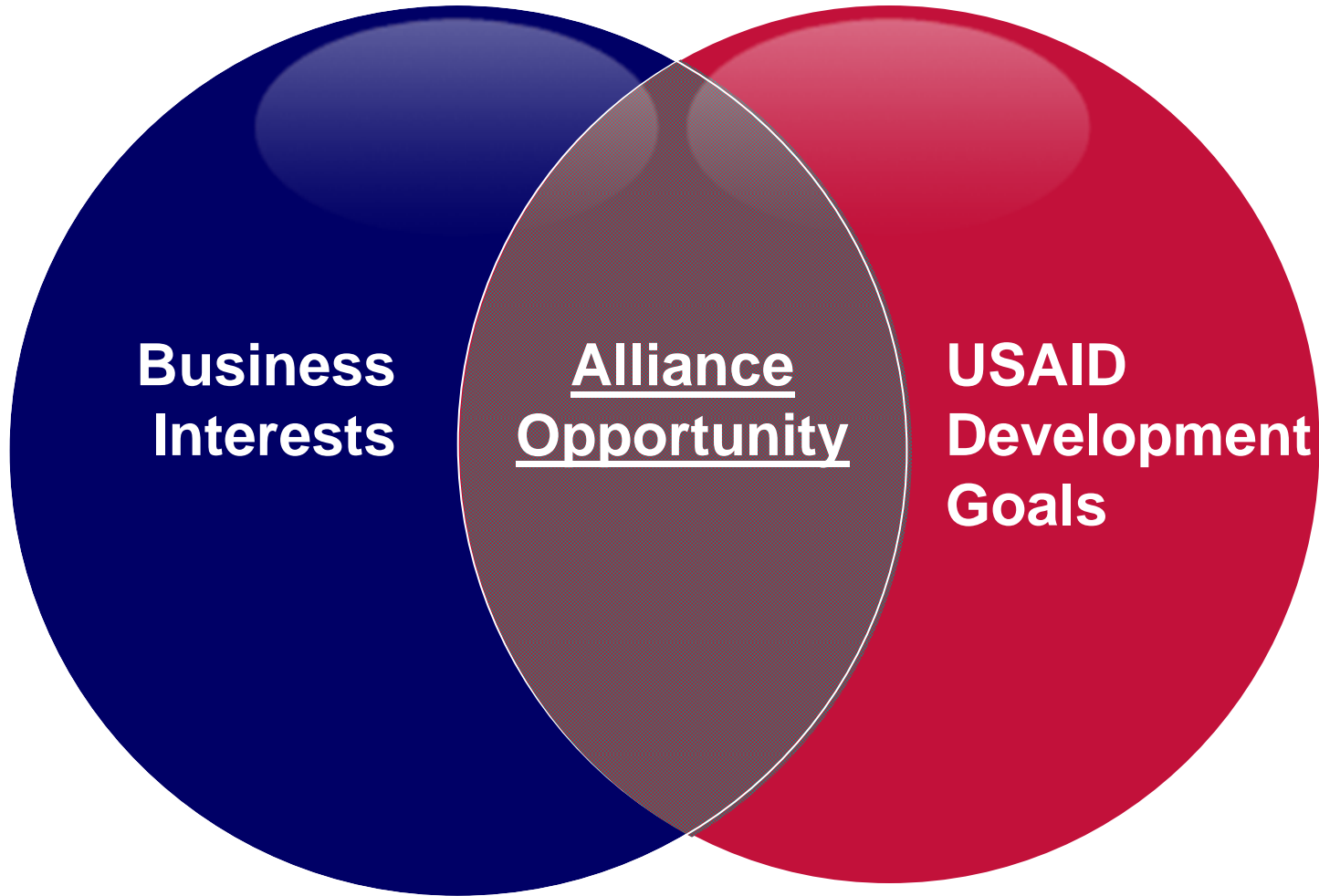
Secretary Clinton

April 22, 2009



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Alliances Make Sense





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Continuum of PPPs to GDAs

A GDA is a strategic type of public-private partnership for the purpose of achieving significant development impact



