

# WELCOME TO THE SERVICE DESIGN & DELIVERY REQUEST FOR PROPOSAL WEBINAR

*Please take a few minutes to get to know the online tool we'll be using today*

Participants will be muted during the presentation, but can ask questions via the Q&A functionality; we will do our best to answer questions after each section.

1

Don't worry if you miss a portion—the Webinar will be recorded and shared with participants.

2

If we can't get to all of your questions, we will capture them and update supporting materials and FAQs as needed.

3

If you require assistance, please ask for help via the Q&A.

4

Yes, grab your tea! The session will begin at 5 minutes after the hour.

5

# POSTSECONDARY SUCCESS STRATEGY

# BEYOND COMPLETION

*The higher ed field is shifting focus to consider returns on college investment for students*

## Examining Different Approaches for Reconsidering the Higher Education North Star

*As the field has expanded its focus from access to completion, we believe further evolution will point toward the concept of “equitable value”.*

### Completion

*Benefit*

In today’s economy, higher education is a necessity for social and economic opportunity and mobility— but this value proposition for students largely hinges on whether they have received their high level degrees or credentials: a signal of their economic value.

Successful completion often leads to better life outcomes for students on average, but results vary considerably for Black, Latino/a/x, Indigenous students, and students from low-income backgrounds

### Affordable Completion

*Cost/Benefit*

Affordable completion builds off of the completion value proposition, but takes price into account relative to the benefits of postsecondary education.

Focusing solely on completion may not properly account for the true costs of success or failure in the system for students, especially Black, Latino/a/x, Indigenous students, and students from low-income backgrounds.

### Completion of Value

*Return on Investment*

Post-college outcomes, such as continuing education, employment, and upward economic mobility are a major consideration for many students and families who are seeking a return on their investment in higher education, and yet here too the benefits do not accrue equally for Black, Latino/a/x, Indigenous students, and students from low-income backgrounds

# TWO STRATEGY GOALS GUIDE PROGRESS TOWARD EQUITABLE POSTSECONDARY OUTCOMES

## Demonstrate “Proof of Scale”

**The What:** Show the impact of this ecosystem and value chain on approximately 300 focus institutions (members of our networks) pursuing comprehensive transformation to identify and close equity gaps by income and race.

**The Why:** While we have observed modest (but inequitable) increases in graduation rates over the history of the completion movement, at the institutional level, these results have been too dependent on dynamic leadership (making outcomes difficult to scale), taken too long, and lessons from successful approaches have not been disseminated or applied as broadly as hoped



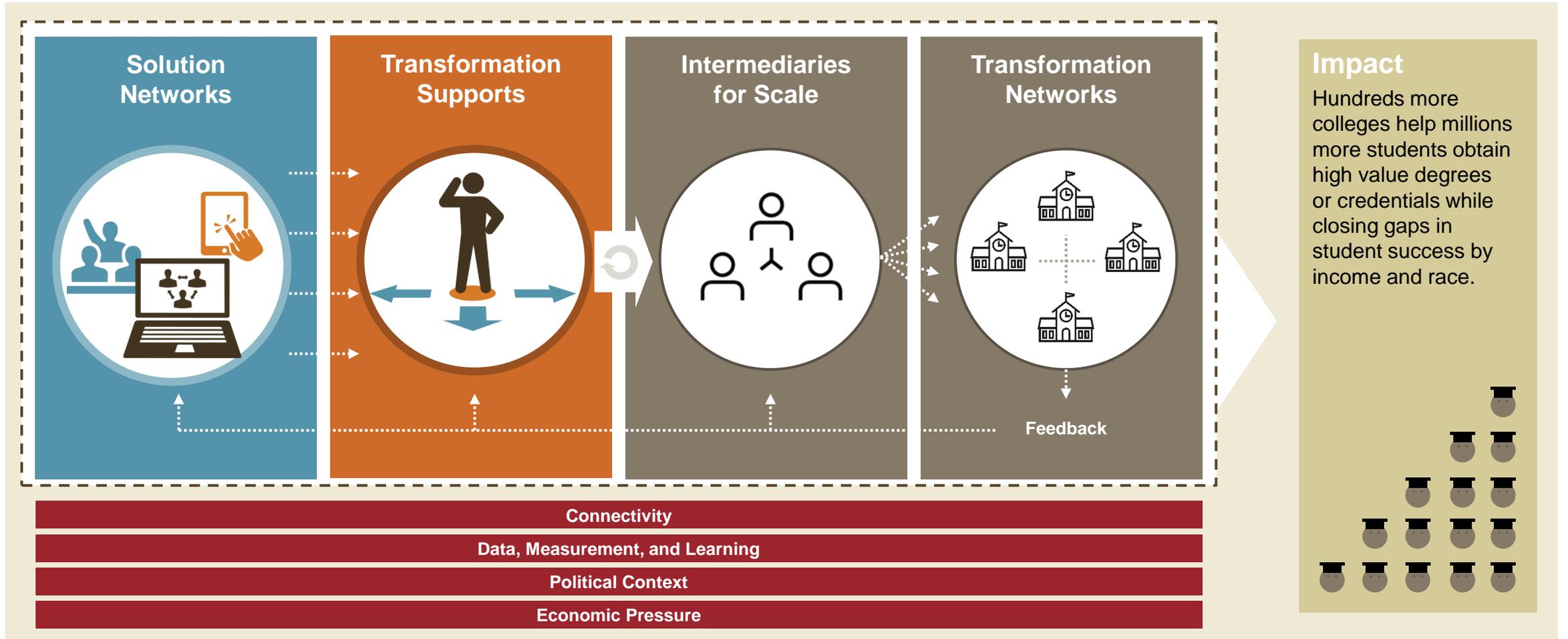
## Develop “Public Goods”

