



MILLENNIUM
CHALLENGE CORPORATION

UNITED STATES OF AMERICA

Introduction to MCC-Funded Business Opportunities

The MCC Mandate

*Reduce poverty through **economic growth**.*

MCC Investments

- Promote economic growth
- Help people lift themselves out of poverty
- Create more stable, secure countries and regions
- Open the door for companies to work in new markets with fewer up-front risks

How MCC Selects Partner Countries

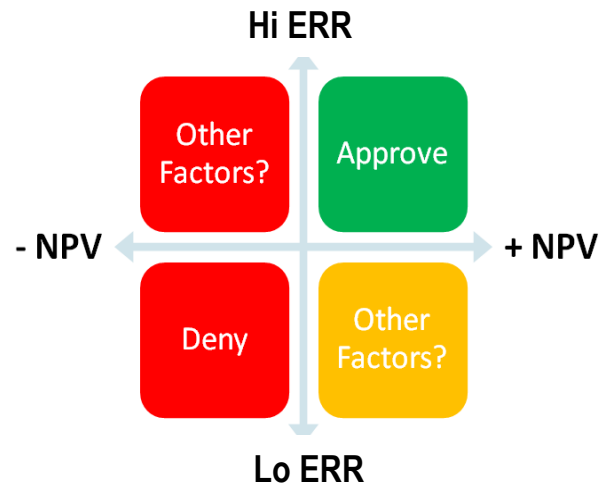
Our Board of Directors uses a data-driven, transparent method to identify the best-governed poor countries where MCC can reduce poverty through economic growth.



Modernizing Development Assistance



Highly selective
countries and sectors
(binding constraint-
based)



Economic Rate of Return-
based project selection



Time-bound
implementation



Focus on results



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Empowering Countries to Tackle their Own Challenges



**Partner countries identify
constraints to growth, select
and design projects ...**



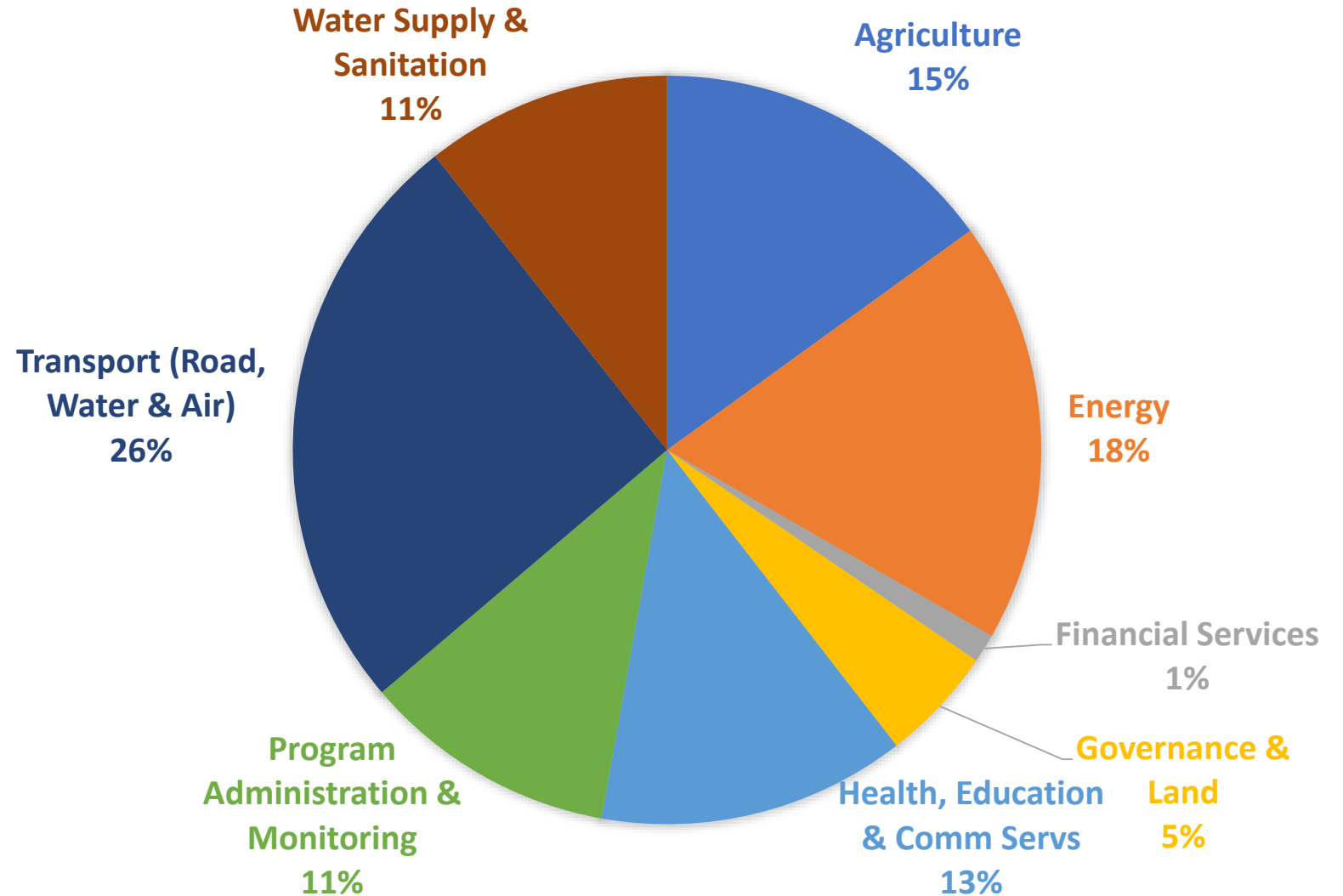
**... and they implement the
projects**

Countries are held accountable for achieving results, leading to increased

Sustainability

Sectors Where MCC Works

Investments selected based on an assessment of the greatest constraints to inclusive economic growth





Countries Where MCC Works

MCC currently works in 24 countries. MCC has 15 active compact and threshold programs, and 9 programs under development across Africa, Latin America and Asia.



