Webinar: Digging into the SIPPRA NOFA

Next Steps for Governments that May Not Meet All Requirements

March 5, 2019

Note: Full NOFA details were publicly released in February via US Treasury's SIPPRA Website
Introductions

Caroline Whistler
CEO & Co-Founder

Oscar Benitez
Manager
Agenda

*Reflections from the field*

SIPPRA NOFA overview

Strategies for meeting criteria for an outcomes orientation

Next steps & additional opportunities
The outcomes movement has advanced policy changes that enable up to $1.7bn (and more than $1bn annually) to be deployed for outcomes.

The 2018 Social Impact Partnerships to Pay for Results Act (SIPPRA) is a unique opportunity to introduce outcomes orientation to the US Federal resource allocation engine.

Source: America Forward
Third Sector works with communities to implement systems change by linking government funding to outcomes achievement.

**Engagements**

- [Image of a map with 34 stars indicating launched outcomes contracts]

- [Image of a map with 60+ stars indicating community engagements]

**Applications of “Systems Change”**

- Secured ~$25mm in federal awards & T.A.:
  - Dept. of Labor: $12 mm
  - Social Innovation Fund: $9.2 mm
  - Dept. of HUD: $2.6 mm
  - Dept. of Education: $1.1 mm

- Realignment of various social services:
  - Children & Families
  - Workforce Development
  - Homelessness
  - Health
  - Justice
  - Education

*Third Sector has deployed $455 mm through outcomes contracts at the city, county, state, & federal level*. 
SIPPRA is a $100mm federal opportunity for governments to apply an outcomes-orientation to social service programs

The 2018 Social Impact Partnerships to Pay for Results Act (SIPPRA) overview

Your proposal is an opportunity for your community to shift resources toward the delivery of specific outcomes

**Outcomes-orientation** refers to a focus on the more impactful changes that result from program ("outcomes"), rather than resources and activities ("inputs" and "outputs").

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**Definitions**

- **Inputs**: The resources used to deliver a program
- **Outputs**: The measures of the key activities resulting from a program
- **Short-Term Outcomes**: The near-term changes that result from a program
- **Long-Term Outcomes**: The secondary or persistent changes that result from a program, often realized after program services end
An outcomes-orientation starts with aligning policy, funding, and data efforts

Third Sector approach to outcomes-orientation

- Evaluate services outcomes to inform policy decisions
- Share data to align services with needs of the community
- Leverage flexible funding that break service silos
- Implement policies that link funding to outcomes

Better Outcomes

Policy

Data

Dollars

Services
Third Sector supported King County develop outcomes orientated frameworks to transform outpatient behavioral health services

Overview of Outpatient Treatment on Demand (OTOD) Initiative with 23 service providers

<table>
<thead>
<tr>
<th>Status quo</th>
<th>Transition to an Outcomes orientation</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Policy</td>
<td>Compliance to timesheets and billing codes</td>
<td>3-year performance targets for increasing timely access to care</td>
</tr>
<tr>
<td>Dollars</td>
<td>Case rate payments on Medicaid contracts ($115mm)</td>
<td>Performance bonus payments for timely assessments &amp; care ($2mm)</td>
</tr>
<tr>
<td>Services</td>
<td>Silos between providers</td>
<td>Continuous improvement across providers</td>
</tr>
<tr>
<td>Data</td>
<td>Annual compliance reporting on people served</td>
<td>Monthly performance feedback on timely care</td>
</tr>
</tbody>
</table>

Improved services for 23 organizations engaging 22,000 people per year:

- **Same-day access**: ↑ 22%
- **Treatment**: ↑ 22%
- **Routine care**: ↑ 13%

(1) Results shown are performance indicators supporting project outcomes goals of improved mental health and wellbeing
Agenda

Reflections from the field

*SIPPRA NOFA overview*

Strategies for meeting criteria for an outcomes orientation

Next steps & additional opportunities
SIPPRA is an exciting opportunity for States & Local governments to sustain their data-driven efforts to measurably improve lives.