**The What:** Show contributions our individual public goods have toward broader field advancement. This includes impact of our investments outside the approximately 300 institutions focused on comprehensive transformation to close equity gaps under the “proof of scale” goal.

**The Why:** We have seen that codification from discrete reform movements is helpful to the field, we want to support the next wave of scale by developing and codifying tools, methods, and resources, and we are well positioned as a funder to take on this work.

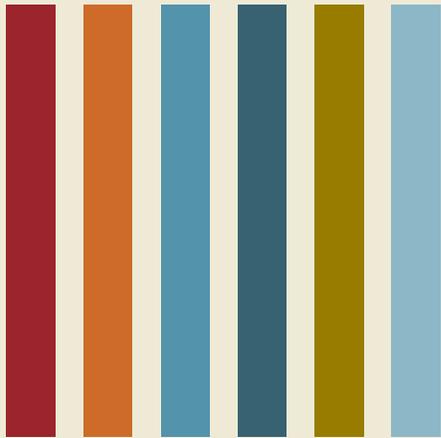


# THE POSTSECONDARY SUCCESS'S THEORY OF ACTION FOCUSES ON INSTITUTIONAL TRANSFORMATION AT SCALE

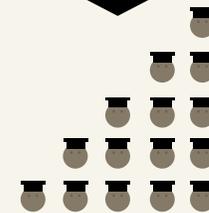
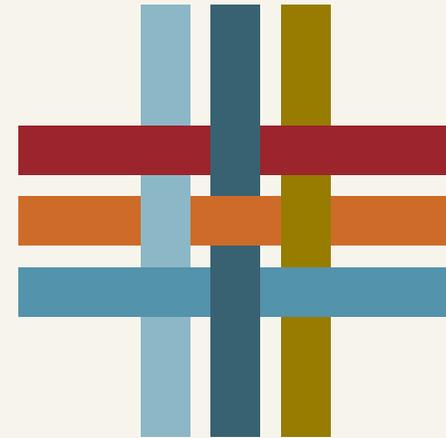


