Lions Vision Services

Request for Proposals (RFP): Evaluation Strategist & Data Statistician

Issued: June 2, 2025

Proposal Deadline: Proposals will be reviewed on a rolling basis until a bid has been awarded. See project timeline for key dates.

1. Overview

Lions Vision Services (LVS), a South Carolina-based nonprofit dedicated to empowering the underserved blind and visually impaired to live safe, meaningful, and fulfilling lives, seeks a qualified consultant or consulting firm to serve in at least one of two capacities as an **Evaluation Strategist** and **Data Statistician** for the Vision 2030 Program. Proposals may be submitted for either or both roles based on the individual or firm's expertise.

For the purpose of this project, the following definitions will be used:

- An **evaluation strategist** is a professional or team who designs evaluation processes to assess the effectiveness of programs, policies, or strategies. They focus on improving outcomes and evaluating the structure of systems to determine if something is working as intended and how it can be made better.
- A **data statistician** applies statistical methods to collect, analyze, and interpret data to gain insights and make informed decisions. They work with data from various fields, including business, health, and government, to help organizations understand trends and make better choices.

The selected individual or team will lead a collaborative data and evaluation initiative between LVS and two partner organizations—Association for the Blind and Visually Impaired SC (ABVI) and Servants for Sight (SFS). This role requires both strategic evaluation expertise and advanced data analysis capabilities to help structure and quantify the impact of eyecare services in South Carolina.

2. Project Goals and Objectives

The Vision 2030 Program's data-related goals are multifaceted and, in some respects, are groundbreaking in the field of eyecare. They include:

- Develop an industry best-practices framework for reporting outcomes of eyecare services provided by non-governmental/nonprofit organizations, particularly:

- Population-level health outcomes.[1]

- Performance-level program outcomes.

- Suggested measurements for population and performance indicators.

- Suggested models for integrating management, budgeting, and strategic planning processes into a single outcome-driven system.

- Develop a comprehensive asset map of eyecare resources and services across South Carolina, identifying gaps and overlaps in service delivery. Particular interest will be given to the three principal organizations of the program and what could happen if LVS, ABVI, and SFS were not funded.

- Create quantitative models that demonstrate the short-term and long-term impacts of eyecare services on:

- Health outcomes[2],[3] (especially mental health[4] and diabetes[5]).

- Health care cost reductions and return on investment (ROI) formulas[6] that demonstrate short-term and long-term cost savings based on eyecare services provided.[7]

[1] Refer to: Centers for Disease Control and Prevention. Building Public Health Capacity to Enhance Vision and Eye Health: A Toolkit for Public Health Agencies and Their Partners. Atlanta, GA: Centers for Disease Control and Prevention, US Dept. of Health and Human Services: 2019.

[2] Refer to County Health Rankings & Roadmaps for potential public health connections: https://www.countyhealthrankings.org/

[3] Refer to Crews, J.E., Chou, C., Zack, M.M., Zhang, X., Bullard, K.M., Morse, A.R., & Saaddine, J. (2016). The Association of Health-Related Quality of Life with Severity of Visual Impairment among People Aged 40–64 Years: Findings from the 2006–2010 Behavioral Risk Factor Surveillance System. *Ophthalmic Epidemiology, 23*, 145 - 153.

[4] *Vision Loss and Mental Health: Key Takeaways from an Interprofessional Task Force - Prevent Blindness.* (2025, April 30). Prevent Blindness. https://preventblindness.org/document/vision-loss-and-mental-health-key-takeaways-from-an-interprofessional-task-force/

[5] Javitt, J. C., Aiello, L. P., Chiang, Y., Ferris, F. L., 3rd, Canner, J. K., & Greenfield, S. (1994). Preventive eye care in people with diabetes is cost-saving to the federal government. Implications for health-care reform. *Diabetes care*, *17*(8), 909–917. https://doi.org/10.2337/diacare.17.8.909

[6] *Health Care Access Now: Calculating the ROI of a Care Coordination Program to Address Social Determinants of Health | Playbook.* (2020, July 27). Bettercareplaybook.org. https://bettercareplaybook.org/resources/health-care-access-now-calculating-roi-care-coordination-program-address-social

[7] *ROI Calculator.* (2025). Commonwealthfund.org. https://www.commonwealthfund.org/node/26681

- The economic burden of vision loss and blindness in South Carolina.[8,9,10,11]

- Review and offer suggestions for client population surveys at all three partner organizations to assess service quality, needs, and outcomes.

- Analyze and interpret data across multiple metrics and formats, delivering insights that inform funding strategies, policy advocacy, and service design.

- Prepare reports and visualizations suitable for diverse stakeholders including funders, policymakers, and community partners.

