

Institutional Capability

Allegro Global Procurement Solutions (Allegro) delivers expert consulting, innovative training, operational support, coaching and mentoring, and conference hosting around the world. Our focus is the international development community including the United States Agency for International Development (USAID), other international donors, partner governments, private firms, and non-profit organizations.

Allegro’s work has spanned over 60 countries, long term, and short-term assignments, and both on-site and virtual delivery modalities. In carrying out its projects, Allegro engages a broad variety of top experts in academia, donor organizations, and private sector in addition to our own robust personnel roster of 40+ subject matter experts and facilitators, most with prior USAID experience.

Allegro uses its established systems, policies, and procedures to arrange all logistics (venue, materials, equipment, country clearances, travel) for its assignments, on-site courses, partner-government study tours, regional conferences, etc. worldwide:

Table 2 - Countries Where Allegro Has Worked

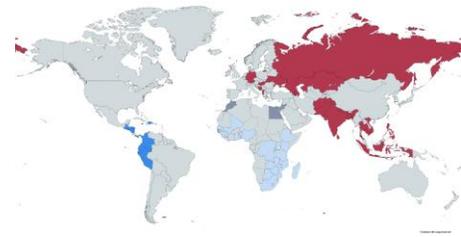
Europe and Eurasia	Africa	Middle East	Latin America and Caribbean	Asia
Albania, Armenia, Azerbaijan, Bosnia & Herzegovina, Georgia, Germany, Hungary, Kosovo, Ukraine, Russia	Benin, Botswana, DRC, Ethiopia, Ghana, Guinea, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mozambique, Nigeria, Rwanda, Senegal, South Africa, Tanzania, Uganda, Zambia, Zimbabwe	Egypt, Jordan, Morocco, West Bank and Gaza	Columbia, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Jamaica, Nicaragua, Panama, Peru	Afghanistan, Bangladesh, Cambodia, India, Indonesia, Kazakhstan, Nepal, Pakistan, Philippines, Sri Lanka, Thailand, Vietnam

Professional Development

Since 2008, Allegro has designed over 120 unique training opportunities (including worldwide conferences) for USAID and other clients and delivered these in over 60 countries. These trainings include the FAC/COR and FAC/C certification program courses, USAID Education and other Sector trainings, Financial Management training, and many others focused on agency operational processes and related compliance. Most of these offerings support continuous learning point (CLP) requirements for both FAC/COR and FAC/C.

Allegro uses flexible approaches to the design and implementation of training and conferences. We focus first on learning goals, topic, time, materials, audience and other human factors, and client needs. We have:

- developed infographics, games, and interactive on-line trainings to support standard processes and new policies, procedures, and initiatives.
- created mentorship programs for targeted skill building – programs characterized by both on-site and off-site mentoring and coaching of USAID staff.



- managed study tours for Partner Government Staff to third countries.
- hosted virtual conferences with over 90 panel and guest speakers and 200 participants worldwide.
- Won awards for our on-line micro-learnings and other virtual products.

Table 1 - Sampling of Allegro A&A Related Trainings and Workshops

Enhanced COR/AOR Skills Course	A&A Pre-Award Document Writing Workshop
A&A Management for CORs/AORs	Statement of Work and Program Description Writing Workshop
A&A Seminar for Executives	Monitoring and Evaluation (on-line course and classroom)
A&A for COR/AOR Supervisors	Food for Peace Grants Management
Flexible Instruments Webinar	Enterprise Risk Management
Cost and Price Analysis (on-line and workshop)	Small Business Programs Training
Effective Education Portfolio Management	Financial Management Workshop
CONText workshop and microlearning module	Africa Regional Education Workshop
Asia Regional Education Workshop	Education Overview Course
Essential Elements of Assistance	Essential Elements of Acquisition
Source Selection	Engineering and Construction Contract Management
Personal Services Contracting	Award Closeout
Statement of Work Essentials	2020 Evidence Summit on Strategic Religious Engagement
Introduction to USAID Program Cycle (IPC)	Project Design and Management (PDM)

Operational Support

In addition to classroom and on-line training, Allegro supplies direct operational support to USAID missions and bureaus. This operational support includes helping technical offices in the development and correct completion of documents needed to process A&A actions, support to OAA staff in processing A&A actions, support to technical offices in project design, strategic planning, and general team building and coaching. Since 2008, we have aided over fourteen missions in successfully moving forward over 50 procurement actions.

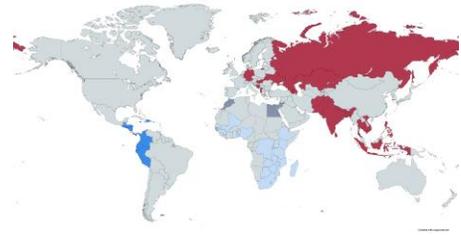
In engaging staff for operational support, Allegro draws on its large network of international development experts working across the USAID operational spectrum: program, finance, EXO, human resources, information technology, all technical sector offices, etc.

Compliance Assistance

Allegro works with private sector and public sector entities on matters related to procurement and related compliance. We work with USG and USAID regulations as well as UN and other donor regulations. Our President has served as an expert procurement witness on two USAID matters – for the Boston District Attorney’s Office and for a private firm. We have drafted and developed training on full suites of policy and procedure documents for private sector firms and non-profits working in the international sector. This includes all operational domains: ethics, human resources, procurement, business development, information technology, contract administration, setting up and managing local offices overseas, etc.) We help firms with claims, disputes, audit findings, and other compliance problems.

The Allegro Difference

Allegro’s capabilities and experience underscores our differentiators:



- Current operational experience supporting USAID missions
- Training that informs operational support and operational support that informs training
- In-depth knowledge of international development
- Effective use of former USAID A&A Officers with relevant and strong technical skills
- Robust “bench” of engaged trainers
- Expert, up-to-date knowledge and practice in all USAID mechanisms, policies, procedures, and initiatives
- Participatory and scenario-based training engagement
- Extended involvement as key designers of curriculum for USAID FAC - COR/AOR Certification Program
- Management of the USAID FAC-CO Certification Program
- Exemplary quality assurance procedures ensuring error-free, up to date materials

Allegro Global Procurement Solutions, Inc. is a woman-owned small business based in Chevy Chase MD supplying expert consulting and innovative training around the world. Its’ focus is technical assistance, operational support, training, mentoring, and coaching.

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