Ready for an OBC? A Learning and Simulation Workshop

Dr. Brittany Miller

Center for Outcomes Based Contracting at the Southern Education Foundation

Jasmine Walker

Center for Outcomes Based Contracting at the Southern Education Foundation

Agenda

- What is Outcomes Based Contracting?

- Mutual Accountability

- Panel: Implementation Experiences

What is Outcomes Based Contracting (OBC)?

Defining OBC

The Center for Outcomes Based Contracting

Accelerate

- A substantial part of the contract is contingent on meeting agreed upon student outcomes.

- Districts and providers commit to clearly defined responsibilities to meet student outcomes.

- Academic impact is tied to public dollars, giving partnerships a framework to understand cost effectiveness and efficacy of use.

OBC empowers districts and providers to contract for clear student outcomes and compels mutual accountability for achieving them.

Goals of OBC

Improve Procurement Practices

Enable buyers to clearly define their desired outcomes from the beginning, enhancing the educational procurement process.

Strengthen Implementation

Ensure instructional products and services align closely with their research-backed design during implementation.

Achieving Meaningful Outcomes

Empower districts and providers to work together in achieving meaningful results for all students, regardless of background or circumstance.

OBC | The Center for Outcomes Based Contracting at the Southern Education Foundation

Traditional vs. OBC Partnerships

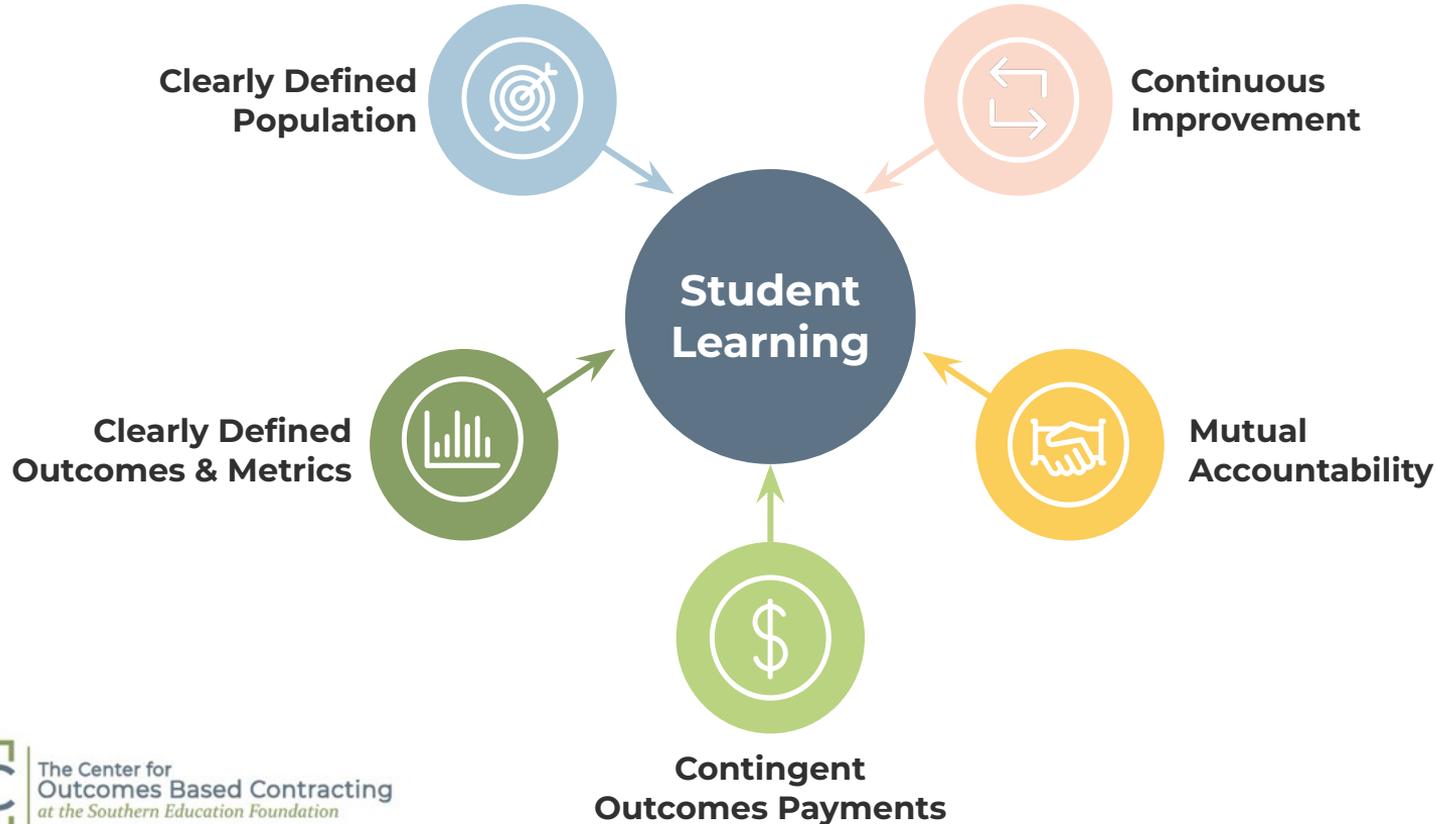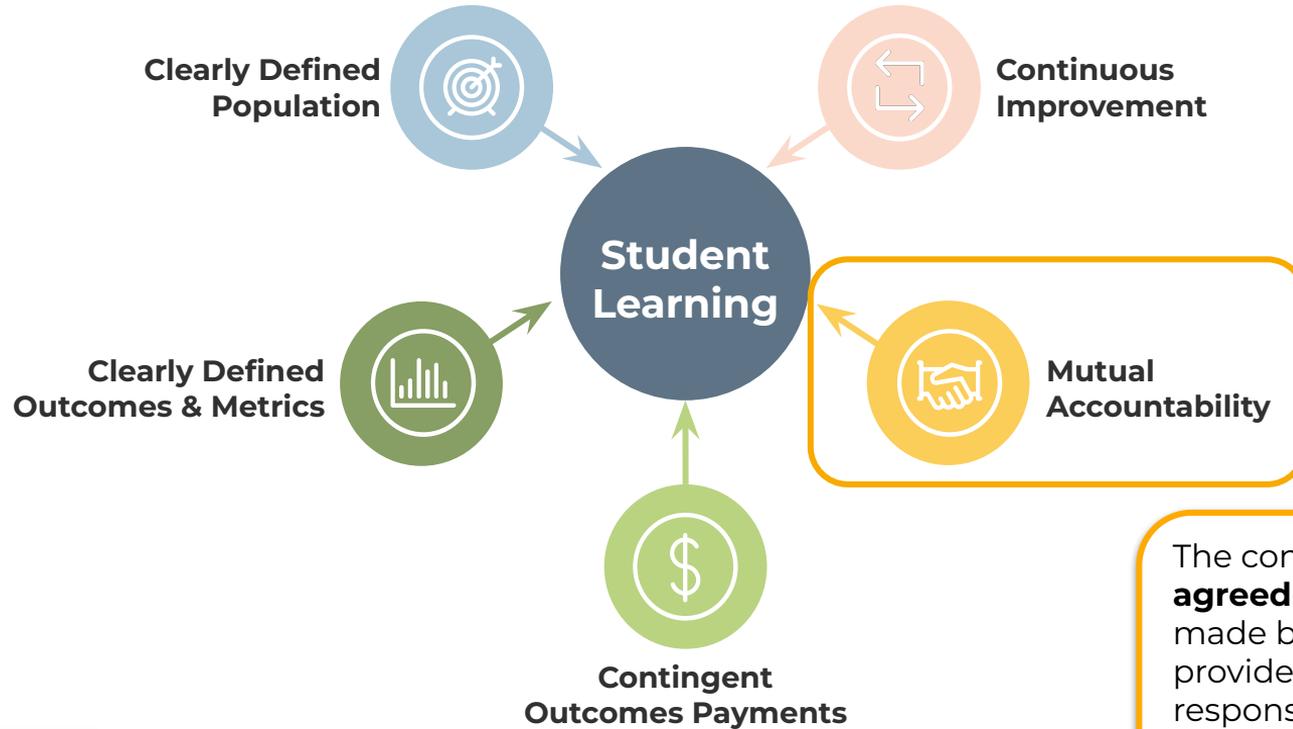| Traditional Partnership	Outcomes Based Partnership
Contract is paid in full when services begin, and further payment is rendered as additional services are delivered	**Base payment** of the contract is paid when services begin, and the remainder of the contract (**contingent payment**) is paid when student outcomes are met
Roles and responsibilities around partnership support are not clearly defined from the start	Specific implementation expectations, as outlined through **mutual accountability**, are clearly agreed to
Stakeholders work independently to identify ways to increase usage and improve student learning	Stakeholders review data collaboratively through **continuous learning** practices and discuss opportunities for improvement together