Note: All GDAs are Public-Private Partnerships – BUT not all Public-Private Partnerships are GDAs



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GDA Principles

- **Jointly defined problem and solution***
- **Shared resources, risks, and responsibilities***
- **Innovative approaches to working with new partners***
- **Goal of 1:1 leverage of cash, expertise, systems, networks and other resources***
- **Significant development impact**
- **Public good**

** GDA criteria listed in APS*



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USAID Partnerships to Date

Over 900 Alliances since 2001

More than 1,700 distinct partners

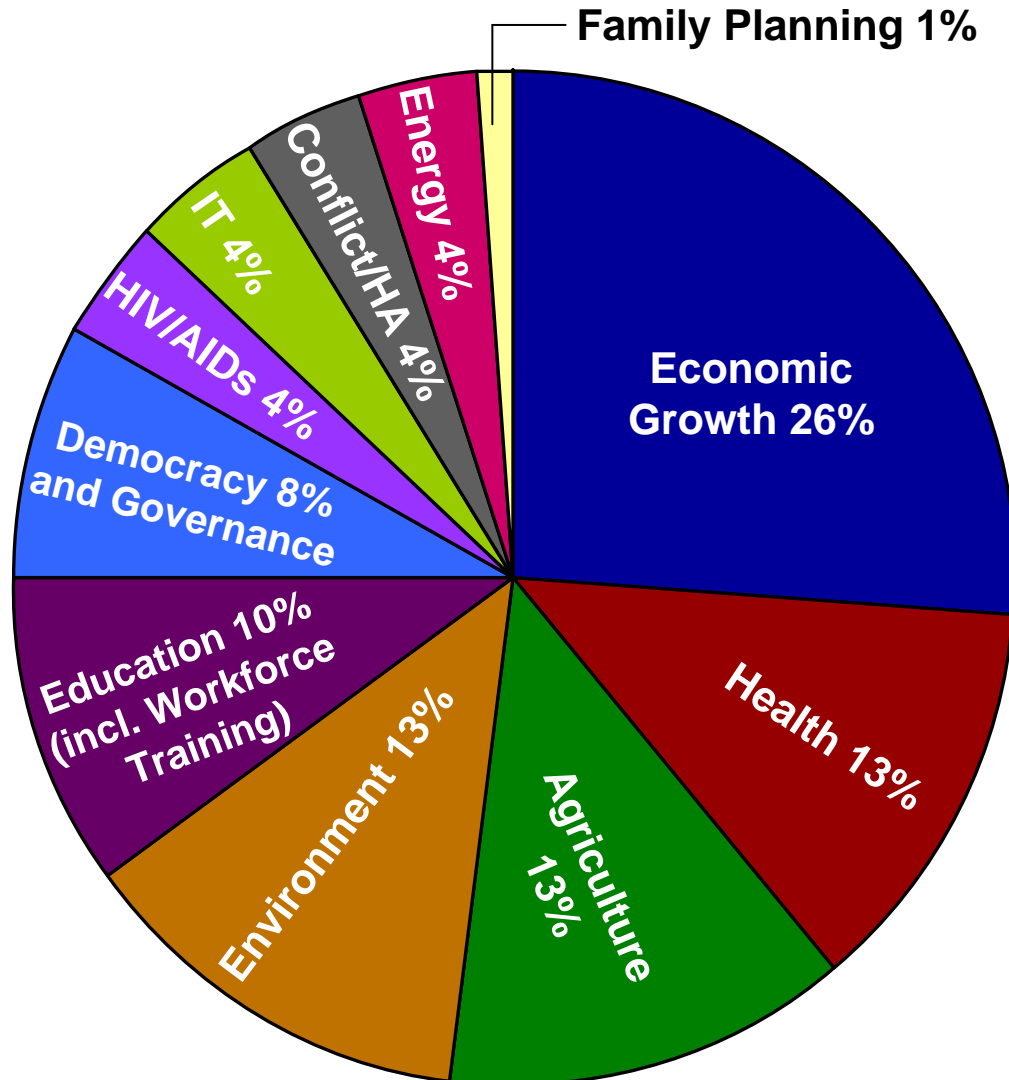
Average GDA Leverage: 2.7:1

**Partner contributions are estimates provided to USAID by its partners and may include contributions by various partners including the private sector, non-governmental organizations, foreign governments and other organizations. Estimated contributions include cash and in-kind resources. In-kind resources estimates may have been valued by non-USAID partner organizations. Partner contribution estimates are not audited*



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Global Alliances: 1999-2009





