



Opportunities
Exchange

Scaling Strong, Effective ECE Programs in the 21st Century

Louise Stoney | April 4, 2023

Think Big Start Small Seek Impact

**Ann Mei Chang
Author, Lean Impact:
How to Innovate for Radically Greater Social Good**

**Ensuring that ALL children in the U.S. get
a strong start in early learning and life**

requires

**strong, effective Early Care and Education
(ECE) service providers.**

Vexing ECE Industry Challenges

- **Workforce:** recruiting, retaining and supporting qualified and effective teachers
- **Financial Sustainability:** as a market-base service, programs must carefully manage the 'Iron Triangle' of ECE finance
- **Accountability:** programs must navigate myriad, complex public funding and regulatory systems

Effective solutions must address these challenges -- at scale.

The ECE sector has one of the most diverse service delivery systems in the economy.

Including....

- **Private child care centers in community-based and public settings**
- **ECE sponsored by public + private schools**
- **Workplace child care**
- **Faith-based child care**
- **Home-based child care**

**ECE finance + policy
is complex and
typically works in
'silos' – creating a
myriad of challenges.**

The sector lacks...

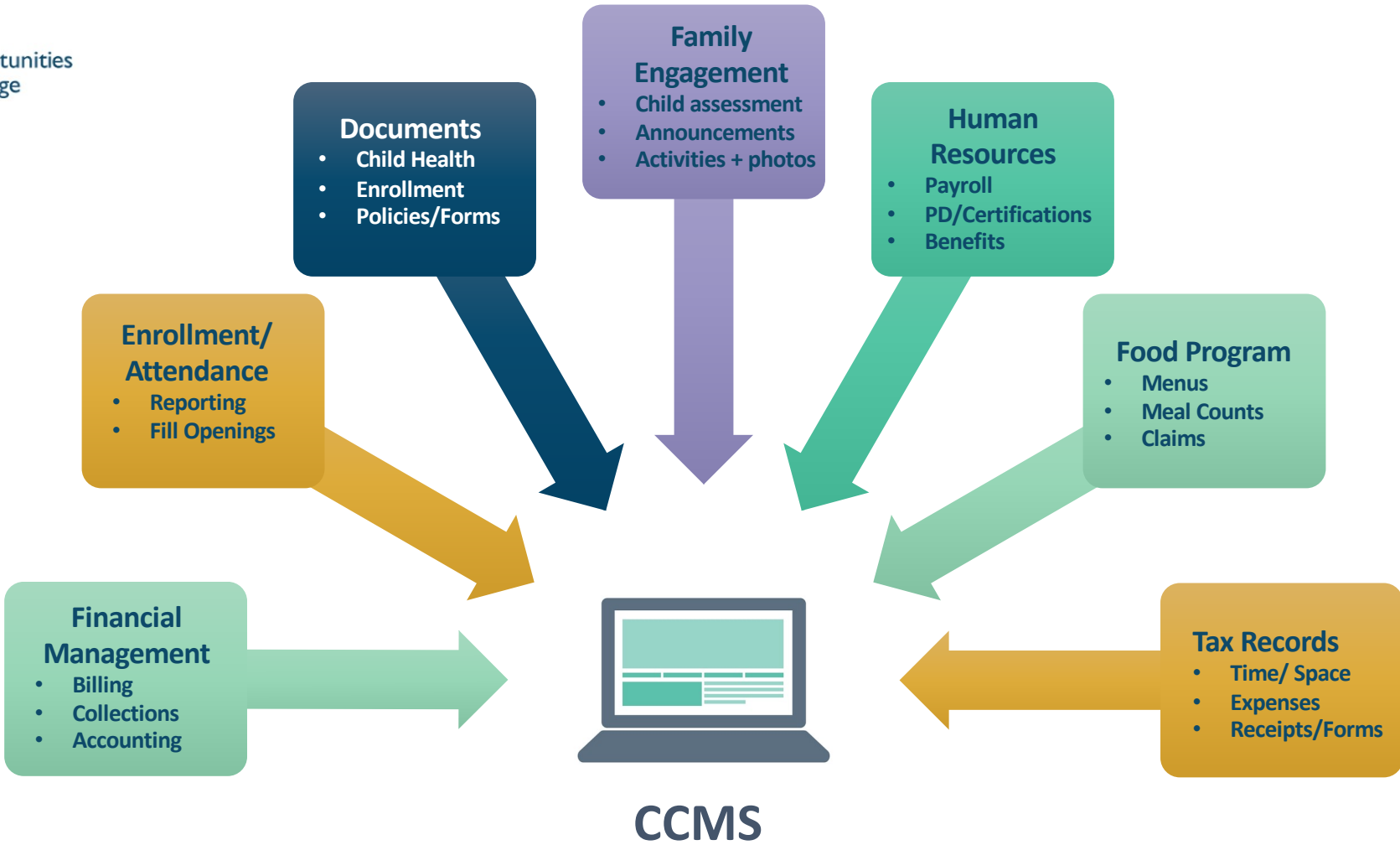
- **Operational efficiencies**
- **Data transparency**
- **Business analytics**
- **Streamlined parent/family communications**
- **Realtime data mining to inform progressive ECE policy**