**Vision for the Social Impact Partnerships to Pay for Results Act (SIPPRA)**

- Bipartisan Budget Act of 2018 seeking $300mm to support outcomes oriented projects
- $100mm appropriated to US Treasury sets a precedent to manage & assess future efforts
- 11 federal agencies involved in an inter-agency council to review projects
- Various incentives to share & integrate data to enable learning & continuous improvement

**SIPPRA is the first step in solving the “wrong pockets” problem by enabling the federal government to pay for its fair share of “social value”**
SIPPRA NOFA Round 1
Requirements for governments seeking $66mm for Outcome Payments

Partnerships
- State/Local governments seeking to establish outcomes contracts and to lead the proposal
- Independent evaluators to validate outcomes via RCT or quasi-experimental evaluation

Programmatic
- Implementation plan to achieve 1 of 21 eligible outcomes (next page)
- Documented evidence-base for implementation and outcome delivery
- Projected federal cost savings for a period not to exceed 7 years

SIPPRA will only provide payments for federal “value” achieved by the program & validated by evaluators

Source: US Dept of the Treasury
# SIPPRA NOFA Round 1

**Proposals must achieve federal savings for one of the 21 outcomes**

## Summary of potential outcomes to anchor an outcomes contract

<table>
<thead>
<tr>
<th>Category</th>
<th>Outcomes</th>
</tr>
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</table>
| **Education**           | • Improving high school graduation, including high school equivalency and GED / credential attainment  
                         | • Improving the educational outcomes of special-needs or low-income students |
| **Health & wellness**   | • Improving birth outcomes and early childhood health and development    
                         | • Reducing the utilization of ER and other high-cost care                
                         | • Improving the health and well-being of those with mental, emotional, and behavioral health needs 
                         | • Increasing the independence and employability of individuals who are physically or mentally disabled |
| **Housing**             | • Reducing the rate of homelessness                                      |
| **Justice**             | • Reducing recidivism among juvenile offenders, individuals released from prison, or other high-risk populations |
| **Parenting & families**| • Reducing teen and unplanned pregnancies                               
                         | • Increasing the proportion of children living in two-parent families    
                         | • Reducing incidences & adverse consequences of child abuse and neglect 
                         | • Reducing the # of children or youth in to foster care or non-family homes 
                         | • Reducing the dependence of low-income families on Federal means-tested benefits |
| **Workforce development**| • Increasing employment & earnings for individuals who are unemployed > 6 consecutive months and/or aged 16-25  
                          | • Increasing employment among individuals receiving Federal disability benefits 
                          | • Improving the employment & well-being of returning United States military members 
                          | • Increasing the financial stability of low income families |
| **Other**               | • Other measurable outcomes defined by the State/local government resulting in positive social outcomes & Federal savings |

Round 1 requirements will reward “shovel-ready” efforts already implementing an outcomes orientation

### Key scoring criteria for $66mm of Outcome Payments

<table>
<thead>
<tr>
<th>SIPPRA Scoring Criteria</th>
<th>Scoring (of 100)</th>
<th>Required deliverable Partial list</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Likelihood of Achieving Outcomes</td>
<td>50 points</td>
<td>Outcomes Contract</td>
<td>An agreement for services from State/Local government with payment contingent on outcomes</td>
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<tr>
<td></td>
<td></td>
<td>Program track record</td>
<td>Service provider’s demonstrated track record of implementing an evidence-based program</td>
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<td>Quality of Evaluation</td>
<td>30 points</td>
<td>Evaluation Plan (RCT/quasi-experimental)</td>
<td>Draft written by an independent evaluator to validate outcomes &amp; cost savings</td>
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<td>Value of &amp; Savings from the Project</td>
<td>15 points</td>
<td>Outcomes Analysis</td>
<td>Completed <em>impact</em> and <em>cost analysis</em> for the specific population to be enrolled to present <em>federal savings</em></td>
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<td></td>
<td></td>
<td>Data Access Agreements</td>
<td>Signed MOUs or MOAs for integrated data sets to support outcome validation and program referrals</td>
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**Other considerations**

- Short preparation time frame (proposal are due in +2 months)
- 5-15 awards will be selected
- ½ of the funding earmarked for program’s directly benefiting individuals under the age of 18
How will you know if you’re already meeting some of the requirements?

You are a State / Local government...

... expanding (or renewing) an existing performance-based contract with a service provider
• Terms of that contract would require outcomes reporting
• Alternatively, there already is a financial incentive for achieving outcomes

... expanding (or renewing) an existing multi-party service agreement contingent on outcomes
• Current or soon-to-launch Pay for Success efforts with private funding

... equipped to validate and document the NOFA requirements
• Completed a Feasibility Study or extensively prepared in anticipation of SIPPRA

... embedded in a community where extensive integration of outcomes is occurring (potentially in silos)
• Known implementers would include agency departments, universities, or data-driven organizations
• All should be seeking to partner in program implementation, outcome prioritization, and evaluation
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Reflections from the field

SIPPRA NOFA overview

*Strategies for meeting criteria for an outcomes orientation*

Next steps & additional opportunities
The core SIPPRA requirements are indeed common challenges many community face to establish an outcomes orientation.

