

\*Please note that the Compassion Capital Fund (CCF) program is through the Office of Community Services and is separate from the Healthy Marriage Program in the Office of Family Services. These documents are to be used as references only and not as guidance from OFA.



# 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.\*

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

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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.