Ways to Engage with MCC

1. **Help us shape** our investments
2. **Invest alongside** our investments
3. **Compete** for contracts, grants and public-private partnerships



Two Channels of Business Opportunities

With Headquarters

- \$70 million per year
- Administered directly by MCC
- For headquarters operations, due diligence, and country oversight
- Governed by the Federal Acquisition Regulations (FAR)

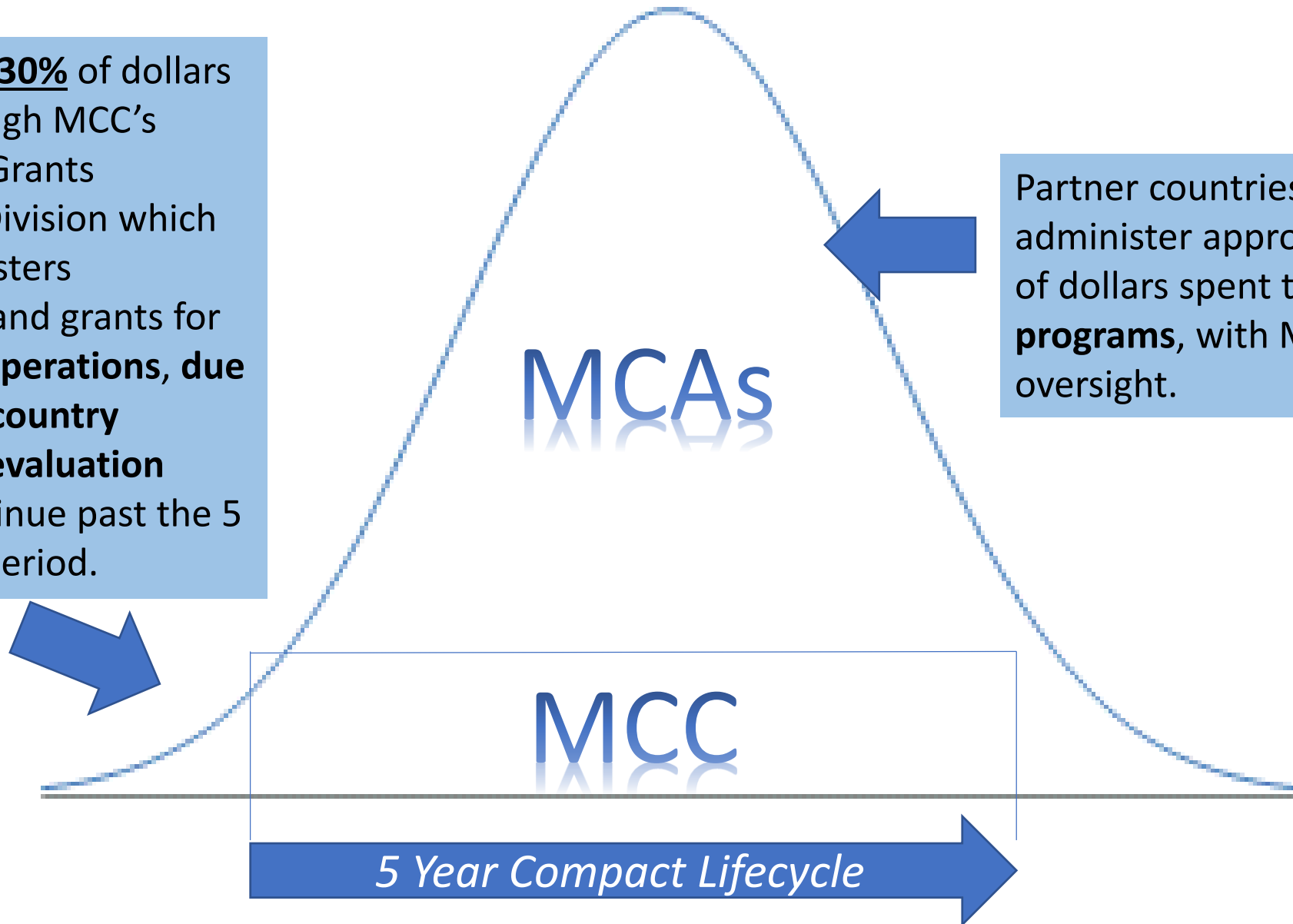
With Partner Countries

- \$500 million per year
- Administered by partner countries with MCC oversight
- For program implementation
- Governed by MCC's Program Procurement Guidelines (PPGs)

When and How Dollars are Spent Supporting the MCC Mission

Approximately **30%** of dollars spent are through MCC's Contracts and Grants Management Division which directly administers procurements and grants for headquarters **operations, due diligence, and country oversight and evaluation** which can continue past the 5 year compact period.