### SIPPRA Proposal Scoring Allocation

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### Essential elements for an outcomes orientation

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<th>Policy/Funding</th>
<th>Services</th>
<th>Data Access</th>
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<td>• Outcomes Contract ($ &amp; vision) • Partnerships</td>
<td>• Outcomes Analysis • Evidence-based track record</td>
<td>• DSAs &amp; Ongoing Learning • Evaluation</td>
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### Potential Third Sector support

- Starting the conversation today with your community and other thought-leaders
- Preparing for SIPPRA NOFA Round 1 with realistic expectations
- Brainstorming with peer communities experienced in outcomes orientation
- Applying for SIPPRA NOFA Round 2 - Feasibility Studies (similar requirements as Round 1)
SIPPRA NOFA Round 1: Short-term actions
*Dialogue & preparation can accelerate outcomes-driven conversations*

### Governments

- **Reflect** on existing data efforts to prioritize outcomes & eligible populations, and define “federal value”
- **Identify** service providers with a documented track record in delivering 1 or more 21 SIPPRA outcomes
- **Convene** other agencies, community partners, & philanthropy to refine outcome/population priorities
- **Coordinate** government departments to integrate and share data with providers (and the federal government) to enable learning and improvement over time

### Service providers

- **Re-engage** government agencies that *support* your mission & want to *fund (or expand)* your services to generate “federal value”
- **Provide** use cases on how access to administrative data can lead to improving service performance
- **Embed** impact measurement, evaluation, and QA lessons learned into public funding discussions
SIPPRA NOFA Round 2: Intermediate-term actions

*Prepare for $10mm awards for Technical Assistance (TA)*

NOFA for Feasibility Study TA will be available Fall 2019

Requirements
- Same as NOFA Round 1 Parameters (see Slide 10)
- 50% match with non-federal funds to pay for T.A.
- Sustainable funding plan after the engagement

Feasibility Study Considerations
- 3 - 9 months to complete the engagement
- Engagement cost varies
  (based on local expertise, and staff and data availability)
- Lead agencies and service provider(s), programs, population, and organizations should be known

*Third Sector can work with your community to develop the relationships & vision required for proposals*
Agenda

Reflections from the field

SIPPRA NOFA overview

Strategies for meeting criteria for an outcomes orientation

Next steps & additional opportunities
Third Sector can actively support your community through the journey of establishing an outcomes orientation

Next steps

- [Third Sector's website](https://www.thirdsectorcap.org/our-federal-work/social-impact-partnerships-to-pay-for-results-act-sippra/)

  **Social Impact Partnerships to Pay for Results Act (SIPPRA)**

  The U.S. Department of Treasury has announced the first Notice of Funding Availability (NOFA) for the Social Impact Partnerships to Pay for Results Act (SIPPRA). SIPPRA's new $100 million federal fund is available to states and local governments seeking funding for exceptional social service programs.

  In this NOFA, the U.S. Department of Treasury has outlined 50 "building blocks" efforts and concepts it wants to invest up to $50 million in state and local governments. In this initial round:

  - This Webinar: Presentation and recording will be made available
  - SIPPRA Documents:
    - To initiate discussions: Executive Summary & Checklist
    - To begin outlining & drafting: Proposal Packet
  - General:
    - To explore SIPPRA gaps: 30 minute Q&A phone calls
    - To facilitate Short Term Actions (slide 16): Email us!
What does a Feasibility Study entail for SIPPRA & beyond?

Evaluating readiness for SIPPRA is part of a broader process to enable an “outcomes orientation”

<table>
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<th>Build</th>
<th>Optimize</th>
<th>Scale</th>
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<td>Assess current capabilities &amp; align a broad coalition around a shared vision for outcomes contracting</td>
<td>Build, negotiate, &amp; launch an outcomes contract with gov’t partners and service provider(s)</td>
<td>Optimize the launched outcomes contract through performance management and continuous improvement</td>
<td>Scale the outcomes orientation to additional programs or jurisdictions to achieve even greater impact</td>
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Activities
Your staff and 2-5 Third Sector consultants jointly develop an implementation plan for the following:

**Policy**
Convene stakeholders & assess the policy landscape to identify funding aligned with priority outcomes

**Funding**
Determine contracting options and design an economic model to test scenarios for an outcomes contract

**Services**
Evaluate outcome achievement track record, population needs, and suitable service provider(s)

**Data**
Select performance metrics & create an evaluation plan to better inform services & policy-making
Thank you for joining us on this webinar

If you have any additional questions or seek to brainstorm potential ideas, feel free to contact us.

Contact Information

Caroline Whistler, CEO & Co-Founder
cwhistler@thirdsectorcap.org

Oscar Benitez, Manager
obenitez@thirdsectorcap.org
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