# WE ARE NOW AT A CRITICAL JUNCTURE IN OUR WORK

*For the past decade,  
we have worked primarily in siloes*

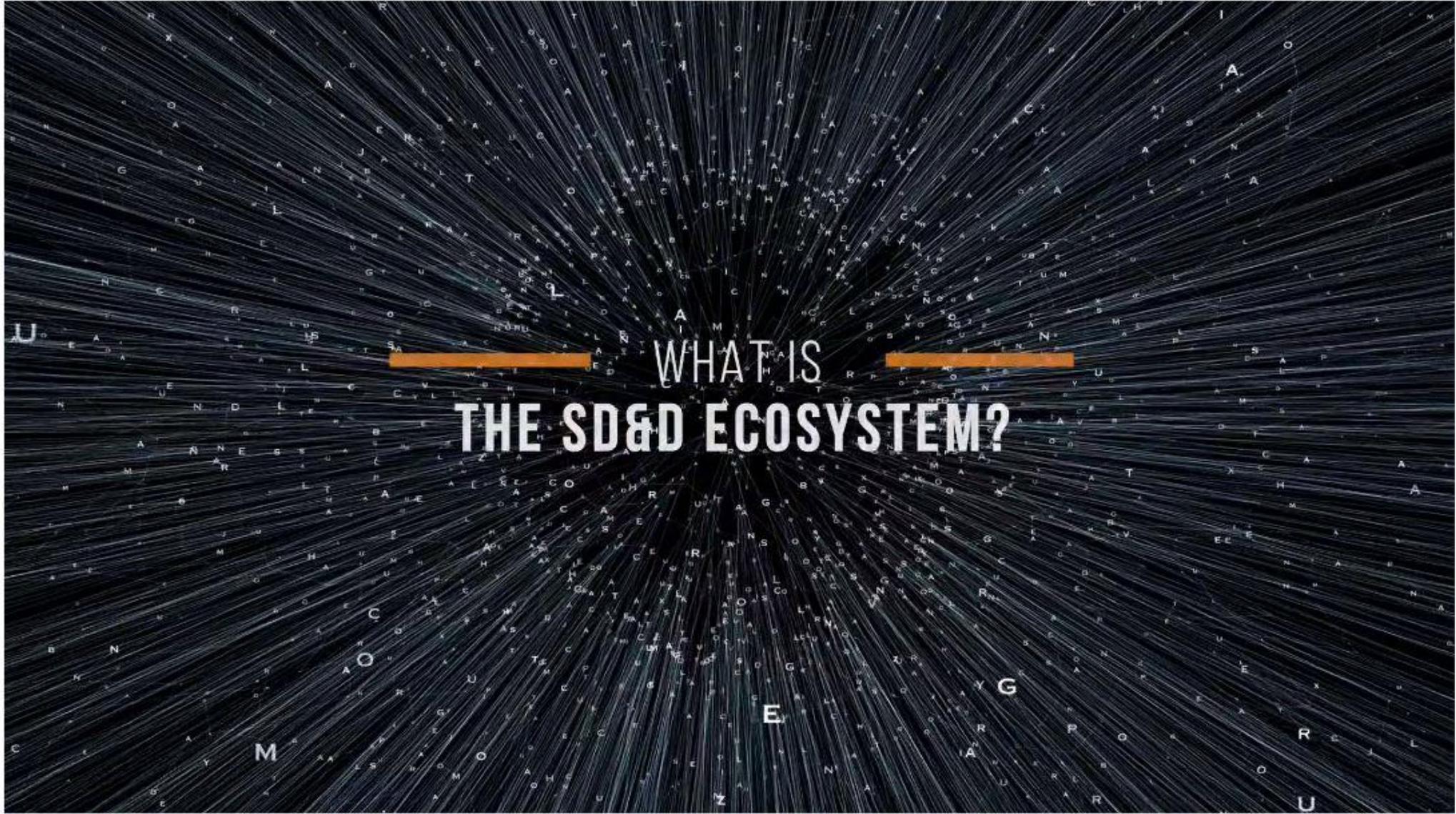


*Key partners across our ecosystem are  
beginning to work together in a meaningful way*



# POSTSECONDARY SUCCESS ECOSYSTEM

## SD&D VIDEO





**Questions?**

# REQUEST FOR PROPOSAL

# ORGANIZATIONAL EXPERTISE & FUNCTIONS

## Organizational Expertise

Expertise in racial and socioeconomic equity and experience working in higher education

Demonstrated commitment to diversity, equity and inclusion indicated by representative leadership and staff for the project, and other organizational leadership (i.e., board or an advisory group).

Experience developing a shared learning agenda, scoping, and overseeing capability building providers

## To Execute Five Specific Functions

- 1 Supporting implementation of the initiative's strategy and vision.
- 2 Working with the different partner communities to articulate a shared learning agenda.
- 3 Facilitating shared capability building opportunities.
- 4 Acting as an advocate for the needs and perspectives of each partner community and community as a whole.
- 5 Enable active engagement of all partner communities.