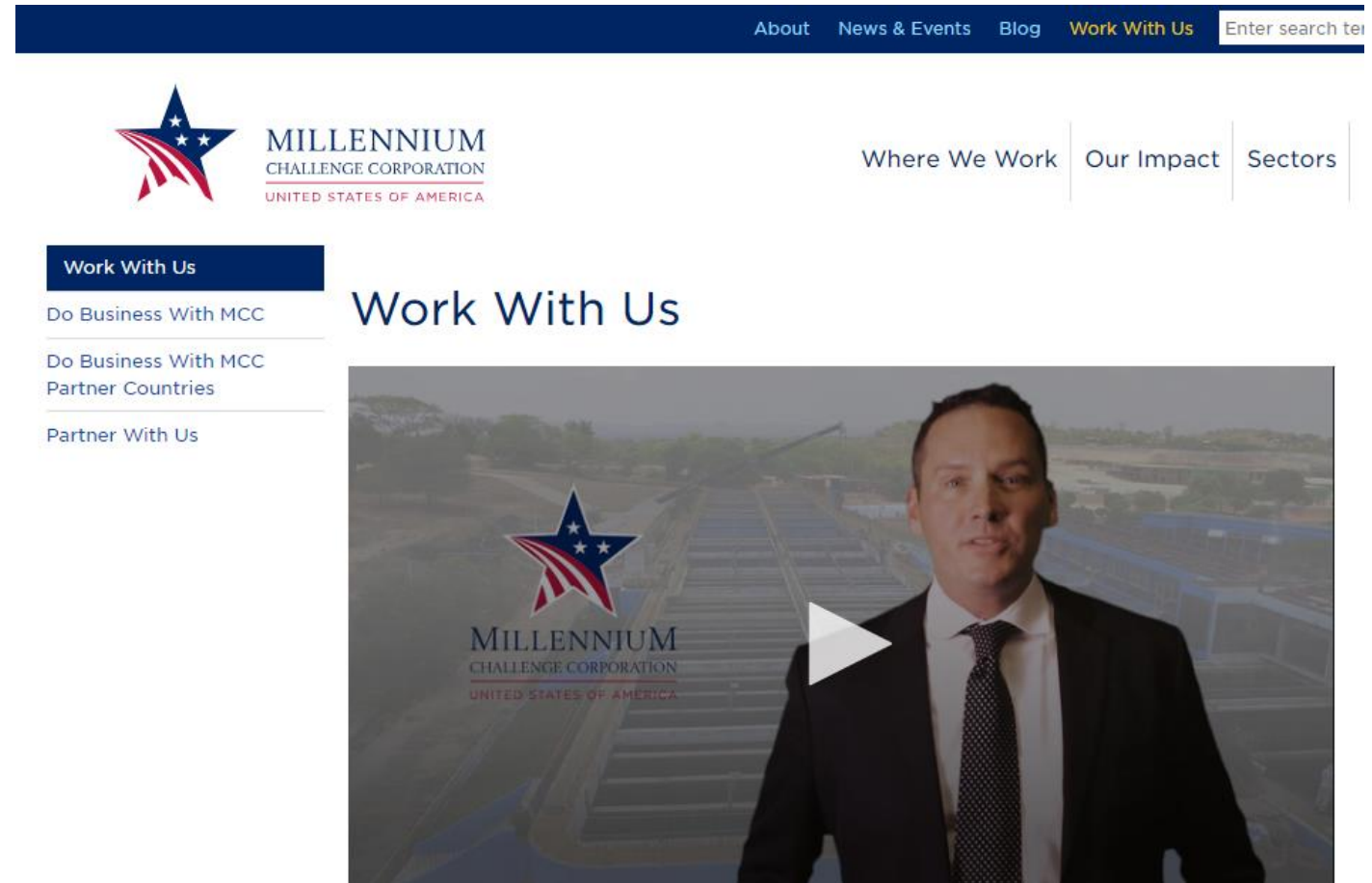
Partner countries (MCAs) administer approximately **70%** of dollars spent to **implement programs**, with MCC providing oversight.



How to Find Opportunities

- Visit MCC's website—a one-stop shop
- Includes all live opportunities and 12-month forecasts

www.mcc.gov/work-with-us



MCC's U.S. Market Outreach Plan

1. A prioritized approach towards market enablers (e.g., industry associations, Commerce Foreign Commercial Service officers) instead of individual firms.
2. A robust outreach toolkit (cable template, PowerPoint slides, fact sheets, talking points, webinar outline) to enable MCC and U.S. Government partners to more easily conduct outreach.
3. Priority events, regular webinars, and business forecasts that are updated quarterly. An “introduction to MCC” video on [MCC.gov/Work-With-Us](https://mcc.gov/Work-With-Us).
4. Better data systems around suppliers and subcontractors, and feedback loops with firms.
5. Key performance indicators around U.S. firms bidding.

