

## Achieve Better Results For Your State

The most innovative governors across the country have learned the secret power of using data and evidence to inform their decision-making. These governors have shown that implementing evidence-based practices, such as those highlighted by *Results for America's 2018 Invest in What Works State Standard of Excellence*, gets better results for their residents. From cost-benefit analysis and data sharing to the use of evidence in grantmaking, these governors have made progress on their most important goals, including improving the health and safety of their residents, saving money, boosting transparency, increasing efficiency, and enhancing revenue collection.



through *hundreds of individual projects* at dozens of state agencies that *reduced processing time* by an average of 67%.

In all these areas and more, the *2018 Invest in What Works State Standard of Excellence* provides a roadmap for how governors across the country can implement these best practices. In total, the standard contains 88 best practice examples for how state governments can consistently and effectively use data and evidence in budget, policy, and management decisions to achieve better outcomes for their residents.

### Engage in Evidence

Results for America is holding briefings with governors and their staff on strategies for using data and evidence to improve results. To request a free briefing please contact [info@results4america.org](mailto:info@results4america.org); more information on the *2018 Invest in What Works State Standard of Excellence* and ways to achieve better results are also available by visiting [2018state.results4america.org](http://2018state.results4america.org).

As highlighted in the 2018 State Standard of Excellence released at a July 2018 event co-hosted by the National Governors Association, the Washington Department of Social and Health Services *created an integrated database* to track outcomes for its clients, and saved \$10 million by better coordinating care for high-risk Medicaid patients. Rhode Island's Department of Children, Youth, and Families *moved to a results-driven procurement process*, which helped reduce the number of children in group care by nearly 20 percent. Tennessee increased transparency by sharing strategic goals, statewide performance dashboards, and fiscal data via the *Transparent TN website*. Ohio improved government efficiency

### Purpose of the 2018 Invest in What Works State Standard of Excellence

#### CREATE A NATIONAL STANDARD

which defines the infrastructure state governments need in order to be able to use data, evidence, and evaluation to invest in what works.

#### SHOWCASE EXAMPLES

of results-driven and evidence-based practices, policies, programs, and systems currently in effect within state governments.

#### PROVIDE A ROAD MAP

for state government leaders committed to increasing investments in what works.

## What Works Toolkit

State governments can also improve the outcomes and cost effectiveness of their contracting by using the *What Works Toolkit: A State and Local Government Policymaker's Guide to Improving Human Services Contracting and Outcomes*. The Toolkit include five detailed recommendations to enable state and local government agencies to shift from compliance-focused to outcomes-focused contracting as a way to improve the results of their human services programs. The Toolkit also provides links to specific tools, templates, and examples from the Harvard Kennedy School Government Performance Lab, Pew-MacArthur Results First Initiative, Actionable Intelligence for Social Policy, and jurisdictions that have successfully improved their results by using these strategies.

### Learn More

Results for America is conducting free trainings with interested governments to help them implement these strategies and improve their human services results, for more information contact [info@results4america.org](mailto:info@results4america.org). To download the free What Works Toolkit, visit [results4america.org/what-works-toolkit/](https://results4america.org/what-works-toolkit/)

## State Moneyball for Government All-Stars

Since 2013, the *Moneyball for Government Campaign* has honored a group of more 220 bipartisan local, state, and federal leaders – including *a growing number of Democratic and Republican governors*. These leaders from across the political spectrum and across the country believe that government should

help improve outcomes for young people, their families, and communities by:

- Building evidence about the practices, policies and programs that will achieve the most effective and efficient results so that policymakers can make better decisions
- Investing limited taxpayer dollars in practices, policies and programs that use data, evidence and evaluation to demonstrate they work
- Directing funds away from practices, policies, and programs that consistently fail to achieve measurable outcomes

### Become a Moneyball for Government All-Star

Share your commitment to improving outcomes in government by becoming a Moneyball for Government All-Star at [results4america.org/moneyball-government-stars/](https://results4america.org/moneyball-government-stars/) or by contacting [info@results4america.org](mailto:info@results4america.org)

## State Policy Development and Implementation

Results for America's *State Education Fellows* program is supporting 20 state education agency officials from ten leading states (CT, DE, KY, MA, NV, NM, OH, OK, RI, TN) implement the new evidence provisions in ESSA to improve education outcomes for all their students. By assisting these innovative leaders who oversee states' key education programs and evaluation efforts, Results for America is helping states achieve better results for their students. If you are interested in learning more about what RFA's State Education Fellows or accessing tools and resources they've developed, please contact [sara@results4america.org](mailto:sara@results4america.org).

## ABOUT RESULTS FOR AMERICA

**Results for America** is helping policymakers harness the power of evidence and data to make progress on the world's greatest challenges. Our mission is to make investing in what works the "new normal." When policymakers make decisions, they must start by seeking the best evidence and data available, then use what they find to get better results. Results for America is funded by philanthropy and provides free assistance to governments to accelerate the use of evidence and data through:

- **Standards of Excellence:** Creating "north stars" that highlight the government capacity needed to invest in what works
- **Implementation:** Supporting policymakers committed to investing in what works through tools, resources and technical assistance
- **Mobilization:** Mobilizing champions committed to investing in what works

