

Outcomes Based Contracts

What Worked in District Pilots



Speakers



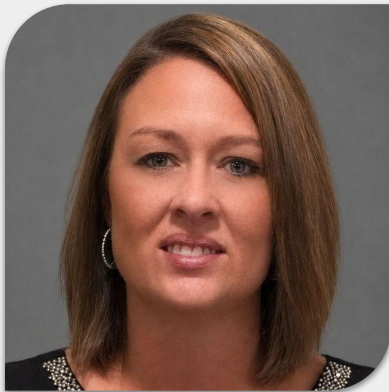
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Session Objectives



- Understand the basic tenets of Outcomes Based Contracting (OBC)
- Review the Arkansas Landscape with regards to OBC
- Analyze student assessment data resulting from OBC Contracts
- Hear from participating districts
- Participate in a Q & A

What is Outcomes Based Contracting (OBC)?

A Lever for Improving Student Outcomes



What is Outcomes Based Contracting?



Clear Outcomes & Responsibilities

Districts and providers agree upfront on specific student goals and define who's responsible for what, creating true partnership.

Cost Effectiveness Model

Districts pay full contract value when students show meaningful progress, providing clear understanding of investment value.

Payment Tied to Results

At least 40 percent of the overall contract value is contingent on meeting agreed-upon outcomes, ensuring focus on student success.

Innovation Incentives

Districts determine what they'll pay for success, incentivizing providers to find the best ways to help students learn.

OBC empowers partnerships to **contract for clear student outcomes and compels mutual accountability** for achieving them.

From Transactions to True Partnerships



Traditional Partnerships

Payment begins when services start and continues as additional services are delivered.



Roles and responsibilities may evolve after the work begins



Stakeholders frequently work independently to address implementation challenges and support student learning.



Outcomes Based Partnerships

Base payment of the contract is paid when services are executed, and the remainder of the contract is paid when student meet outcomes

Expectations and mutual accountability are defined early, strengthening implementation for districts and providers.

Stakeholders review data together through continuous learning practices and identify opportunities for improvement.

The Fundamental Shift



TRADITIONAL CONTRACTING

“Did you deliver what you
promised?”