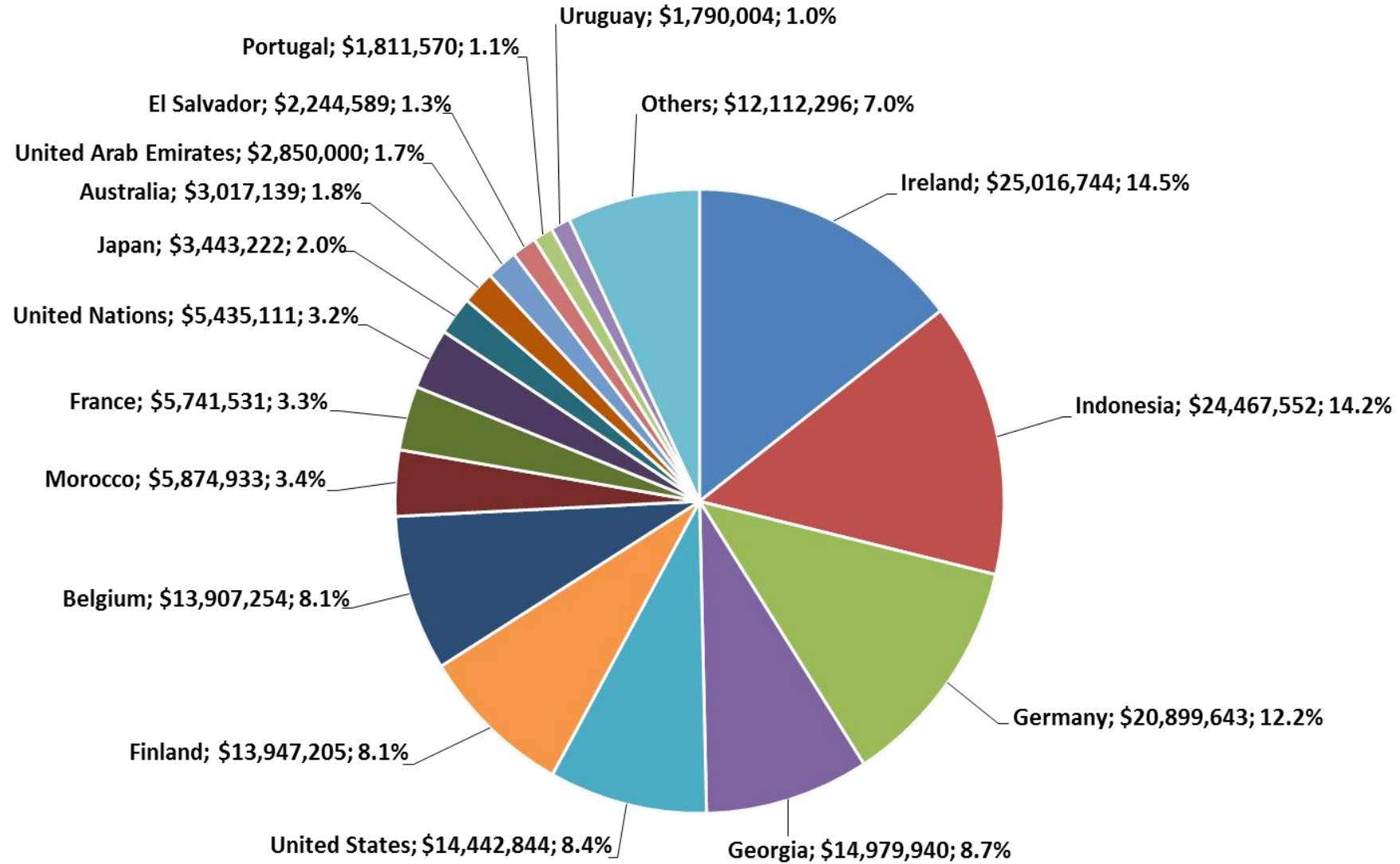
Market Outreach Accomplishments (2019)

- MCC's new Program Procurement Guidelines standardizes Quality Price Based Selection for goods, works and consulting procurements.
- All General Procurement Notices and Specific Procurement Notices are now all published in English.
 - Advertised on UNDB, MCC 's DG market site, individual MCA websites, FedBizOpps, and the MCC Website.
- MCC has increased its level of visibility in 2019 through participation and presentation in USG events, MCC hosted webinars and individual company counseling sessions:
 - 10 MCC hosted Specific Procurement Notices Webinars,
 - 3 Webinar Sessions training Department of Commerce officers and companies on MCC.
 - USG Trade Events: EXIM Bank Annual Conference, USAID 12th Small Business Conference and Expo, Commerce's SelectUSA Summit, Commerce's Discover Global Market Conference, TPCC Interagency Trade Officer Course.
 - Private Meetings and Conferences: i.e. DistributeCH, PowerGen Africa 2019, National Association of Manufacturers Meeting.



MCA Contract Awards (2017)