**Early Childhood Education
is one of the last sectors
in the U.S. economy
to benefit from a
technology transformation.**

The Good News:

Independently, ECE **providers** have begun to embrace technology, and are capturing transactional data through....

- Utilizing Child Care Management systems
- Electronically tracking attendance
- Digitally communicating with parents
- Participating in ChildCare marketplace search portals



OppEx believes that investing in technology can not only address key industry challenges but also **systemic inequities** in the ECE sector



EQUALITY

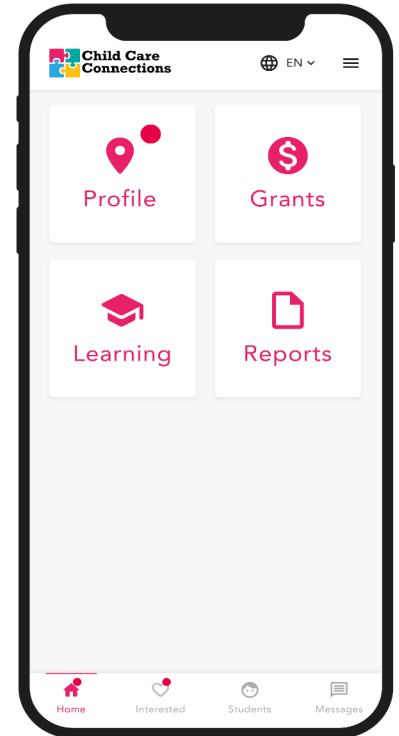
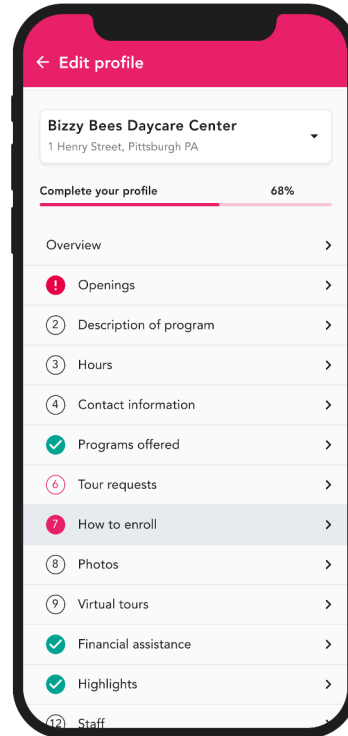
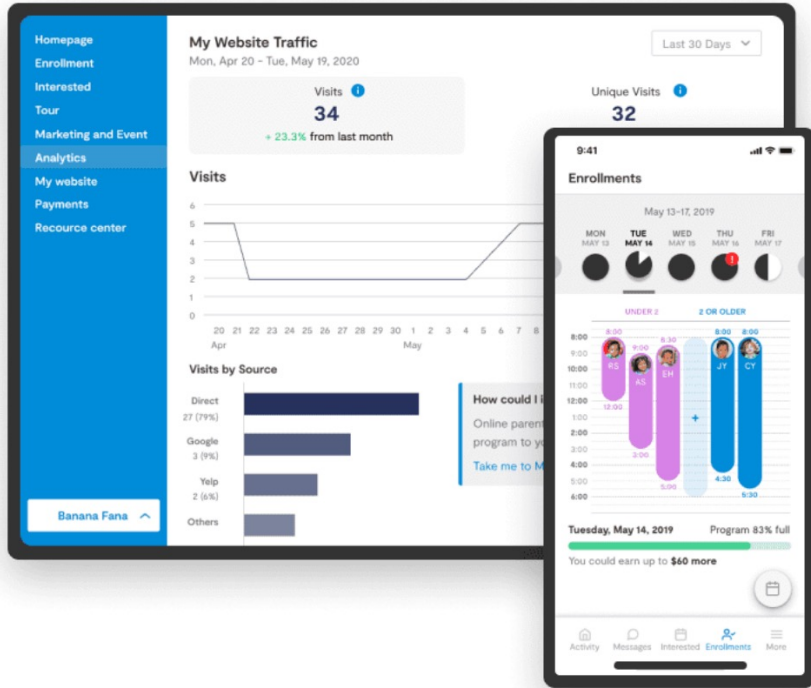
VS