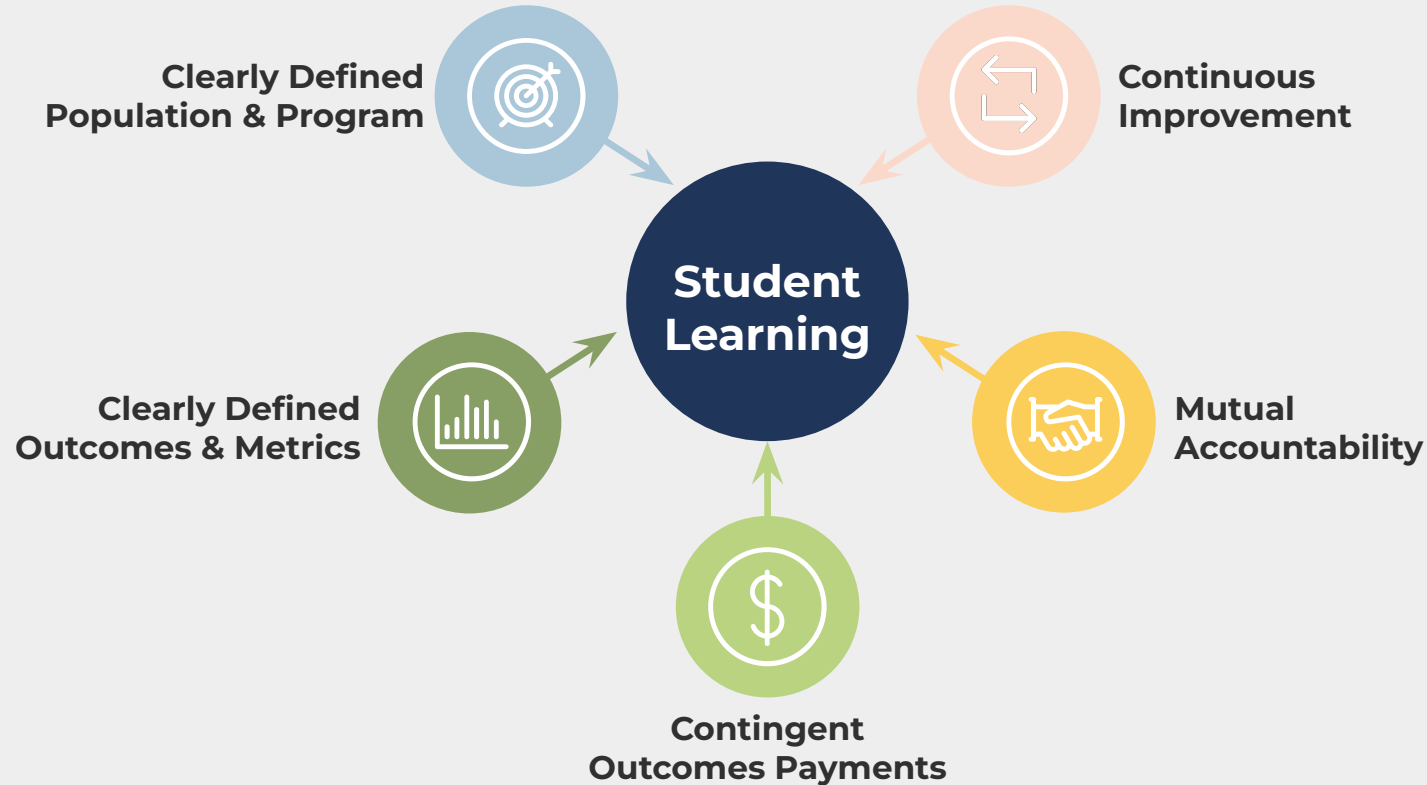


OUTCOMES BASED CONTRACTING

“Did students achieve the
results we all committed
to?”

**The difference between paying for services and investing
in success.**

Domains for a Successful OBC



The Standards of Excellence for Outcomes Based Contracting™ define five interconnected domains that ensure every OBC is clear, high-quality, and results-driven. Together, they create a unified framework for designing contracts that drive measurable improvements in student learning.