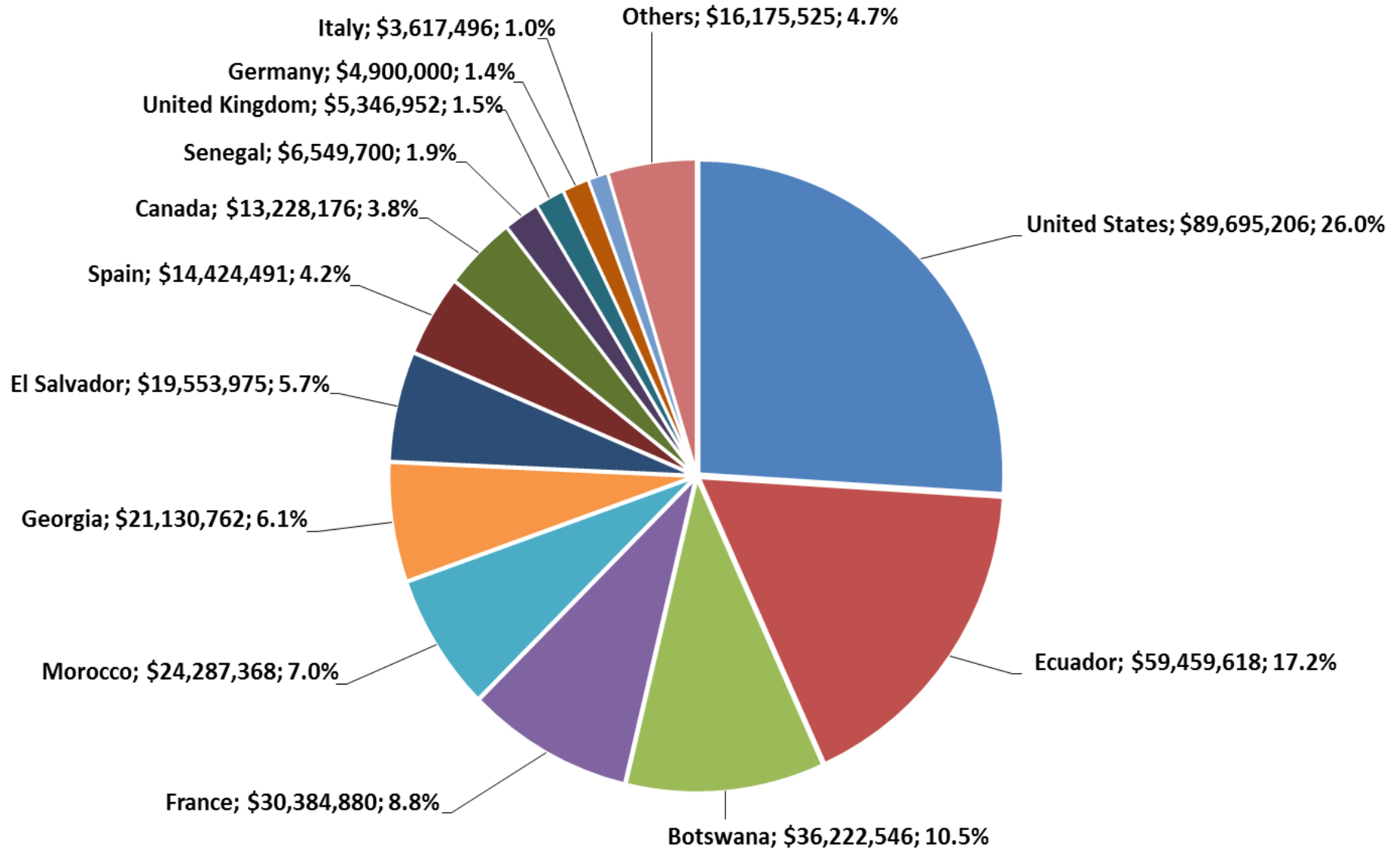
Total: \$171,981,577





MCA Contract Awards (2018)

