

Types of CRP Contracts with VR

Contract Type	Characteristics	Pros/Cons
Outcome/milestone	<ul style="list-style-type: none"> • Payments made when specific milestones and outcomes are achieved • Rates are negotiated and set statewide • Rate tiers reflect level of disability/support needs • Contract makes CRP eligible to receive referrals, does not guarantee any level of business 	<ul style="list-style-type: none"> • Transfers financial risk from VR agency to provider; VR cost is minimal unless outcome is achieved • May discourage providers from working with riskier clients
Fee for service	<ul style="list-style-type: none"> • Counselor authorizes a number of hours of service (e.g. community based assessment, job development) and the amount to be paid per hour; CRP bills against the total as services are provided 	<ul style="list-style-type: none"> • Counselor has flexibility in setting rates and authorizing services; these can be individualized to needs of customer • VR agency may pay for many hours of service without achieving results
Assigned CRP staff	<ul style="list-style-type: none"> • VR pays salary and administrative overhead for CRP staff who is assigned to a specific VR office 	<ul style="list-style-type: none"> • VR has full access to CRP staff without going through the state hiring process • Salary is paid 40 hours per week regardless of need for services or outcomes achieved

Some VR agencies do not contract with CRPs but provide similar services (e.g. job development, job coaching) using their own staff. Many VR agencies contract with sole providers to provide services, particularly in smaller/more remote communities.