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Why Private Sector Partners

Question: Why does the private sector want to partner with USAID?

The private sector partners to:

- **Improve supply chains (sourcing and production)**
- **Access new markets**
- **Address business environment challenges**
- **Improve public relations**
- **Fulfill Corporate Social Responsibility objectives**
- **Undertake philanthropy & disaster response**
- **Risk mitigation (legal and compliance)**
- **Workforce development**

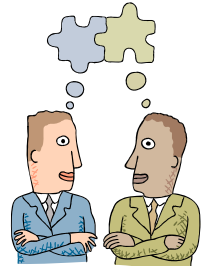
Question: What are the complementary assets of USAID and potential partner?

USAID:

- Convening power
- Development expertise
- Local and global networks
- Policy influence
- Relationships
- Long-term country presence
- Credibility
- Funding

Resource Partners :

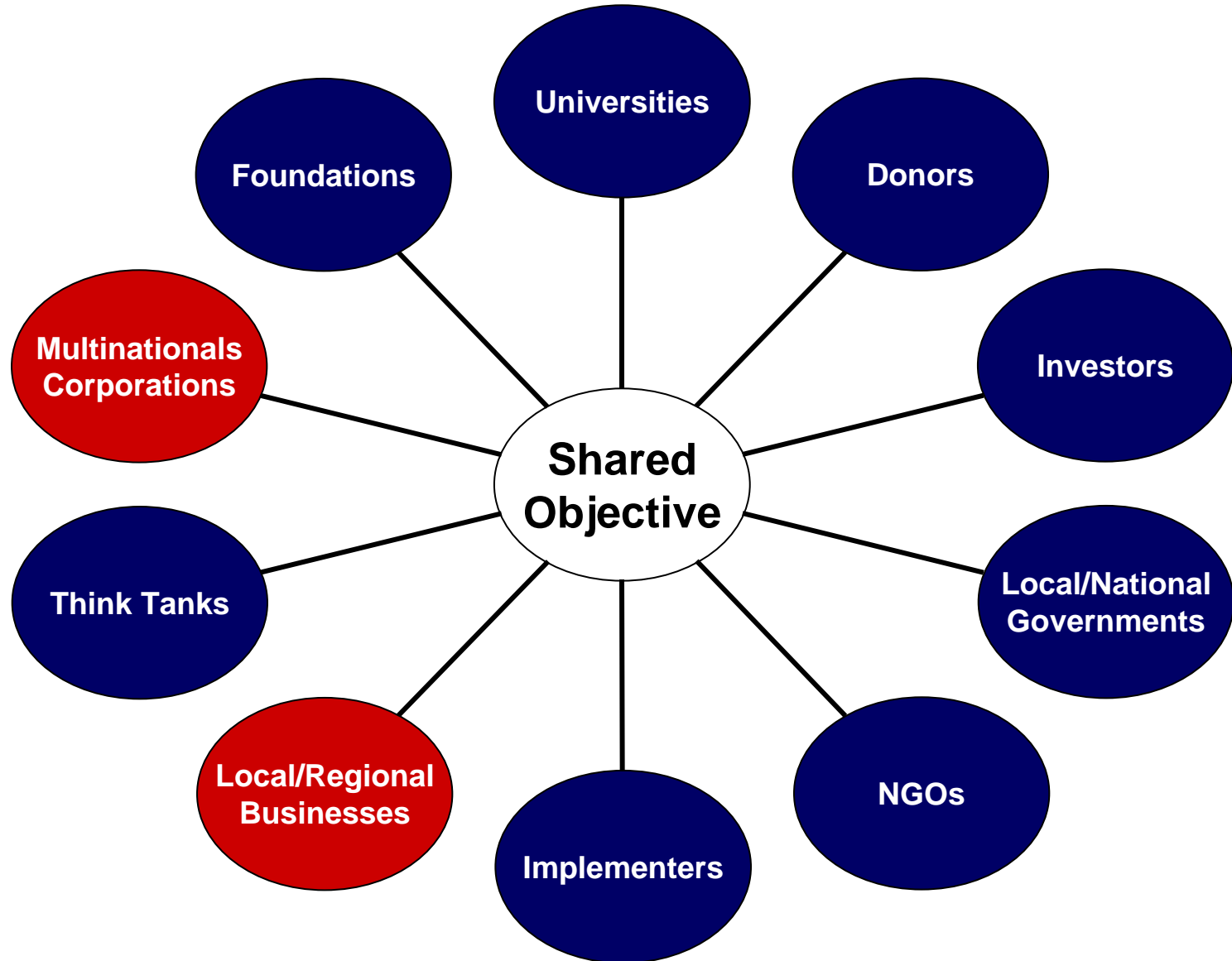
- Market driven approaches
- Skills, services and expertise
- Access to supply chains/ markets
- Technology and intellectual support
- Relationships
- Long-term country commitment
- Communications and marketing
- Funding





