OBC Rate Card Calculator



This Rate Card Calculator provides a dynamic pricing tool to develop your own pricing model. This tool allows you to quickly enter different pricing scenarios and student achievement scenarios to determine the prices and overall budget for your project. The Rate Card Calculator is part of a toolkit to help K-12 district leaders learn about and execute outcomes based contracts. All toolkit resources are available at the OBC Resource webpage.

2022 Southern Education Foundation, Inc., Atlanta, Georgia. All rights reserved. Printed in the United States of America. Portions of this work may be reproduced without permission, provided that acknowledgement is fully given to the Southern Education Foundation. Limited permission is also granted for larger portions to be reproduced by nonprofit and public agencies and institutions only, solely for non-commercial purposes so long as full acknowledgement to the Southern Education Foundation as the source is prominently given. Reproduction or storage in any electronic form for any commercial purpose is prohibited without the express written permission of the Southern Education Foundation.

Third Sector Capital Partners, Inc. ("Third Sector") is a nonprofit consulting firm. The information contained herein reflects Third Sector's current understanding of Project characteristics. This understanding is based solely upon the information provided to Third Sector by project parties and additional information that is in the public domain. Third Sector makes no representation or warranty as to the accuracy or completeness of the information contained herein.

OBC
The Center for Outcomes Based Contracting
at the Southern Education Foundation

Instructions: Below is a sample rate card calculator. You can manipulate the cost assumptions, outcomes weights, and expected outcomes achievement to see how the price per outcome within the rate card and the total price of the rate card changes when you manipulate different variables. **Blue text** indicates numbers you can try adjusting, and black text indicates calculations (key to the right of these instructions). Ultimately, pricing outcomes is an art, not a science. This tool is intended to help you model how different goals and achievement levels lead to different rates of payment. It is not intended to identify the "answer" to how your should price outcomes.

Rate Card Calculator

Calculate the number of students to be served by dividing the contracting budget by the price the district is willing to pay per student

Cost & Population Assumptions

Target Population	*Insert Target Population Description*
Total District Budget for Contract	$ -
Non-OBC Price Per Student	$ -
OBC Average Price Per Student	$ -
Number of Students to be Served	0

Key	
Blue Text	Input cell
Black Text	Calculation

**Given that providers are taking on more risk, you can build-in "upside" into the rate card by increasing the potential price per student*

SEF Requires Districts' Base Payment to be 60% or less. Changing the weights will impact the outcome caps and rate card prices. Outcomes weights are a value statement. Assign higher weights to the outcomes which are both most influenced by the tutoring intervention and matter most for the District in terms of willingness-to-pay.

Outcomes & Weights Assumptions

Outcome	Metric	Weight of Budget	Outcome Cap
Otcome 1	Metric 1	0%	$ -
Outcome 2	Metric 2	0%	$ -
Outcome 3	Metric 3	0%	$ -
Outcome 4	Metric 4	0%	$ -
Base Payment	Paid on Services Delivered	0%	$ -
Total		**0%**	**-**

The price per outcome achieved for each metric is dependent on the expected percentage of students to achieve each outcome: Price Per Outcome = Outcome Cap / Estimated # of Student Achievement

Baseline, Estimated Achievement Rates, & Price Per Outcome

Outcome	Metric	Baseline % of students achieving outcomes	Estimated % of students achieving outcomes	Estimated # of students achieving outcomes	Price Per Outcome
Otcome 1	Metric 1	0%	0%	-	$ -
Outcome 2	Metric 2	0%	0%	-	$ -
Outcome 3	Metric 3	0%	0%	-	$ -
Outcome 4	Metric 4	0%	0%	-	$ -
Base Payment	Paid on Services Delivered	100%	100%	-	$ -
					$ -

**The Estimated % of students to achieve the base payment should by kept at 100%*

Outcomes Rate Card to Publish in your RFP and Contract

Outcome	Metric	Price Per Outcome	Outcome Payment Cap
Otcome 1	Metric 1	$0	$0
Outcome 2	Metric 2	$0	$0
Outcome 3	Metric 3	$0	$0
Outcome 4	Metric 4	$0	$0
Outcome 5	Metric 5	$0	$0
Base Payment			
Base Payment	Paid on Services Delivered	$0	$0
Total:		**$0**	**$0**

OBC
The Center for Outcomes Based Contracting at the Southern Education Foundation

Instructions: Below is a sample rate card calculator. You can manipulate the cost assumptions, outcomes weights, and expected outcomes achievement to see how the price per outcome within the rate card and the total price of the rate card changes when you manipulate different variables. **Blue text** indicates numbers you can try adjusting, and black text indicates calculations (key to the right of these instructions). Ultimately, pricing outcomes is an art, not a science. This tool is intended to help you model how different goals and achievement levels lead to different rates of payment. It is not intended to identify the "answer" to how your should price outcomes.

Rate Card Calculator

Calculate the number of students to be served by dividing the contracting budget by the price the district is willing to pay per student

Cost & Population Assumptions

Target Population	*Insert Target Population Description*
Non-OBC Price Per Student	
OBC Average Price Per Student	
Approximate Number of Students to be Served	
Total District Budget for Contract	$ -

**Given that providers are taking on more risk, you can build-in "upside" into the rate card by increasing the potential price per student*

Key	
Blue Text	Input cell
Black Text	Calculation

SEF Requires Districts' Base Payment to be 60% or less. Changing the weights will impact the outcome caps and rate card prices. Outcomes weights are a value statement. Assign higher weights to the outcomes which are both most influenced by the tutoring intervention and matter most for the District in terms of willingness-to-pay.

Outcomes & Weights Assumptions

Outcome	Metric	Weight of Budget	Outcome Cap
Outcome 1	Metric 1	0%	$ -
Outcome 2	Metric 2	0%	$ -
Outcome 3	Metric 3	0%	$ -
Outcome 4	Metric 4	0%	$ -
Outcome 5	Metric 5	0%	$ -
Base Payment	Paid on Services Delivered	100%	$ -
Total		**100%**	**-**

The price per outcome achieved for each metric is dependent on the expected percentage of students to achieve each outcome: Price Per Outcome = Outcome Cap / Estimated # of Student Achievement

Baseline, Estimated Achievement Rates, & Price Per Outcome

Outcome	Metric	Baseline % of students achieving outcomes	Estimated % of students achieving outcomes	Estimated # of students achieving outcomes	Price Per Outcome
Outcome 1	Metric 1	0%	0%	-	$ -
Outcome 2	Metric 2	0%	0%	-	$ -
Outcome 3	Metric 3	0%	0%	-	$ -
Outcome 4	Metric 4	0%	0%	-	$ -
Outcome 5	Metric 5	0%	0%	-	$ -
Base Payment	Paid on Services Delivered	100%	100%		$ -
					$ -

**The Estimated % of students to achieve the base payment should by kept at 100%*

Outcomes Rate Card to Publish in your RFP and Contract

Outcome	Metric	Price Per Outcome	Outcome Payment Cap
Outcome 1	Metric 1	$0	$0
Outcome 2	Metric 2	$0	$0
Outcome 3	Metric 3	$0	$0
Outcome 4	Metric 4	$0	$0
Outcome 5	Metric 5	$0	$0
		Base Payment	
Base Payment	Paid on Services Delivered	$0	$0
	Total:	**$0**	**$0**