Summary Notes from Broad Agency Announcements Call
November 8, 2017

Overview: On November 8, 2017 USAID held a short conference call with organizations interested in learning more about the Broad Agency Announcement process.

- Definition
    - A competitive and collaborative research and development process used to seek innovative solutions to development challenges from public, private, for-profit, and non-profit partners.
    - FAR 35.016
        - Basic Research
        - Applied Research
        - Development
    - BAAs can also be categorized under Other Competitive Procedures [FAR 6.102(d)(2)]
    - BAAs are not new and have been used by other agencies for years.
    - What it is and is not
        - The BAA process promotes design to solution, and is not a design to instrument or design to budget: Defines problem; Develops solutions; Explores resources; Identifies competencies
- Highlight Benefits
    - A wider pool of potential partners can or feel more willing to participate
    - Much more cost effective in terms of proposal preparation for smaller organizations
    - Process is simplified where more local and small organizations participate
    - Transparent and collaborative
    - Allows early engagement with stakeholders
    - Involves the CO/AO and other key stakeholders (GC, etc.) early and throughout the process
- BAA must do three things: 1) R&D; 2) No comparisons between partners' concepts/EOIs; and 3) Peer and Scientific Review required
- The USAID BAA is a Four (4) Stage Process from the expression of interest to award. The pre-stage/planning portion includes creating a team within USAID that includes program staff, legal, procurement, and possibly other donors/external partnerships/experts in a particular field.Timelines are developed and the four (4) stage process begins:
    - Stage 1 - Expressions of Interest - 2-5 page EOI
        - Reviewed on its own merit - no comparisons
    - Stage 2 - Co-Creation
        - Co-creation, at its core, is really just about bringing a set of people together to collectively produce a mutually valued outcome. Co-creation allows for a range of stakeholders - drawn from funders, implementers, supporting partners, and potential users or beneficiaries -- to agree on a

problem definition or jointly develop new solutions to a particular challenge.
- ■ Effective Collaboration has many meanings to many people, but think about the process in terms of transparency, partnerships, and design to scale (not budget or instrument).
- ■ This is an opportunity to share ideas, and work with USAID and other experts to flesh your idea out into a full concept
- ■ Be prepared to receive immediate feedback...your ideas will be challenged. Be prepared to fully participate in this collaborative process because this co-creation approach is not just about you, but all of us interested in getting to the solutions
- ■ Additional Notes on Co-Creation are available on the USAID BAA [page](#)
  - ○ Stage 3 - Peer and Scientific Review Board
  - ○ Stage 4 - Award
    - ■ Co-creation doesn't end here...opportunity to co-design the instrument along with the Agreement/Contracting Officer
    - ■ Instrument could be a contract, grants, CoAg, MOU, etc.

Additional Information to Share
- ● BAA is new to USAID and we have only been using this approach since 2014 where we have been able to experiment with this co-creation approach in this way
- ● Intellectual Property questions do come up. Information Protection language is included in all Broad Agency Announcements
- ● USAID's goal is to facilitate the research and development that will lead to innovative and potentially commercially viable solutions. Understanding the sensitive nature of submitters' information, USAID will work with organizations to protect intellectual property.
- ● Expressions of Interest should be free of any intellectual property that a submitter wishes to protect, as the Expressions of Interest will be shared with USAID partners as part of the selection process. However, once submitters have been invited to engage in further discussions, submitters will work with USAID to identify proprietary information that requires protection.
- ● There have currently been approximately 40-50 BAAs posted since 2013 and 100-150 awards
- ● Approximately 27 new awards worth $558M were made in FY17 as a result of a BAA and co-creation approach