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Can Fee-for-Service Work for Your Organization?
An Analysis Table to Get You Started

A solid analysis and good business planning is core to identifying what services and products can generate fees. The table below gets you started in this process.*

<table>
<thead>
<tr>
<th>Organization’s Core Services &amp; Products</th>
<th>Clients</th>
<th>Analysis of Client Response to Fees</th>
<th>Potential Market Research</th>
<th>Fee-for-Service Model to Be Used</th>
<th>Implementation Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>In this column, identify your organization’s distinctive areas of expertise. Identify unique products and services that &quot;stand out&quot; and meet an important need.</td>
<td>In this column, identify who currently benefits from your organization’s expertise, products, and/or services. Identify what specific need(s) is/are met by offering a particular product to each type of client.</td>
<td>Describe each client in column B. Consider how fees (mandatory or voluntary) might affect them (both positively and negatively). Then answer the question, &quot;Are fees for this product/service a viable alternative for the current population that receives them? Indicate &quot;Yes&quot; or &quot;No.&quot;</td>
<td>In this column, explore who else might benefit from this expertise, product, or service. How do you know? Who else is offering similar products? What is your competitive advantage?</td>
<td>In this column, consider which fee-for-service model, if any, would best suit the current clients. Could you possibly use a different fee-for-service model for a different set of clients? How would the implementation affect your organization?</td>
<td>In this column, brainstorm what steps and elements you would need to take to put each model into practice.</td>
</tr>
</tbody>
</table>

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* Contact your program specialist if you have further questions related to fee-for-service activities and compliance with Federal and OFA laws and regulations.

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