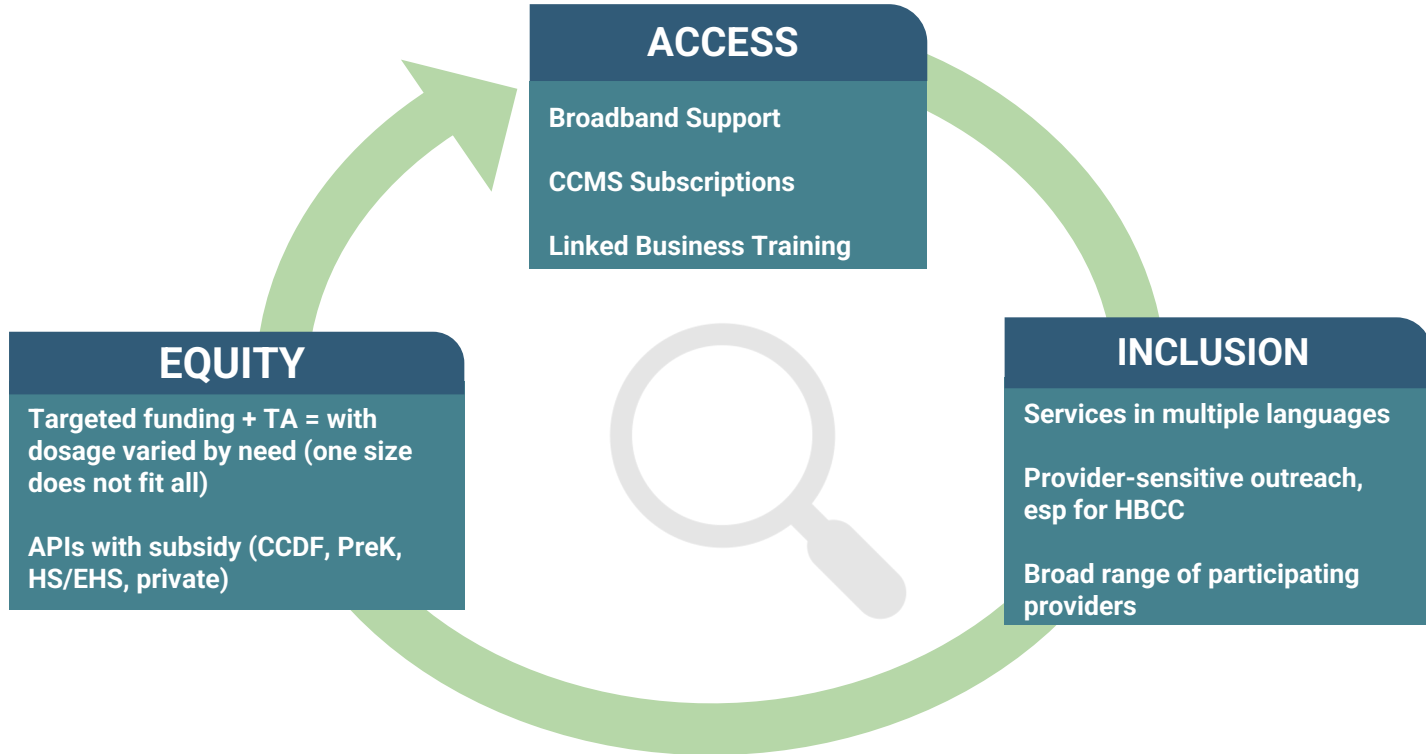
EQUITY

- Sophisticated users of tech are three times more likely to grow and twice as profitable.
- The typical black entrepreneur starts a business with 1/3 of the start-up capital of a white entrepreneur.
- While people of color start businesses at the same rate as white entrepreneurs, there is a vast disparity in profitability, size, and early survival rates.

CCMS Technology is Accessible (Most providers have smart phones!)