Why This Matters



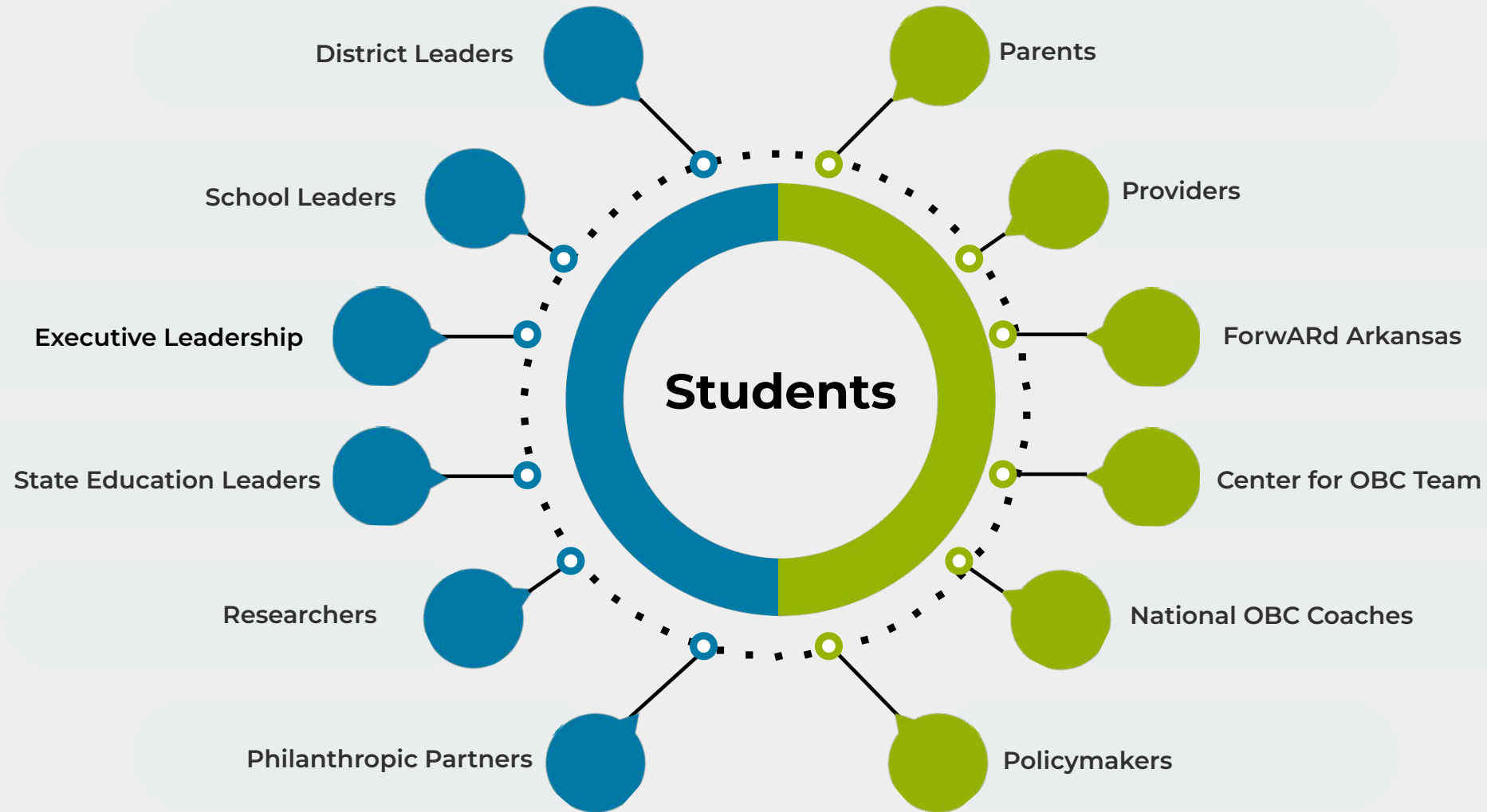
When we contract based on outcomes, we align every dollar, every intervention, every partnership around the questions that matter most:

Are students achieving at higher levels?

Are we generating a return on our investment?

Do our spending patterns align with our stated priorities?

The Ecosystem



Forward Arkansas

Getting Started with OBC Pilots



Why OBC for Arkansas?



Enabling Policy and Funding

Through the LEARNS Act's focus on reading and math growth, Arkansas provides grant funding for public schools to implement High Impact Tutoring (HIT)

Research-Backed Intervention

HIT delivers strong learning gains when sessions happen at least 3x per week with the same qualified tutor, one on one or in small groups.

Making Sure the Promise Becomes Practice

Pairing HIT with OBC *strengthens consistent implementation through mutual accountability and collaborative partnership*, while keeping the focus on student learning.



The Nation's First State-Based OBC Cohort



HIT for SY 2025-2026

Arkadelphia Public Schools

eStem Public Charter Schools

Hamburg School District

Little Rock School District

Texarkana Arkansas School District

27 implementing schools

8 Outcomes-Based Contracts

7 providers (in-person & virtual)

