



## 10 Reasons to Do Business with Millennium Challenge Corporation

The Millennium Challenge Corporation (MCC) is an innovative, independent U.S. Government agency that partners with well-governed countries worldwide to fight poverty through sustainable economic growth. MCC is active in a wide variety of sectors throughout Africa, Asia, Europe, and Latin America, and offers many opportunities for private sector engagement.

Most MCC-funded procurements are conducted by partner country governments through each country's Millennium Challenge Account (MCA). MCC headquarters in Washington, DC, however, also awards FAR-compliant contracts to support MCC operations.

With \$100 million available in procurements over the next six months, we've highlighted 10 reasons why firms should seek to work with MCC. For more information on the Millennium Challenge Corporation and MCC-funded procurements, please visit our website, [www.mcc.gov/pages/business](http://www.mcc.gov/pages/business).

### 1. MCC Safeguards Assure Companies a Fair Playing Field

The MCC model includes checks and oversight at every step of the procurement process to ensure that companies are treated fairly, and to ensure that MCAs are getting value for the MCC funds placed under contract.

### 2. All Money Up-front

All money is appropriated up front by the US Congress, with no incremental or partial funding. When a contract is signed with an MCA-eligible country, the money is already available.

### 3. Paid by the U.S. Treasury

All payments under contracts are paid directly by the U.S. Treasury. MCC thereby mitigates common risks associated with working in emerging economies and guarantees that invoices are paid as quickly as possible

### 4. Winning Contracts are Price-Reasonable Contracts

MCC requires all MCAs to conduct a price reasonableness analysis of each procurement to ensure that no more and no less than a commercially reasonable price is paid. Prices proposed that are considered unreasonably high or low may be rejected.

## 5. Enforced International Environmental and Labor Standards

MCC has established guidelines and works carefully to ensure that MCC-funded companies protect the environment and do not engage in unfair/unsafe labor practices. Companies that demonstrate experience complying with these standards have an advantage during the bidding process.

## 6. No Government Owned Enterprises (GOEs)

To ensure a level playing field for commercial firms from all countries, MCC prohibits GOEs from competing for MCC-funded contracts.

## 7. No Local or U.S. Preference

For MCA-conducted procurements, MCC provides no preference to host country or U.S. firms. All firms are equal in the procurement process.

## 8. Expert Evaluation

The best bid or proposal will be awarded the contract based upon price reasonableness and/or technical evaluation criteria. To avoid bias and ensure each proposal or bid is fairly assessed on its merits, the evaluation process is carried out by a panel of technical experts.

## 9. A World of Possibilities

For businesses seeking to break into new markets, MCC offers opportunities for companies to work in new places with less up-front risk than is usually present in emerging economies. This first step can be critical to building a long-term presence in the global marketplace.

## 10. The Business of Doing Good

All MCC contracts support income increases among beneficiaries in the world's poorest countries. MCC- and MCA-contracted firms are partners in achieving MCC's mission of reducing poverty through economic growth.