

Using Evidence In Contracting

“This content was developed in consultation with the Pew Charitable Trusts’ Results First initiative.”



Challenges to Traditional Contracting Practices



Focus on
compliance rather
than performance



Limited
collaboration
and capacity
building



Lack of collection and
use of meaningful
data to improve
outcomes



Opportunities to use Research Evidence to Improve Outcomes

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



Steps to Incorporate Evidence Into Contracting

Use data to
inform contract
planning

Engage
stakeholders to
build capacity for
delivering EBPs

Specify evidence
requirements in
RFPs



Use Data in Contract Planning and Development

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

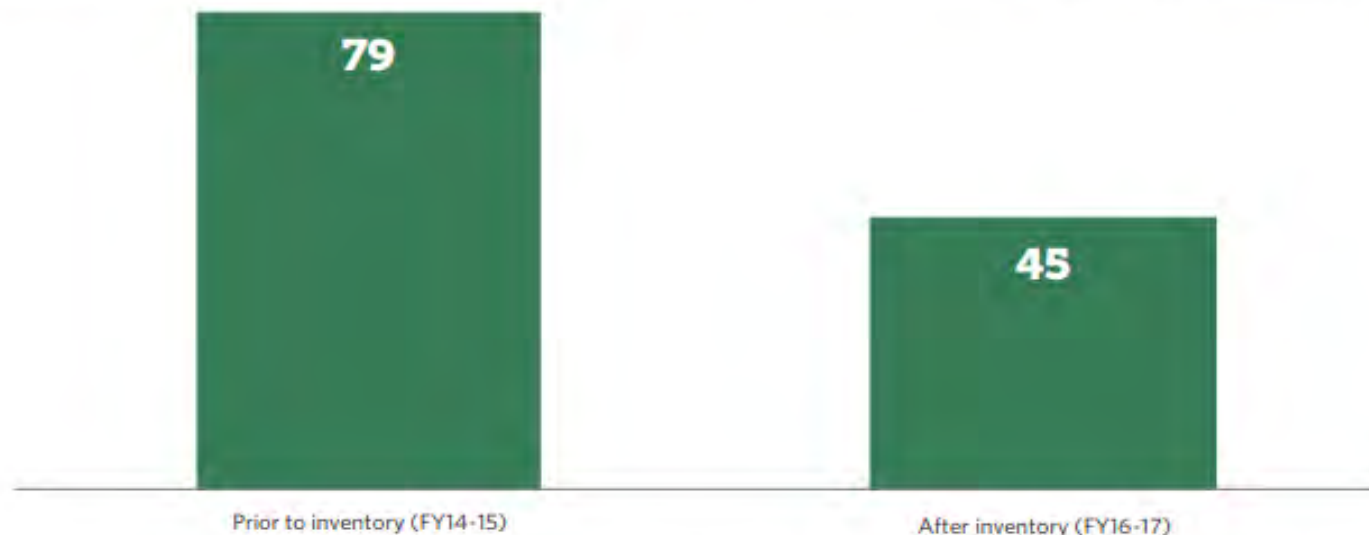


Example: Using Data in Contracting

Figure 2

Decrease the Total Number of Unique Programs in Operation

Iowa consolidates correctional programming to focus on better implementation



Note: The department eliminated 42 programs but then added eight, bringing to 45 the number of programs left operating.

Source: Iowa Department of Corrections

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Iowa's Department of Corrections used a program inventory to consolidate and increase evidence-based programming implemented with fidelity.

Source: The Pew Charitable Trusts



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



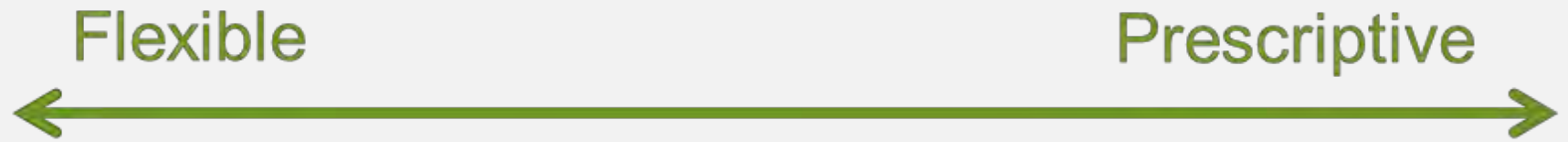
Specify Evidence Requirements in RFPs

- 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





Specify Evidence Requirements in RFPs



Funding Requirements	Give priority to EBPs in scoring proposals	Require some level of evidence	Require EBPs
Program Selection	Providers choose any program that meets evidence requirements	Providers choose among pre-selected menu of programs	Providers must operate a specific model

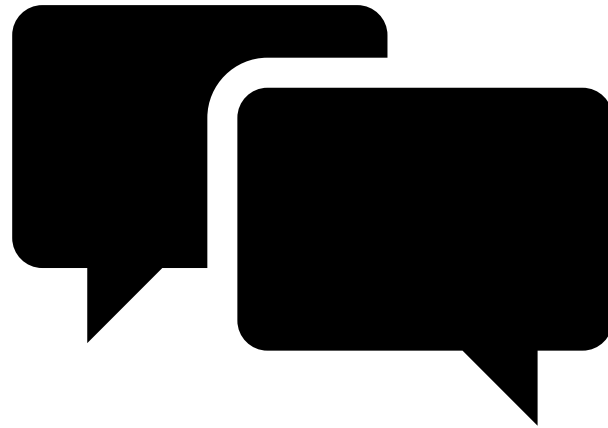


Resources

- [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](#)



Discussion



Small Group Activity: Implementing Evidence