Using Evidence In Contracting

“This content was developed in consultation with the Pew Charitable Trusts’ Results First initiative.”
Focus on compliance rather than performance

Limited collaboration and capacity building

Lack of collection and use of meaningful data to improve outcomes

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Opportunities to use Research Evidence to Improve Outcomes

• Growing body of research on program effectiveness
• Advances in technology
• Emerging best practices

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Steps to Incorporate Evidence Into Contracting

1. Use data to inform contract planning
2. Engage stakeholders to build capacity for delivering EBPs
3. Specify evidence requirements in RFPs

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Use Data in Contract Planning and Development

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Contract planning & development
- Needs assessment
- Program inventory
- Clearinghouses & BCA
- Stakeholder input

Writing – Define evidence criteria
- Levels of evidence
- Info. on goals & objectives
- Identifying & selecting EBPs
- Trainings on a competitive proposal

Writing – Monitoring & evaluation
- Innovative, locally-developed, adapted programs
- Implementation & outcome reporting requirements
- Trainings/resources on delivering EBPs

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Iowa’s Department of Corrections used a program inventory to consolidate and increase evidence-based programming implemented with fidelity.
Engage Stakeholders to Build Capacity

• Educate providers on EBPs
• Solicit provider input on RFP development
• Provide training on creating a competitive proposal
• Provide technical assistance on identifying and selecting EBPs
• Identify training needs for delivering EBPs

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Specify Evidence Requirements in RFPs

• Provide key information on requested evidence-based services
• Define evidence criteria and specify requirements
• Clarify how programs will be assessed
• Specify implementation and outcome
  • reporting requirements

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## Specify Evidence Requirements in RFPs

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<table>
<thead>
<tr>
<th>Funding Requirements</th>
<th>Flexible</th>
<th>Prescriptive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Give priority to EBPs in scoring proposals</td>
<td>Require some level of evidence</td>
<td>Require EBPs</td>
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<tr>
<th>Program Selection</th>
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<tbody>
<tr>
<td>Providers choose any program that meets evidence requirements</td>
<td>Providers choose among pre-selected menu of programs</td>
<td>Providers must operate a specific model</td>
</tr>
</tbody>
</table>
• How to Use Evidence in the Contracting Process

• EBP contracting examples

• Using the Results First Clearinghouse Database Helps Users Access Information on Program Effectiveness

• Where to Search for Evidence of Effective Programs

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Small Group Activity: Implementing Evidence

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