

Overview of Outcomes Based Contracting

It's a mechanism for ensuring that educational providers deliver on their student learning promises.

DEFINITION:

- Based on a contract between a district and a service provider in which a substantial part of payment to the service provider is **contingent on meeting agreed upon student outcomes** (*SEF pilot districts required at least 40%*)
- Acts as a kind of guarantee that **public dollars will deliver academic impact**, even if providers take several attempts to achieve it
- Requires districts and vendors to **identify and commit to clearly defined outcomes**

GOALS:

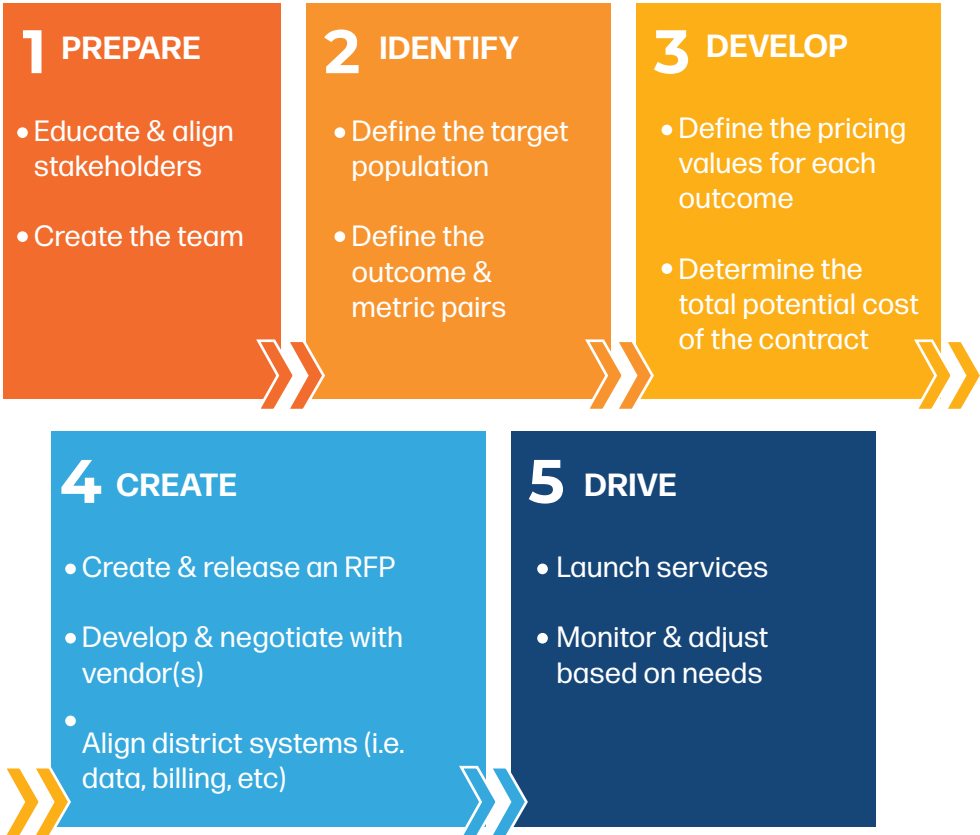
- **Spur innovation** in tutoring that directly impacts academic outcomes, especially for students of color and those affected by poverty
- **Break the cycle** between school districts and vendors in which little is expected to close the achievement gap and so neither party is to blame when nothing does
- **Put pressure on current price of tutoring**, ensuring sustainability of funding streams



What outcomes would mean the most to your district?

Steps of Outcomes Based Contracting

SEF recommends five basic steps for successful implementation:



Southern Education Foundation (Outcomes Based Contracting(OBC) in K-12: A Playbook)



What about this five-step model seems most useful? What seems most challenging?

Do you think your district is equipped to enter an outcomes based contract? What would have to happen for you to get there?





Things to remember...

Questions I have...



Actions to take...



Follow up with...



Resources

The Southern Education Foundation offers a wealth of practical, downloadable resources on implementing outcomes based contracting (OBC) in your district. We recommend visiting their main resources page (obc.southerneducation.org/resources) and exploring all of the assets below:

1 OBC Playbook

Learn more about OBC, and get equipped to implement it with confidence in your district.

2 RFP Template

Use this customizable tool to craft an OBC bid document.

3 Continuous Improvement Guide

Build your understanding of and capacity to use data to drive improvements to your programs.

4 Rate Card Calculator

Best used when you're familiar with the OBC playbook, this customizable spreadsheet provides pricing models and a dynamic pricing calculator. Use them to generate various pricing and student achievement scenarios and overall project budgets.