Ingredients for a Successful OBC

Mutual Accountability

Ingredients for a Successful OBC

Clearly Defined Population

Continuous Improvement

Student Learning

Clearly Defined Outcomes & Metrics

Mutual Accountability

Contingent Outcomes Payments

The contract includes **agreed-upon commitments** made between a district and provider, ensuring each party is responsible for the achievement of student outcomes

OBC

The Center for
Outcomes Based Contracting
at the Southern Education Foundation

Compelling Mutual Accountability

Mutual accountability for achieving outcomes is **shared** by:

- District Instructional Leadership
- School Leadership & Teachers
- Data and Assessment Team
- Finance and Contracting
- District Leadership
- Provider

The Center for
Outcomes Based Contracting
at the Southern Education Foundation

Mutual Accountability is Clarity

- **Clear Expectations:** Mutual accountability begins with clearly defined expectations.

- *Transparent Communication:* Open and honest communication is key to clarity.

- *Defined Roles and Responsibilities:* Clearly outlining who is responsible for what helps prevent overlap and confusion, ensuring that everyone knows their specific role within the larger objective.

- *Measurable Outcomes:* Establishing clear metrics for success allows the team to objectively assess progress and adjust strategies as needed.
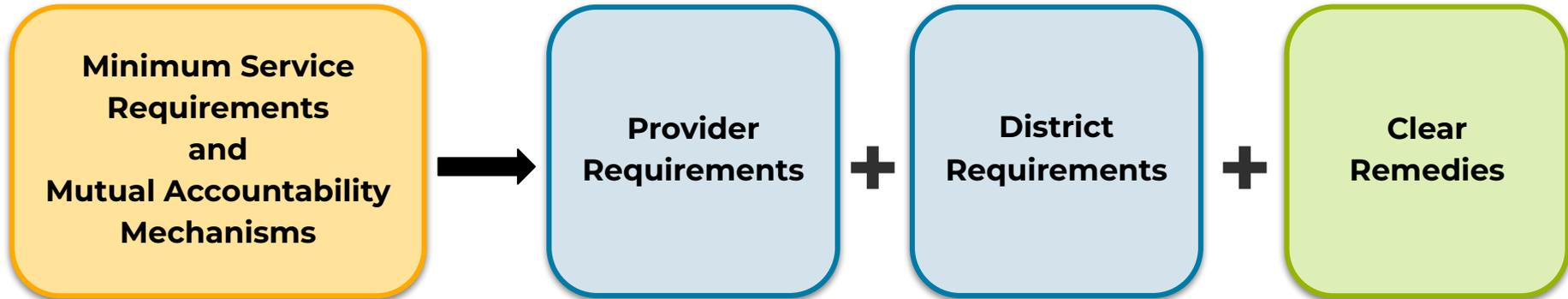
Mutual Accountability is Partnership

