

## FREQUENTLY ASKED QUESTIONS

### What is ResultsOHIO?

ResultsOHIO is an infrastructure established by Ohio Treasurer Robert Sprague that enables policymakers and innovators to pursue pay for success (PFS) projects aimed at tackling certain social and public health challenges facing Ohio. ResultsOHIO may be used for new and innovative pilot projects or to test the scalability of existing interventions. The program's customized and modern approach to PFS project development and contracting streamlines and simplifies the traditional PFS process so that Ohioans can realize the core-benefits of PFS with greater ease.

### What is Pay for Success?

Pay for success (PFS) is an innovative project delivery method that prioritizes results and protects taxpayer dollars. All PFS projects have two funding sources – private funds that cover the costs of service delivery through the duration of the project, and government funds that are set aside at the project's outset and used to reimburse the private funder if an independent evaluator determines that the desired outcomes have been met per the terms of the contract.

### What types of projects are suitable for ResultsOHIO?

Not all projects are suitable for the ResultsOHIO model of PFS project development and contracting; some projects may be more suitable for traditional procurement, another method of project delivery, or are not fully developed enough to move forward through ResultsOHIO's streamlined process.

The ResultsOHIO model works best when a full project team has already been established, complete with strong leadership and partners who are committed to PFS. This includes a project sponsor; a private funder, such as a community, family, or corporate non-profit foundation; and a service provider with demonstrated experience delivering the identified services.

Ideally, costs for projects under the ResultsOHIO model range between \$1-2 million – meaning the private funder has committed to spend \$1-2 million and policymakers would appropriate \$1-2 million for potential reimbursement expenses should pre-determined outcomes be achieved.

Most importantly, accessible and reliable data is critical to all PFS projects, including those launched under the ResultsOHIO model; data that can be measured within 1-2 years is ideal to achieve contracting alignment with most government budgeting cycles.

### What is a Project Abstract and why is submitting one through the ResultsOHIO process important?

Completing a Project Abstract is a significant step in the ResultsOHIO process. The Project Abstract is intended to provide the Treasurer's office with the necessary information to adequately assess the project's suitability and readiness for the ResultsOHIO model of PFS project development and contracting. The summary at the start of each section explains why the requested information is important and how it impacts the ability to develop a PFS project and contract under the ResultsOHIO model. As policymakers look to the Treasurer's office to understand if a project is ready for government funding, the information gathered from the Project Abstract will ensure we can respond with confidence.

[Click here to view a sample Project Abstract](#) and email [ResultsOHIO@tos.ohio.gov](mailto:ResultsOHIO@tos.ohio.gov) for more information.

## **Is submitting a Project Abstract similar to a grant application where ResultsOHIO or the Treasurer's office will choose to fund my project?**

No. Neither the Treasurer's office nor ResultsOHIO are the original source of funding for PFS projects. Rather, project sponsors must secure government funding, which would be set aside for outcomes-payments, through the state or local budget process. Government funds must be appropriated to the ResultsOHIO fund prior to contract execution. As policymakers evaluate budget requests, a seal of approval that a project can be successfully launched under the ResultsOHIO model provides an additional advocacy tool for project sponsors who appreciate the value of PFS and are ready to stand behind the impact of their project.

## **What are Outcomes Metrics?**

Outcomes metrics are targets that will be evaluated by the Independent Evaluator and must be achieved in order for government funds to be disbursed from the ResultsOHIO fund per the terms of the PFS contract. Outcomes metrics can be measured at regular intervals (e.g. monthly, quarterly, annually, etc.) throughout the life of the project or once at the conclusion of the project.

## **What costs should be included in a total project cost?**

Total project costs provided in the Project Abstract should include all costs necessary for services to be provided over the project's duration. Ultimately, the total government appropriation may include additional costs for the independent evaluator or other necessary costs, which will be determined through the ResultsOHIO assessment process.

## **Who is the Independent Evaluator?**

Under the ResultsOHIO model, the Independent Evaluator is an Ohio-based public institution of higher education that has demonstrated experience in evaluation services. The Ohio Treasurer's office is responsible for securing the Independent Evaluator and separately contracting for their services. The Independent Evaluator plays a key role during the project development and contracting phase in assessing the viability of the proposed data, finalizing the outcomes metrics, and structuring an evaluation methodology that best fits with the project. The Independent Evaluator will ultimately utilize the data generated to measure the outcomes metrics and determine the project's success.

## **Are there any examples of ResultsOHIO projects?**

Yes. In partnership with the Foundation for Appalachian Ohio, Vision to Learn, and the Ohio Optometric Foundation, ResultsOHIO is helping to expand access to vision care and services for school children across 32 Appalachian counties throughout Ohio.

The University of Cincinnati Evaluation Services Center is serving as the project's independent evaluator and has been tasked with measuring performance outcomes to determine whether or not desired results have been achieved.

Additional information is available [here](#).