Deploying Technology Investment Through an Equity Lens



Government agencies
typically use technology
to capture data.

**But most rely on legacy
systems or ‘old school’
strategies. These
include....**

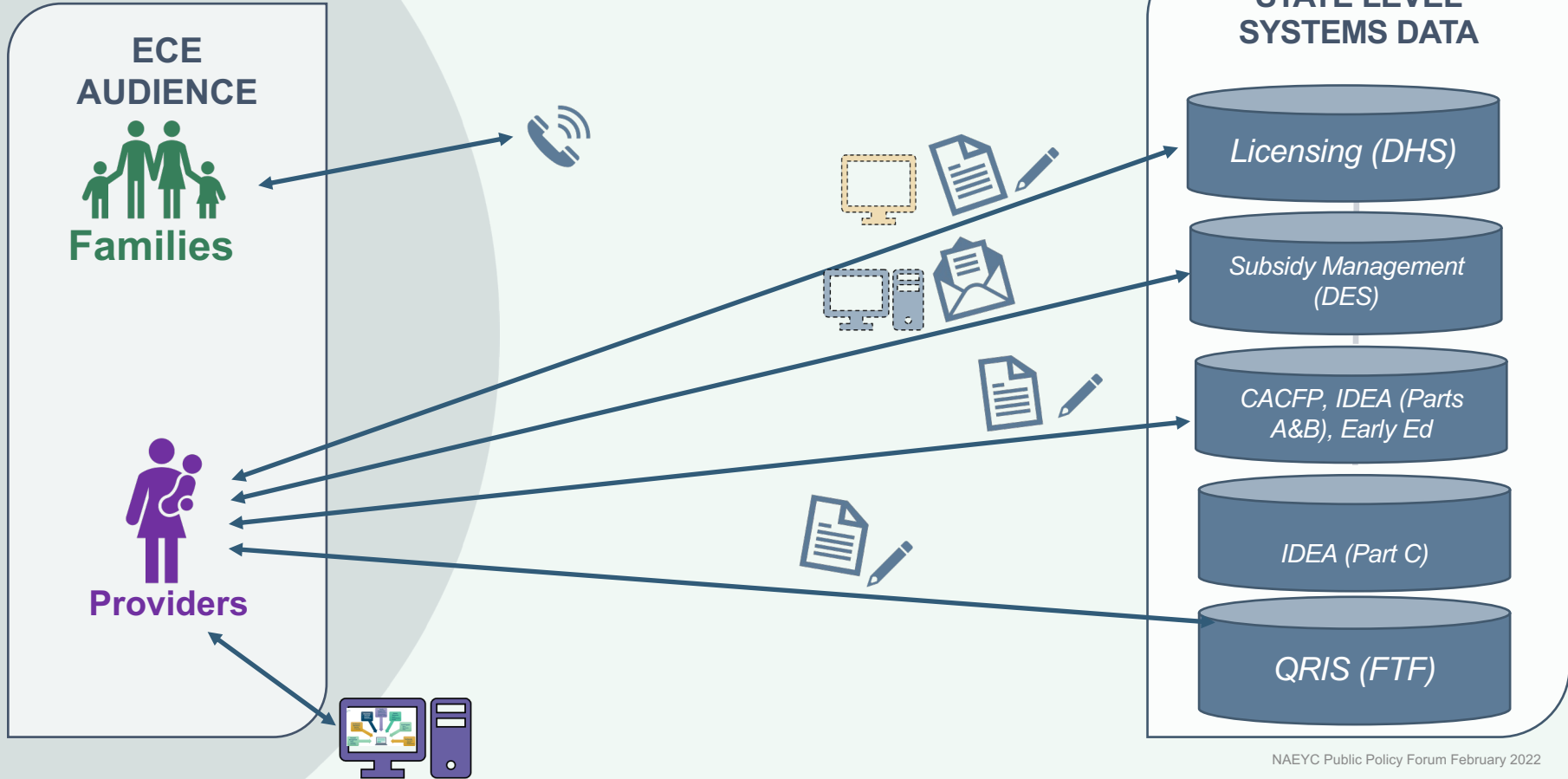
- **Subsidy systems**
- **Family eligibility and child enrollment systems**
- **Quality Rating and Improvement (QRIS)**
- **Provider licensing, regulation or registration**
- **Educator professional development systems**
- **Provider search (location + supply of care)**