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Who USAID Partners With

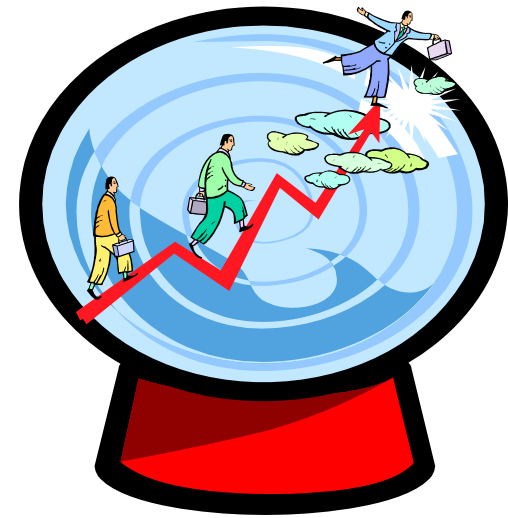




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Future Trends

- Global Standards
- Climate Change/ Renewable Energy
- Base of the Pyramid (BOP) Markets
- Diaspora Mobilization / Remittances
- Food Security Crisis
- Stabilization in Fragile States
- MCC, State, PEPFAR and other Linkages
- Legacy Mechanisms in Middle-Income Countries





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Support from GDA

- 16 person team divided by region, sector, technical training
- RAB's and GDA POCs
- Offer technical assistance & training for missions, implementers, companies
- Assessment development
- Company contacts
- Policy guidance & lessons learned
- Coaching on opportunity identification
- Communication support



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A Final Word...

- Collaboration between USAID & company
- Delivers development benefit that is a “public good”
- Leverages resources
- Not a matching grant
- Not a passing development fad
- **Not a “thing we do” but a way we do the things**



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The Power of Partnerships

http://www.usaid.gov/our_work/global_partnerships/gda/

The poster features the USAID logo at the top left. Below it is a blue header with the text "Global Development Alliances". The main body of the poster displays a collection of partner logos: Coca-Cola, Visa, Intel, Starbucks, WWF, Home Depot, and Kraft. At the bottom left, the text "Alliances WORK!" is written in a bold, sans-serif font. To the right of this text is a large, red, fuzzy character resembling Elmo from Sesame Street. At the bottom right, there is a line of text: "Visit Global Development Alliances at www.usaid.gov/gda".

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