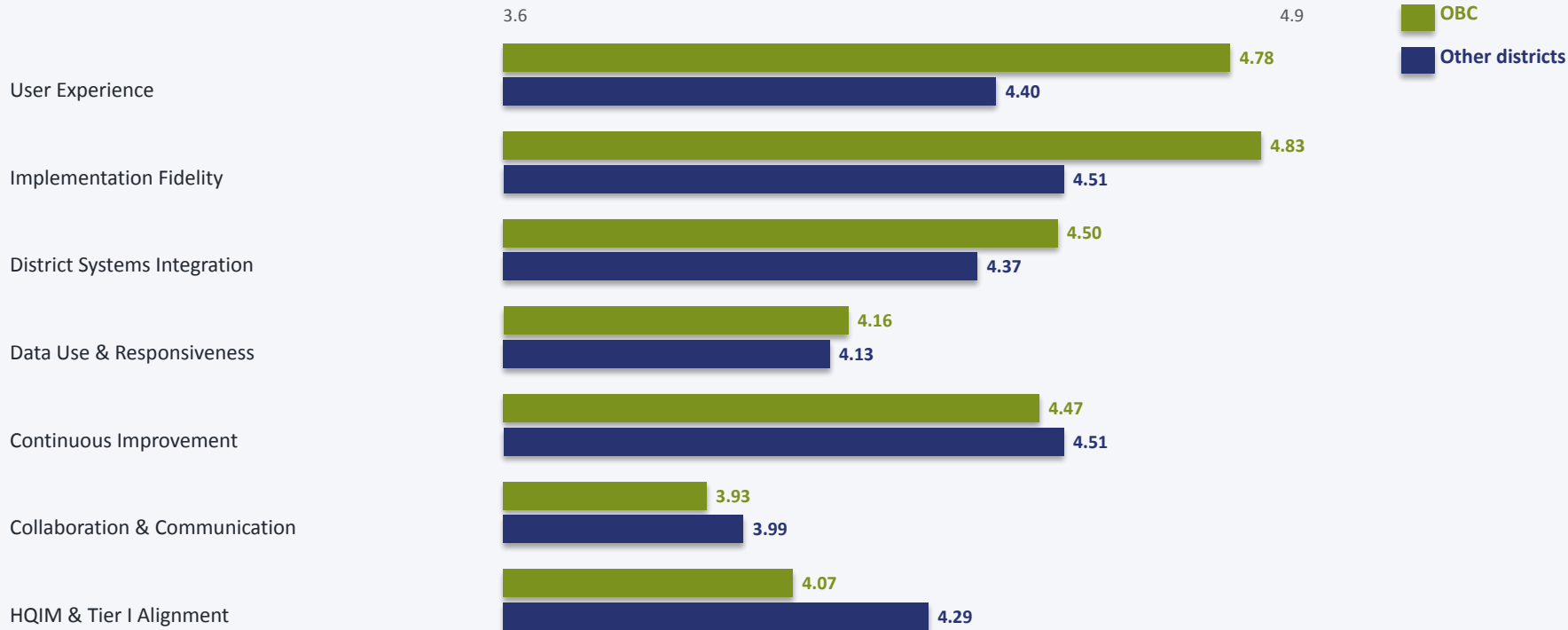
Over \$3.5 million contingent on student outcomes (X%)

Outcomes met



Where Outcomes-Based Contracting is pulling ahead

Domain scores (1–5): **OBC districts** vs **all other districts**. OBC = Texarkana, Arkadelphia, eStem, Little Rock, Hamburg.