- Contribute to the comprehensive anticipated results of the Vision 2030 Program, including:

- Healthier Community

    - Quality of life will increase

    - Mental health will improve

- Increased Access to Care

    - Vulnerable, at-risk, and under-served populations will be served

- Improved Quality Care

    - Cost and resource efficiencies will improve program performance and capacity

3. Scope of Work

The contractor will be responsible for delivering the following key components:

A. Evaluation Strategy Development

[8] Rein, D. B., Wittenborn, J. S., Zhang, P., Sublett, F., Lamuda, P. A., Lundeen, E. A., & Saaddine, J. (2021). The Economic Burden of Vision Loss and Blindness in the United States. *Ophthalmology*, *129*(4). https://doi.org/10.1016/j.ophtha.2021.09.010

[9] *Cost of Vision Problems: The Economic Burden of Vision Loss and Eye Disorders in the United States - Prevent Blindness*. (2024, June 12). Prevent Blindness. https://preventblindness.org/document/cost-of-vision-problems-the-economic-burden-of-vision-loss-and-eye-disorders-in-the-united-states/

[10] Meads, C., & Hyde, C. (2003). What is the cost of blindness?. *The British journal of ophthalmology*, *87*(10), 1201–1204. https://doi.org/10.1136/bjo.87.10.1201

[11] CDC. (2024). *Economic Studies.* Vision and Eye Health. https://www.cdc.gov/vision-health/php/data-research/index.html

- Conduct discovery sessions with each organization to understand mission-aligned impact goals.

- Define relevant KPIs and impact metrics across organizations.

- Develop an overarching performance accountability framework that aligns with population-level goals across LVS, ABVI, and SFS.

B. Data Collection and Survey Design

- Design client feedback and outcome surveys (digital and/or paper-based).

- Develop data collection protocols that ensure consistency and confidentiality.

- Advise on best practices for ongoing data collection and storage.

C. Asset Mapping

- Identify and map existing vision care resources in South Carolina, including public, nonprofit, and private providers.

- Analyze geographic and demographic coverage.

- Deliver a visual asset map with supporting data narratives.

D. Data Analysis & Modeling

- Use statistical methods to model:

    - Impact of eyecare services on health and quality of life

    - Projected short-term and long-term healthcare cost savings

    - ROI for funders and healthcare systems

- Create comparison models across different counties or populations.

E. Reporting & Recommendations

- Deliver user-friendly, data-rich reports with dashboards and infographics.

- Provide strategic recommendations based on findings.

- Present results to the leadership of all three partner organizations.

4. Qualifications

The ideal applicant will possess:

- Advanced degree in Public Health, Statistics, Data Science, or related field.

- Demonstrated experience in program evaluation and statistical modeling, preferably in healthcare or human services.

- Experience working with nonprofit organizations, especially in collaborative or multi-partner initiatives.

- Strong understanding of ROI and cost-benefit modeling in a healthcare context.

- Proven track record of translating complex data into clear insights for non-technical audiences.

- Familiarity with the Results Based Accountability framework as outlined in *Trying Hard Is Not Good Enough: How to Produce Measurable Improvements for Customers and Communities* by Mark Friedman.

5. Timeline

- RFP Release Date: June 2, 2025

- Proposal Deadline: June 20, 2025

- Selection Date: July 15, 2025

- Project Start Date: August 1, 2025

- Project Completion Goal: First due January 15, 2026; second report due January 15, 2027; third report due January 15, 2028.

6. Budget

Respondents should submit a proposed budget not to exceed $50,000/year. Budget must include all professional fees, travel (if required), data tools or software, and report development. Justification for all cost items is expected.

7. Proposal Requirements

Proposals must include:

- Cover Letter

- Qualifications and Experience (with resume/CV for key personnel)

- Proposed Approach and Work Plan

- Timeline with Milestones

- Budget and Budget Narrative

- At least two (2) references from similar projects

- Proposals may include a scope of work for either the Evaluation Strategist role, Data Statistician role, or both. Proposals that partially meet the RFP guidelines are encouraged.

8. Submission Instructions

Please submit your proposal as a single PDF document by June 20, 2025 to:

Daniel Prohaska

Lions Vision Services

Daniel@sightfirst.org

(803) 796-1305

Questions may be directed to the above contact no later than [Insert Question Deadline].

9. Evaluation Criteria

Proposals will be evaluated based on the following:

- Relevant qualifications and experience (35%)

- Clarity and feasibility of approach (30%)

- Quality of past work and references (20%)

- Budget alignment and cost-effectiveness (15%)

Thank you for your interest in partnering with Lions Vision Services and the Vision 2030 Program. We look forward to reviewing your proposal.