

Outcome-Based Contracts: Between Innovation and Law. Keys for Their Development in Latin America



Outcome-based Contracts: Between Innovation and the Law is a legal report advancing outcome-based contracting in Latin America. As the first Spanish-language resource of its kind, it translates complex instruments into clear, actionable legal guidance, addressing structural legal barriers across the full contract cycle. By clarifying roles, risks, and responsibilities, it supports informed decision-making, scalable innovation, and early legal engagement as a strategic enabler of impact.

Lawyers played a foundational role by going beyond traditional intermediation. Keidos acted as a conceptual and methodological architect, structuring the analysis across the full contracting cycle and from all actors' perspectives. By designing an educational and catalytic resource and translating complex legal frameworks into practical and accessible guidance, the project built trust, strengthened feasibility, and positioned law as an enabler of outcome-based contracting and systemic impact.

The project strengthens social impact by improving policy and contract design and clarifying social problems, beneficiaries, and outcomes. It enables better use of public and private resources by reducing uncertainty, constraints, and risk aversion, supporting more informed decision-making. At a systemic level, it helps unlock broader adoption, inform future regulation, and shift how governments and private actors contract and invest for social outcomes across the region.

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A regional legal framework translating complex insights into practical guidance for informed adoption and scaling of outcome-based contracting across Latin America.

Structural Challenges Addressed

- Legal uncertainty surrounding outcome-based contracts
- Fragmented knowledge across jurisdictions
- Limited institutional and legal capacity
- Risk aversion in public procurement systems
- Contracting limited to isolated pilot projects

Resource Structure

1. Introduction and context
2. Methodology & comparative legal analysis
3. How outcome-based contracts work
4. Legal context & challenges in LatAm
5. Stages of outcome-based contracting
6. Legal considerations by key actors
7. Regional case studies
8. Conclusions & regional call to action

Project Contribution

- Translates complex legal frameworks into practical guidance
- Reduces legal uncertainty & supports informed adoption
- Promotes early legal engagement for feasibility & trust
- Systematizes regional legal knowledge across jurisdictions
- Moves contracting from isolated pilots to scalable practice
- Informs future regulatory & legislative development

Geographic Scope & Methodology: Comparative legal insights based on a regional questionnaire covering six Latin American jurisdictions



Ecosystem Partners: Contributions & Practical Insights

Social Finance

Acrux Partners

Legal Analysis Framework

Contracting Lifecycle



From the Perspectives of Key Actors Involved

Government/ Outcome Payer	Investors
Service Providers	Intermediaries
Independent Evaluators	Legal Teams