← →	**Shared Responsibility**	Mutual accountability fosters a culture where everyone feels equally responsible for the success of the project or initiative.
🤝	**Collective Ownership**	When accountability is shared, team members take collective ownership of both successes and challenges.
⌥	**Mutual Support**	In a true partnership, team members actively support one another, offering help when needed and celebrating each other's achievements. This builds trust and a sense of community within the team.
📈	**Continuous Growth Together**	Mutual accountability drives continuous growth and improvement. Regular team reflection helps refine strategies, celebrate successes, and improve performance.

How Does This Happen?

Through a **comprehensive framework** for mutual accountability that defines **specific** obligations, remedies, and processes ensuring both districts and providers have **concrete responsibilities** for creating the conditions necessary for **student success**, with **clear remedies** when expectations aren't met.

Minimum Service Requirements and Mutual Accountability Mechanisms

➡️

Provider Requirements

+

District Requirements

+

Clear Remedies

Provider Requirements

✓	Design and drive an **Implementation Success Plan**, which includes professional learning, a success manager, and a continuous improvement process
	Provide weekly usage **reports**, associated **recommendations**, and other key metrics of engagement and progress
	Design and engage in a **continuous improvement process** with the district throughout the implementation period, including tracking satisfaction
$	This **pricing is inclusive** and the Provider should not expect to charge any additional fees (for project management, travel, etc.).
	Ensures that students have the **same tutor for 80%** of tutoring sessions.

District Requirements

🔒	Ensure students can **access** the platform, meeting hardware, software and bandwidth requirements stated by the Provider.
☑	Ensure students access the technology platform and services, as prescribed by the **minimum attendance requirements of the Provider**, including a "start by" date and a total duration (e.g, number of weeks) of the program.
📊	Share student attendance, performance, and other **student data**, as allowable by state and federal law, to enable the Provider to provide instructionally appropriate content to students.
⬇	For any student who **falls below** an average attendance rate of 70%, the District may be required to pay both base and outcome payment(s) for that student for a given timeframe.
📅	Outlines schedule of **continuous improvement meetings** for district participants.

Panel: Implementation Experiences

Welcome/Meet the Panelists

Nick Erber
Director of Holistic Student Supports
The Commit Partnership

LaToya Blackshear
Director of Planning & Evaluation
Jackson Public Schools

What's Next

Upcoming Webinar

Standards of Excellence for
High Dosage Tutoring
March 20, 2025
2:00 PM EST

Preview Here: https://bit.ly/4hxwNqM

Is My Organization Ready for an Outcomes Based Contract?

State-Based Cohort Model

Provider-Specific Technical Assistance Provided by OBC Team

SEA Partnership for Preferred Provider List

Partner with SEA to support development of preferred provider list based on OBC requirements & provider readiness

SEA Engagement & Support Strategy

Plan with SEA for how to engage providers and best balance support and accountability based on local context (eg, co-host shared provider learning with SEA concurrent with district learning)

Arkansas

The Arkansas Department of Education (ADE) supports three different tutoring programs that seek to increase access to high-quality individualized learning support for students who need it most.

- The Arkansas Tutoring Corps Established in Act 912 of Arkansas Senate Bill 564

- The Arkansas Literacy Tutoring Grant Program: Established by the LEARNS Act in 2023

- The Arkansas High-Impact Tutoring (HIT) Pilot Program: Established by the LEARNS Act in 2023

Join us for the 2025 Center for Outcomes Based Contracting Convening

REIMAGINE. PARTNER. TRANSFORM.

*REWRITING THE RULES TO
BUILD BETTER OUTCOMES*

Save the Date

9.17.25-
9.19.25

Want to learn more?

Resources

Contact Us

https://bit.ly/3XS2NQ7

https://bit.ly/4eLHR2N

Thank you!