

WE



هيئة المساهمات المجتمعية - معاً  
Authority of Social Contribution - Ma'an

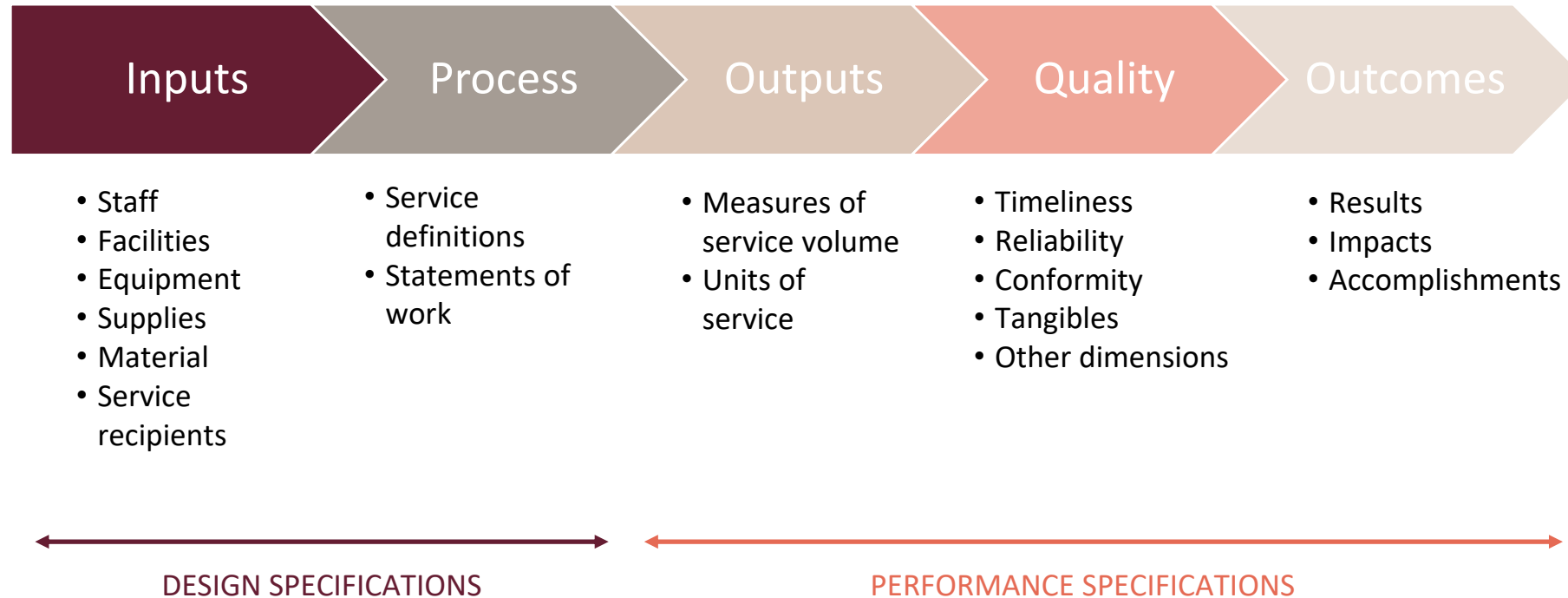
IMPACT

WHY BECOME A SOCIAL INVESTOR?

# What is Social Contracting?



Contracts that link payments to **outcomes**





## Professional Training Courses for Long Term Unemployed

### CONTRACTING FOR INPUTS

- Focus on cost
- Service specification
- Contracting for capacity

VS

### CONTRACTING FOR OUTCOMES

- Focus on results
- Freedom to test, learn, and adapt
- Definition of enrolment criteria
- Definition of what success is



Contracting for **capacity**:

