

**ARTICLE 1**  
**Accessing the USAID Market**

In 2017, the US Government spent more than \$33b on development aid. USAID was directly or indirectly responsible for 50% of this total.

- **Competition for USAID is ever increasing** due to dwindling budgets within the USG and other global aid organizations.
- **Existing USAID implementing partners** are trying to adapt to this emerging competition while (a) preserving its base funding and (b) trying to capture an increasing market share within its core service lines.
- **Newcomers to USAID** need a business development ‘insider’ that knows how USAID functions, its latest geographic and technical priorities, and the idiosyncrasies of its unique procurement processes.
- **Differentiation** is one key solution

To learn how your organization can increase its competitiveness in the largest donor market in the world, please visit [www.federalcapture.com](http://www.federalcapture.com).

Federal Capture possesses 20 years of USAID experience and has developed best practices in USAID capture and proposal development processes in governance, health, education, and CVE, to name a few.

**Federal Capture LLC – Business Development and Public Financial Management**

*For more information, please visit our website at [www.federalcapture.com](http://www.federalcapture.com)  
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