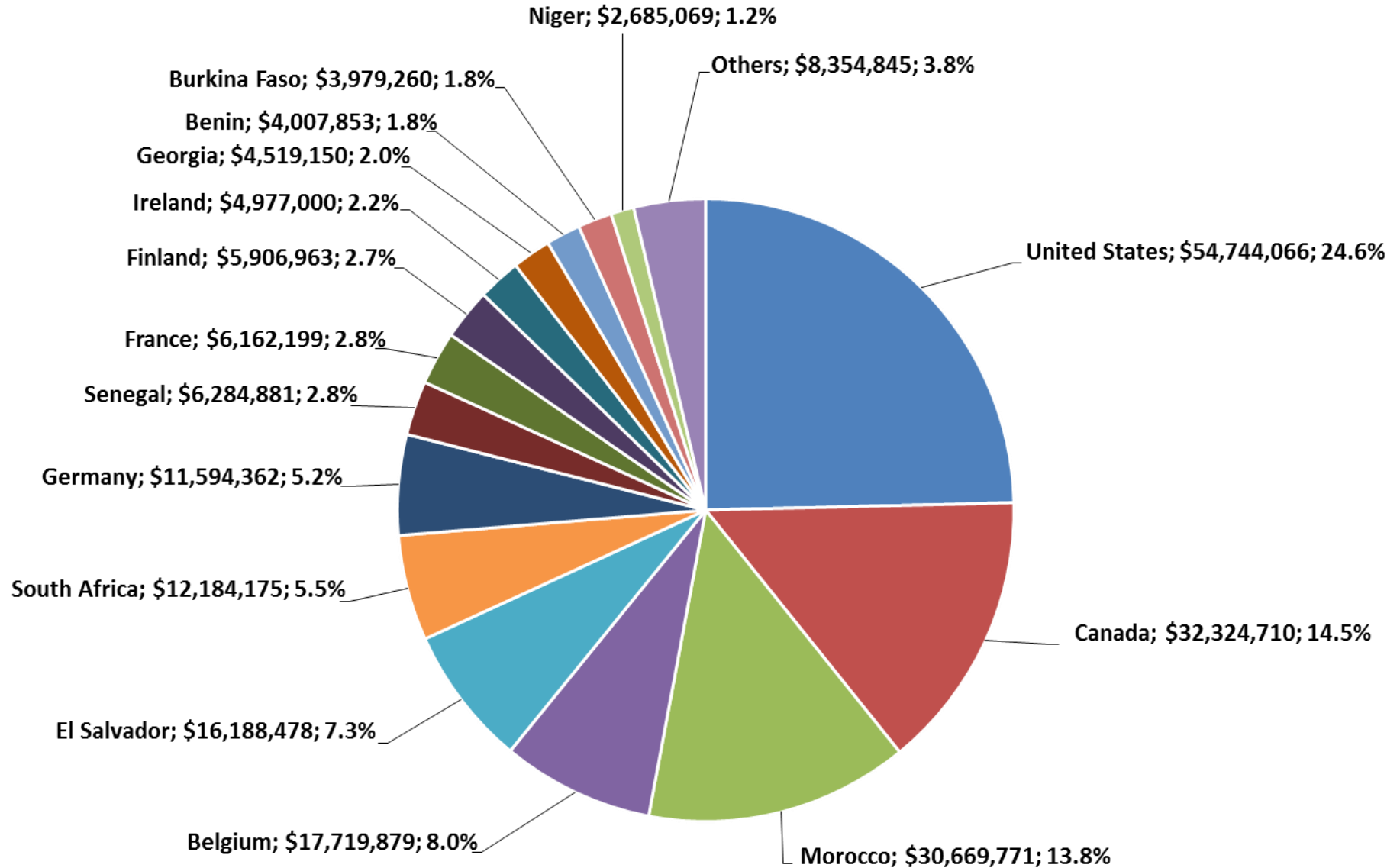
Total: \$344,976,696





MCA Contract Awards (2019)

Total: \$222,302,660



Five Reasons To Do Business in Our Partner Countries



1. Invoices are paid directly by the U.S. Treasury to the contractor
2. Funding is committed to specific programs up-front
3. The procurement process establishes a fair playing field
4. Winning contracts are price-reasonable and best value
5. International environmental and labor standards are enforced



World Bank & MCC

<i>Approaches</i>	<i>World Bank</i>	<i>MCC</i>
• Government-Owned Enterprises	• Cannot compete within their own country	• GOE from any country not eligible to compete for MCC-funded contracts for Goods and Works
• Contractor Past Performance Reporting	• No	• Yes
• Bid Challenge System	• Less detailed requirements	• Detailed bid challenge system requirements to be met by the country
• Price Reasonableness Determination	• Less detailed requirements	• Price reasonableness requirements before contract award
• Quality and Price based evaluation	• Only for consultants. Goods/works are lowest priced qualified bids.	• All consultant, goods, works are quality and priced based.

Reaching U.S. Companies and Small Businesses



- MCC is committed to making sure U.S. companies are aware and take advantage of opportunities to work with us
- Across all MCC funding categories, U.S. firms won more than firms from other countries



MCC Small Business Program Report

Small Business Goal Categories	Federal Goal	FY 2017 Results	FY 2018 Results	FY 2019 Results	Average (FY05-19)
Small Business (SB)	23%	33.8%	40.0%	34.3%	41.9%
Small Disadvantaged SB	5%	10.5%	7.9%	8.8%	9.7%
Woman-owned SB	5%	10.8%	8.5%	9.7%	11.2%
8(a) Procedure	3%	0.8%	2.1%	4.1%	5.1%
Hub-Zone SB	3%	2.3%	2.1%	1.4%	2.2%
Service-Disabled Veteran-owned SB	3%	3.8%	3.3%	1.3%	5.3%
Veteran Owned SB	3%	4.3%	4.0%	1.9%	6.1%
Minority Owned Business	--	12.3%	7.5%	8.5%	9.8%

Notes:

Authoritative Source for the Small Business Data is the Federal Procurement Data System – Next Generation (FPDS-NG)

MCC HQ Procurement Methods

- Orders against existing MCC contracts/BPAs (see “[Contract Vehicles](#)” site)
- Orders against Government-wide contracts (e.g., GSA FSS, NASA SEWP, etc.)
- Full and open ([Federal Business Opportunities](#))
- Interagency Agreements (IAAs)
- Grants/cooperative agreements ([Grants.gov](#))