- Dhs1M for 50 places

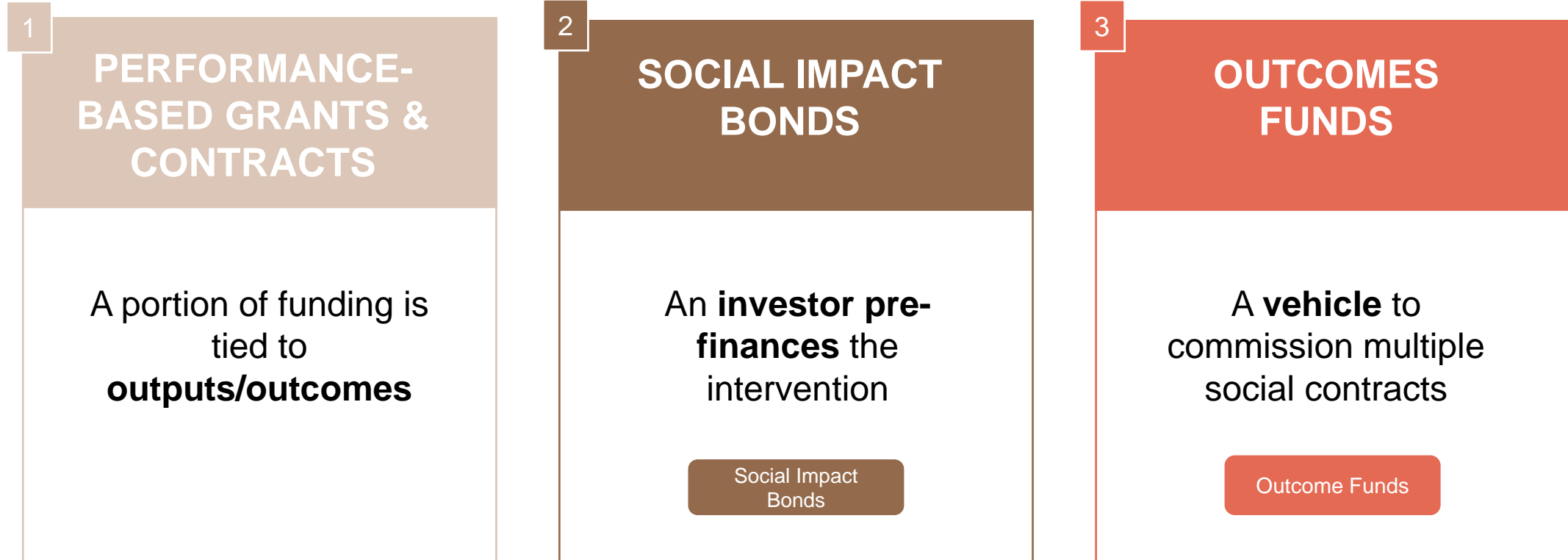
No outcomes measured  
No guaranteed impact



Contracting for **outcomes** per space:

- Dhs25k for entry to job
- Dhs10k for sustained job
- Dhs10k top-up for

Total 2.250M if **OUTCOMES ARE ACHIEVED.**



*New concepts introduced in the last 10 years*

# Why Governments Encourage Social Contracting?



Efficiency

*'Funding what works: are we reaching the results?'*

Savings

*'How to stop the increase in spending (e.g. incarceration costs)'*

Innovation

*'How to stimulate and test new ideas that work for a better impact?'*

Prevention

*'How to prevent costs by acting early?'*

# What are the added value for the Investors?

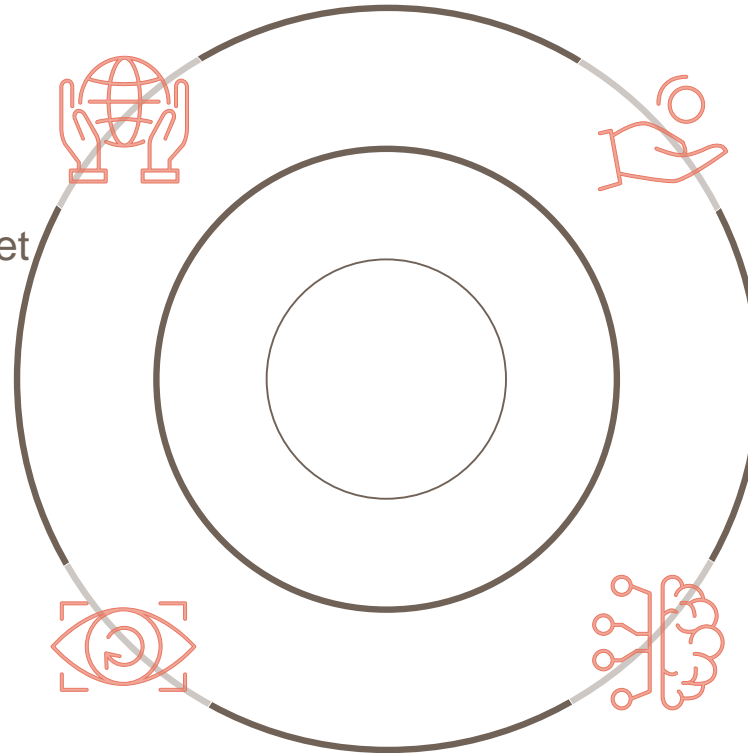


## Impact

- Improves social impact through pay for outcomes model
- Improves quality of life
- Increases innovation in the market by encouraging creative and impactful solutions

## Accountability

- More accountability based on payment for outcomes
- Improves quality of life



## Return

Financial returns while making a positive impact in the society

## High Engagement

- High involvement and participation in the government structure
- Access to government resources

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THANK YOU