

# PARTNERSHIPS INCUBATOR

A global service hub operated by Kaizen, A Tetra Tech Company



## AMPLIFY

USAID's communications efforts to diversify and strengthen its partner base



## EXPAND

USAID's capacity for partnerships



## HELP

partner organizations work with USAID



## ELEVATE

new, local, and nontraditional partners



## CATALYZE

local leadership, knowledge, and innovation

## WHO WE ARE

The Partnerships Incubator works with USAID headquarters and Missions to **identify and engage new and local partners**, provide **training and capacity-strengthening assistance**, and develop resources and models to **advance localization and inclusive development**.

The Incubator was created by USAID's New Partnerships Initiative (NPI) in 2019 to help **change how the Agency partners**.

## WHAT WE DO

Buy-ins are available in the following service areas:

Duration  
(in months):



**Partner Landscape Assessment:** to identify partners in a specific sector/region/country that fit specific profiles.

3–6



**Rapid Assessment of Local Partners:** to determine short- and long-term technical assistance needs.

1–3



**Local Partner Pre-Award Preparation:** to assist with SAM registration and USAID compliance requirements.

1–3



**Local Partner Project Initiation:** to coach and guide on common challenges at project launch.

3–9



**Local Partner Project Turnaround:** to diagnose relational dynamics and technical challenges and provide hands-on support.

6–9



**Localization Storytelling Mobile Unit:** to capture localization success stories through written articles and videos.

2–3



**Local Partner Communication and Branding:** to help local partners establish a brand identity and communications strategy.

3–6




## HOW WE WORK

### ...WITH PARTNERS

Working directly with partners at the direction and discretion of USAID headquarters and Missions, we provide **training, resources, and support** for organizations that have never partnered with USAID to help them learn, grow, or address challenges.

**Provided direct tailored capacity support to more than 50 local partners** on behalf of:

-  USAID/Dominican Republic
-  USAID/El Salvador
-  USAID/Eastern and Southern Caribbean
-  USAID/Kenya and East Africa
-  Office of the Administrator
-  Bureau for Development, Democracy and Innovation
-  Bureau for Humanitarian Assistance
-  Bureau for the Middle East

“It is crucial that we engage more frequently and more intensely and sustainably with [a] broader range of partners [...] So we have to lower barriers for these kinds of organizations and institutions to join our mission.”


















**Samantha Power**

Administrator, U.S. Agency for International Development – November 4, 2021

### ...WITH USAID

The Partnerships Incubator operates through **Bureau and Mission buy-ins** to a USAID/W-managed contract and **lowers barriers to partnerships** to help USAID **optimize new and existing partnerships**. We absorb lessons from each Mission engagement, strengthening our work and facilitating the transfer of best practices.

**More than 28 Missions/Bureaus** supported, including:

-  USAID/Burundi
-  USAID/Djibouti
-  USAID/Dominican Republic
-  USAID/El Salvador
-  USAID/Guatemala
-  USAID/Libya
-  USAID/Sierra Leone
-  USAID/Eastern and Southern Caribbean
-  Office of the Administrator
-  Bureau for Conflict Prevention and Stabilization
-  Bureau for Development, Democracy, and Innovation
-  Bureau for Global Health
-  Bureau for Humanitarian Assistance
-  Bureau for Legislative and Public Affairs
-  Bureau for Management
-  Bureau for the Middle East
-  Bureau for Policy, Planning, and Learning

## SELECT MISSION RESULTS



### BURUNDI

#### Partner Landscape Assessment

In Burundi, the Incubator conducted a comprehensive partner landscape assessment, delivering a highly insightful understanding of the diverse array of organizations operating in the country. The team surveyed 784 organizations, identifying a final list of 30 partnership-ready local organizations that were aligned with USAID/Burundi's priorities.



### DOMINICAN REPUBLIC

#### Local Partner Project Turnaround

The Incubator provided intensive, in-person turnaround support to a local university partner in the Dominican Republic with an underperforming USAID project focused on higher education institution partnerships and youth development. As a result, the partner successfully hired a Chief of Party to lead the project, repaired weak interpersonal relationships, and exceeded end-of-year MEL targets.



### DEMOCRATIC REPUBLIC OF THE CONGO (DRC)

#### Local Partner Pre-Award Preparation

In early 2023, four local partners in the DRC were successfully supported in their efforts to secure their SAM, UEI, and NCAGE registrations. As a result, two organizations received noncompetitive BHA awards and then received additional Incubator technical assistance and capacity-strengthening services.

## FOR MORE INFORMATION



To explore how you can access the Partnerships Incubator and bring in expertise to help meet your localization efforts, contact Arjun Tasker, Partnerships Incubator Contracting Officer's Representative, USAID ([atasker@usaid.gov](mailto:atasker@usaid.gov)).