# REQUEST FOR PROPOSAL OVERVIEW

## Overview

An **overview of organizational expertise** in racial/socioeconomic equity, higher education, and facilitating a backbone

A brief statement outlining approach to supporting a **learning community**

A **commitment to learning more** about ecosystem partners and the Postsecondary Success scaling strategy

## Assessment Criteria

**Racial & Socioeconomic Equity Expertise**

**Higher Education Expertise**

**Mission Alignment**

**Facilitation**

**Learning Agenda Experience**

**Inclusive Culture**

**Project Management**

**Shared Capability Building**

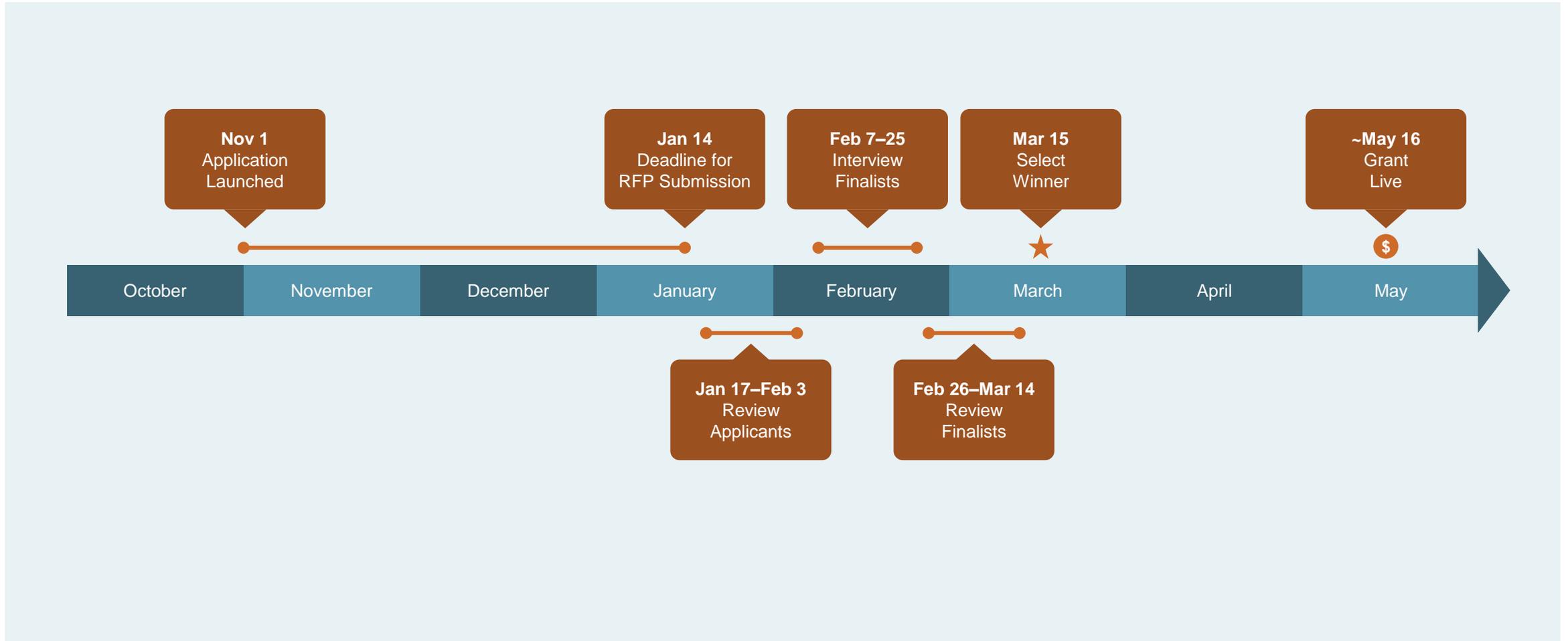
## Partnerships

Formalized partnerships are not required though we welcome individuals and/or organizations to submit jointly.

## Budget

Staff budget not to exceed \$1.0M.

# SELECTION PROCESS: EXPECTED TIMELINE



# NEXT STEPS

## Opportunities to Engage with BMGF After the Webinar

### Office Hours

November 18, 2021 and January 6, 2022

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### Questions? Contact Us:

[SDDRFP@gatesfoundation.org](mailto:SDDRFP@gatesfoundation.org)

## RFP Information

**Application Link: Live on November 1, 2021**

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**RFP Glossary**

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**Webinar Recording, Questions and Deck**

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**Office Hours Registration Links**

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**Request for Proposals Overview,  
Scope and Timeline**



**Questions?**