MCC HQ Business Forecast

Business Forecast

Business Forecast, Fiscal Year (FY) 2019 Mid-Year Update

May 22, 2019

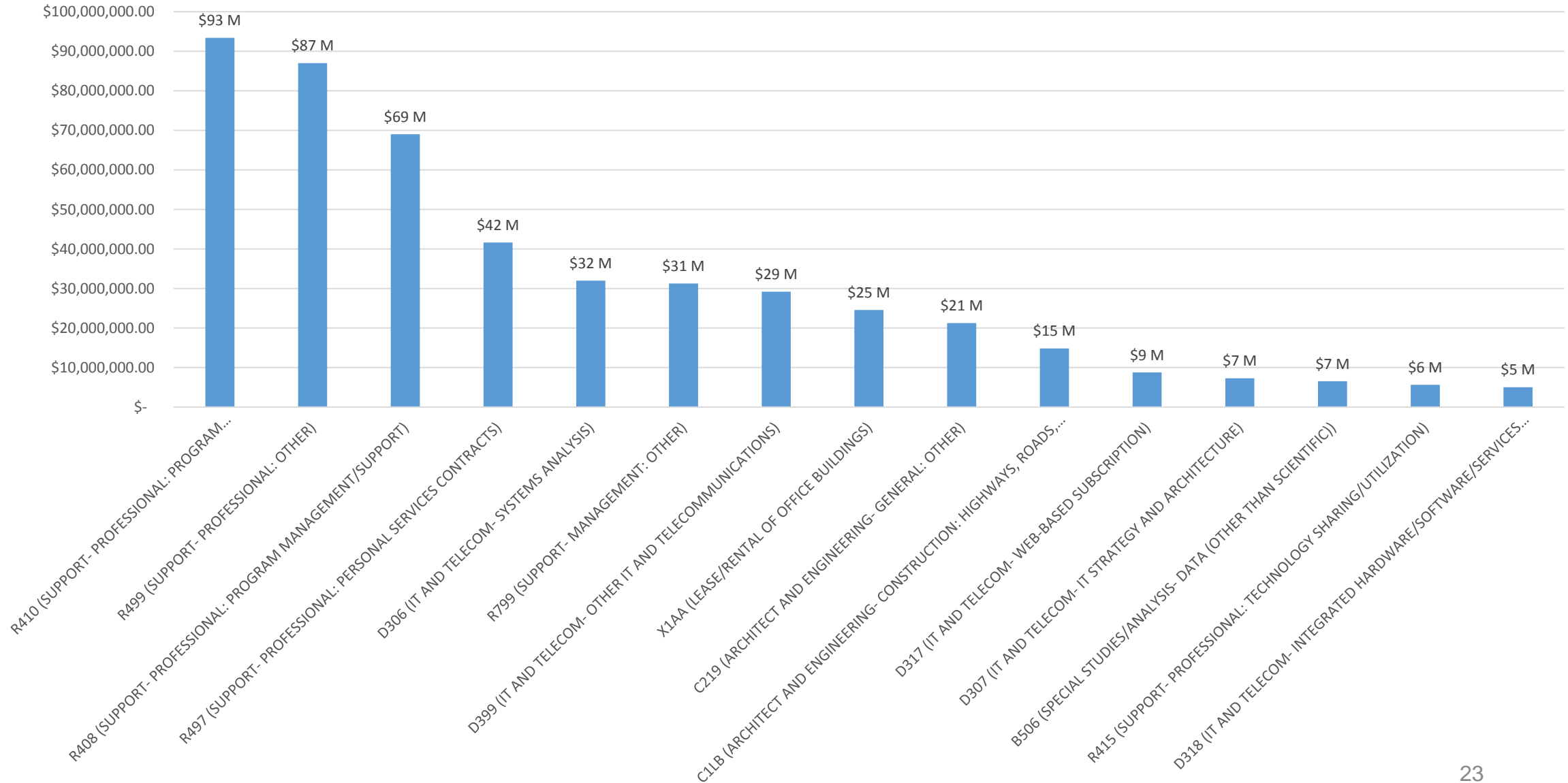
[View as PDF](#)

Public Law 100-656, Section 501, requires that Federal agencies make available their Business Forecast to the Small Business Administration and to interested businesses. This forecast is for informational and marketing purposes only and does not constitute a specific offer or commitment by MCC to fund in whole or in part any agency requirements referenced herein. It should be noted that the mission of MCC is to reduce poverty in foreign countries through economic growth. Therefore, the majority of MCC contract requirements are for services and goods to support numerous activities in low income, foreign countries. MCC does have a few, domestic, contracted base operation requirements.

Plan Number	Department	Title	Value	Projected Award Quarter	Compact Country	Type of Submission	Potential Procurement Strategy	Incumbent Contractor	POC	POC Email Address	Status
Pl...	Depa...	Title	Value	P...	Co...	Type o...	Poten...	Incumbe...	POC	POC Email A...	Status
19-AAF-0685	AAF	FY 2019 Q1 MCC Acquisition Support Services Funding Modification	3) \$700,000 - \$4,999,999	1	NA	Modification	Modification - Funding Only	DYNAMIC-PRO INC.	Hamlet, Jonathan	hamletjc@mcc.gov	5 - Cancelled
19-AAF-0686	AAF	Personal Services Contract - MCC Acquisition Support Services Contract - FY 19 Q1 Incremental	3) \$700,000 - \$4,999,999	1	NA	Modification	Modification - Funding Only	DYNAMIC-PRO INC.	Hamlet, Jonathan	hamletjc@mcc.gov	4 - Completed - Awarded