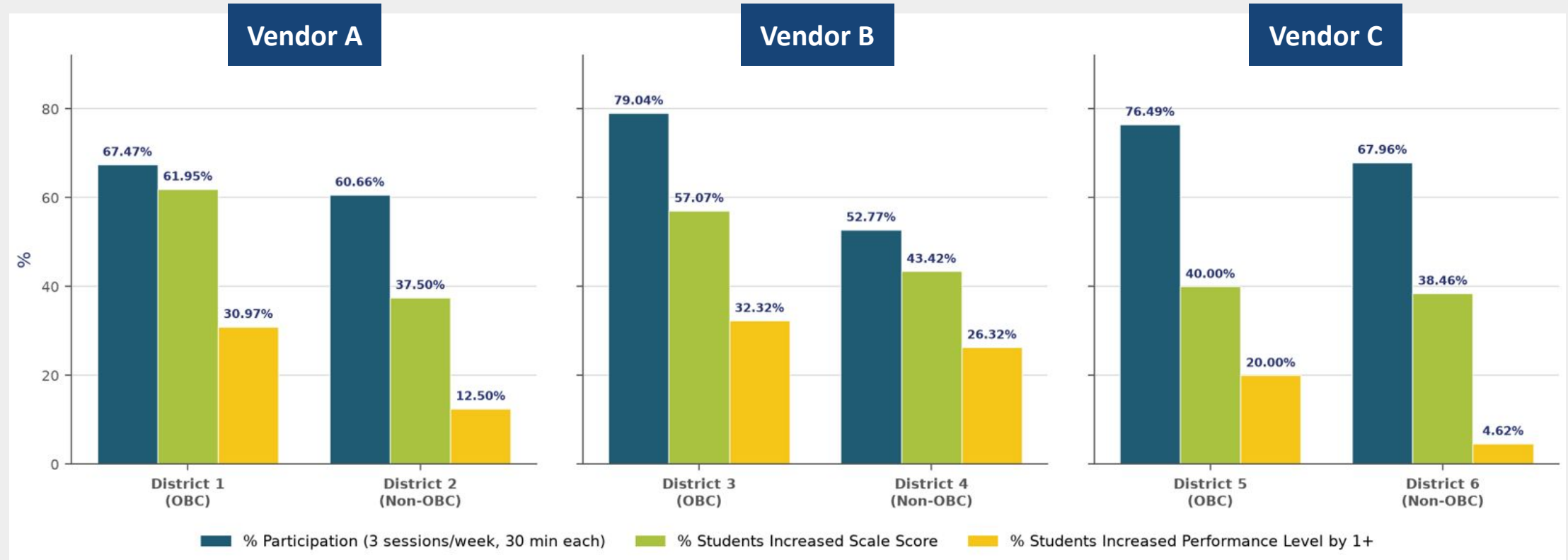


Where OBC leads: User Experience (+0.38) and Implementation Fidelity (+0.32) — students' day-to-day experience and dosage/group-size fidelity are strongest under outcomes-based deals.

Where it isn't (yet): Alignment (−0.22) and tutor–teacher communication are no better under OBC — accountability rewards results, but the classroom data loop still has to be built by hand.

OBC vs. Non-OBC at the Vendor/District Level

How do Outcome Based Contracts compare across districts?



Three providers served Arkansas both in the OBC cohort and outside of it. See how they compare both in implementation and in growth. (Descriptive, not causal.)

Panel Discussion



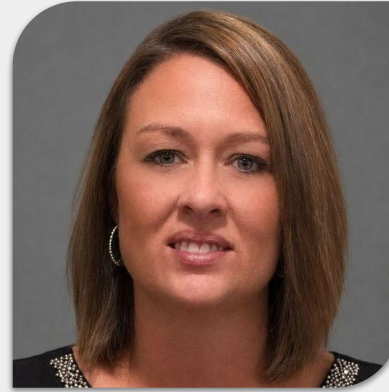
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Expanding OBC Across Arkansas



Scaling the work through differentiated pathways for districts

District Contract Accelerator Cohort

Academic Interventions for SY 2026-2027

Cabot Public Schools

Farmington Public Schools

Mayflower Public Schools

Pine Bluff School District

Warren School District



Q & A



EIR High Impact Tutoring Grant - AIR READING



\$15,000,000 Awarded to Arkansas for Early Intervention in Reading

Districts Receive

- Foundational Reading Tutoring Services
- Districts will not carry financial burden or have to manage a grant
- Priority for High-Impact Tutoring Grant funds
- Technology needs for students receiving HIT services
- Ongoing Technical Assistance for implementation support
- IT Infrastructure Support
- Technical assistance in utilizing E-Rate funds
- Stipends for support staff



***Participation does not exclude districts from
applying for additional HIT funding for grades 3–12***

[AIR Reading HIT Grant Interest Survey – Fill out form](#)



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High-Impact Tutoring sessions at a glance

Five tutoring-track sessions across two days. All times **Central (CDT)**.

WEDNESDAY · July 15

2:20 PM

From Grant to Growth: What High-Impact Tutoring Looks Like in Practice

3:40 PM

Outcomes-Based Tutoring Contracts: What Worked in District Pilots

THURSDAY · July 16

10:20 AM

Buying Outcomes, Not Services: High-Impact Tutoring Contracts That Deliver Results, **ROOM 105**

11:40 AM

Aligning Tutoring With Tier I: Making Instructional Coherence Real, **ROOM 103**

1:00 PM

Using Data Without Drowning in It: Monitoring HIT for Continuous Improvement, **EXHIBIT HALL B**