Resources to Fund Public Health and Community Services in the New Paradigm

National Governors Association
States Roles in Transforming Health Systems
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South Carolina Pay-for-Success

- Existing Efforts to Improve Birth Outcomes
  - Multi-year success leveraging broad stakeholder group
  - Build on success of existing philanthropic-funded efforts

- Collaborative Approach
  - Stakeholders
  - Office of the Governor
  - Department of Health & Human Services

- Support & Acceleration
  - Culture for innovation
  - Harvard Kennedy School SIB Lab Technical Assistance
South Carolina Pay-for-Success

• Visitation Programs for At-risk Pregnant Women
  • Improve birth outcomes, maternal health and newborn health
  • Impact childhood health and school readiness

• Key Components
  • Assessment and targeting of most at-risk Medicaid women
  • Visitation program as Medicaid managed care benefit
  • Evaluation criteria

• Investor Potential & Concerns
  • Broad interest in program
  • Simplicity in model, measurements and evaluation
Project Challenges

• **Building the Strategy for Investment**
  - Investors focus on straightforward and clear projects

• **Data, Analytics and Measurement/Evaluation**
  - Establishing baseline data and measurements
  - Determining evaluation methodologies

• **Medicaid and Federal Partners (CMS)**
  - Understanding how pay-for-success fits
  - Shared state and federal benefits

• **Investing, Funding and Procurement**
  - Understanding of state financial and procurement impacts
Considerations & Reflections

• Considerations
  • Learning from early pay-for-success efforts (state collaboration)
  • Shifting the mindset
    • Clear and easy to articulate program goals and approach
    • Measurement-driven program design
  • Working through regulatory, procurement, policy issues

• Reflections
  • Why pay-for-success?
  • When is pay-for-success an effective tool?
  • How do you get a pay-for-success project started?