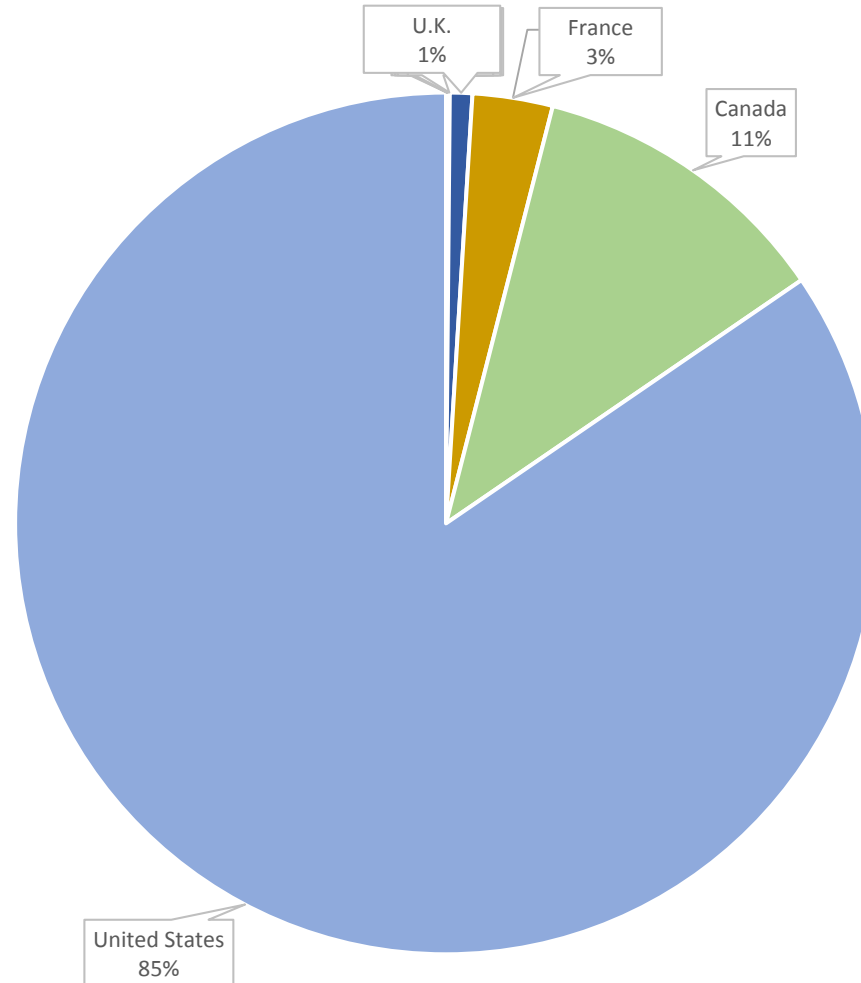


Top 15 Product Service Codes for FY15-19



U.S. Firms in MCC Headquarters Procurements

MCC Contracts by Contractor Location - FY 15-19



Examples of MCC Headquarters Outreach FY2019

- U.S. Department of State Annual Large Prime Subcontract Training/Small Business Networking Session – August 8th
- MCC Headquarters Annual BPA Holders Review Session: Infra Consulting – July 30th
- Virtual Bootcamp Webinar: Strategies for Working with the Millennium Challenge Corporation – July 25th
- Threshold BPA Preproposal Webinar – July 15th
- USAID Subcontracting Summit – July 11th
- USAID World Trade Month Go Global Webinar: Opportunities in International Development – May 30th
- CGM Brown Bag with McKinsey (Pricing Model) – May 9th
- World Trade Global Sales Strategy Session, Small Business Administration and the Anacostia Development Corp. – May 13th
- USAID Small Business Conference – May 14th
- District Export Council Speaking Engagement– April 4th
- MCC and US Department of Commerce Webinar – March 26th
- Society for International Development – March 21st
- Corporate Council on Africa – February 26th
- Annual Check-in with Department of Policy & Evaluation Transportation BPA Holders – October 16th
- Cote d'Ivoire Transport and Vertical Structure (TVS) Roads Procurement Briefing– Montreal, Canada, October 17th – 19th
- Pre-Synopsis Meeting for Cote d'Ivoire Transport and Vertical Structure (TVS) Roads Procurement – November 28th

Methods to Stay Engaged and Informed

- Market Outreach Events / Webinars
- MCC's Work With Us page: www.mcc.gov/work-with-us
- Business Forecast (Annual/Mid-Year Update)
- Subscribe to MCC's email list: www.mcc.gov/subscribe

Country Specific Opportunities



Benin: Energy



Liberia: Energy and
Roads



Ghana: Energy



Cote d'Ivoire: Human
Capital and Transport



Kosovo: Power and Rule
of Law



Niger: Agriculture,
Irrigation and Roads



El Salvador: Roads,
Investment Climate, and
Human Capital



Mongolia: Water and
Wastewater



Morocco: Land and Human
Capital

Côte d'Ivoire Opportunities

Côte d'Ivoire Compact (Signed 2017)

MCC's \$525 million compact with Côte d'Ivoire will support the country's drive to diversify its economy through investments in education and transportation.

SKILLS PROJECT (\$154 million): Catalyzes the supply of skilled workers to meet private sector demand

- Construct up to 84 Secondary Schools
- Build 3-4 Training Centers
- Improve Education Policies & Systems

TRANSPORT PROJECT (\$292 million): Improves the mobility of goods and people in Côte d'Ivoire's economic hub

- Rehabilitate 4 central Roadways in Abidjan
- Strengthen Road Maintenance System
- Improve Transport Planning & Capacity



Benin Opportunities

Benin Compact (2017-2022)

The \$375 million compact with Benin is designed to modernize the country's power sector. Projects include:

- Electricity Distribution Project (\$226 million)
- Electricity Generation Project (\$13 million)
- Off-Grid Electricity Access Project (\$47 million)
- Policy Reform and Institutional Strengthening Project (\$44 million)



Morocco Opportunities

Morocco Compact (2017-2022)

MCC's \$450 million Morocco Employability and Land Compact supports two Moroccan Government priorities that have posed binding constraints to economic growth and investment: youth employability and land productivity.

The Education and Workforce Development Project (\$220 million)

- a. Secondary Education Activity
- b. Workforce Development Activity

The Land Productivity Project (\$170.5 million)

- a. The Governance Activity
- b. Rural Land Activity
- c. Industrial Land Activity





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Thank You

www.mcc.gov/work-with-us