Government and ECE providers are using technology to capture data, but the systems are not linked.

This makes it impossible to capture accurate and timely data, and therefore, impossible to make sound data-driven decisions.

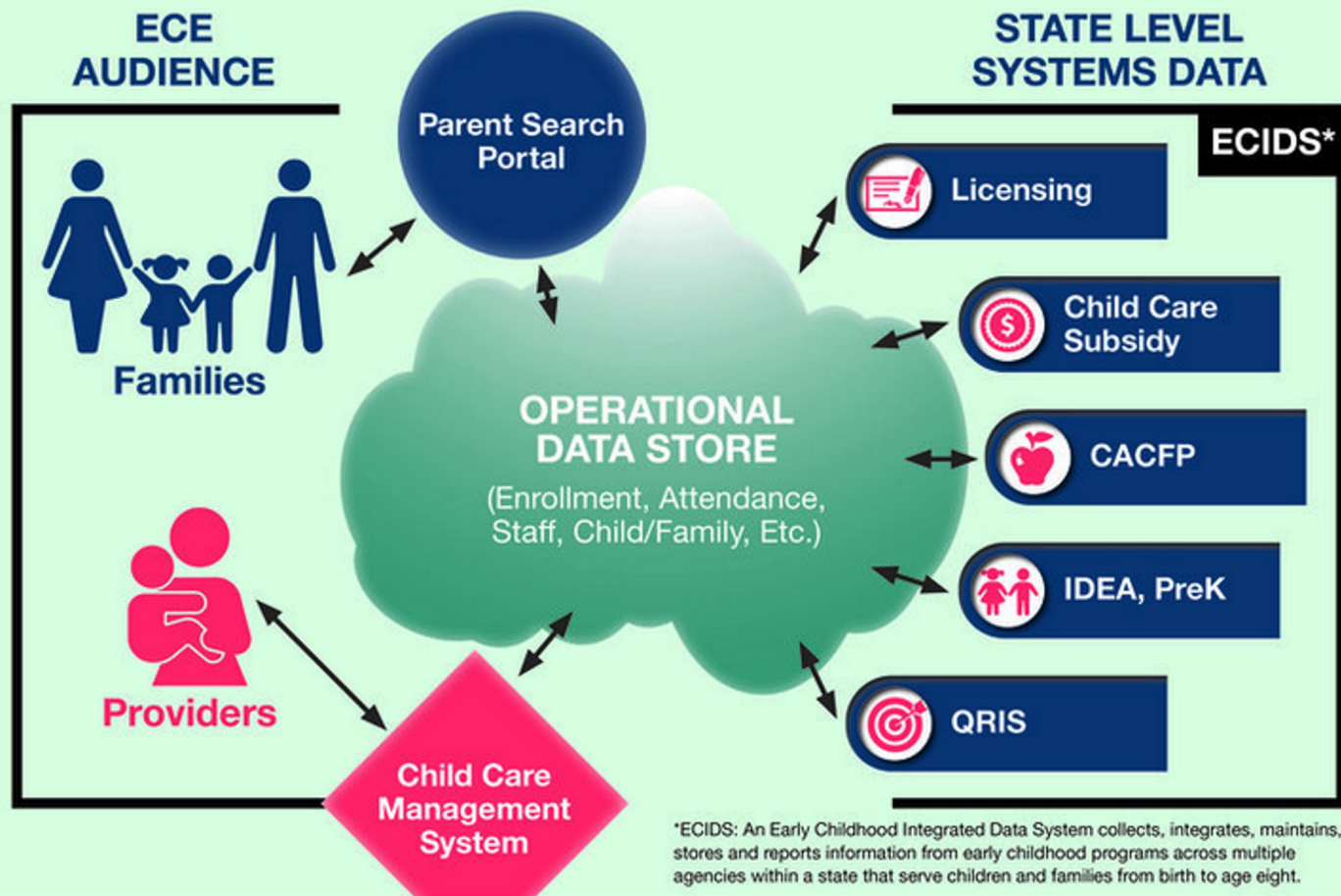


Current AZ ECE Ecosystem



**OppEx has a vision
for a new
ECE Technology Ecosystem
with linked policy and practice**

ECE ECOSYSTEM – FUTURE STATE



OppEx is focused on building capacity to collect and share data in ECE sites and across a range of public and private entities.

Accurate transactional data includes....

- **Available ECE spaces, by location + age of child**
- **Child enrollment + attendance**
- **Family demand, use patterns, subsidy access**
- **Child assessments**
- **Quality rating**
- **Teacher professional development**

Enabling transactional data to be collected in every ECE program requires new, updated technology and change at all levels, including...

- **A modern cloud-based infrastructure**
- **SaaS technology**
- **APIs to allow exchange of data between systems/applications**
- **Implementation of a common database (ODS) to aggregate, query, and analyze data**

**“When the core drivers
themselves change, a culture will
begin to shift and adapt in
response.”**

**Ann Mei Chang
Author, Lean Impact:
How to Innovate for Radically Greater Social Good**

Our Vision: **Success**

- **All ECE providers** have integrated technology to become financially sustainable
- **All Families** have support to find available space, apply for subsidy + enroll their child in any ECE program – electronically
- **All States** can make sound policy decisions based on rich and timely data

Electronic supports and real-time data dashboards are widely available to families, states, intermediaries, programs and practitioners.

Getting There: **Strategy**

- **Identify** like-minded partners
- Teach and mentor
- **Highlight** best practices
(case studies, webinars, workshops)
- **Support** small-scale pilots
- **Craft** strategic messaging
- **Scale** National Conference

**Empower
the sector to
embrace the vision and
pathway for change.**

**Encourage leadership at
all levels.**



Opportunities
Exchange

For More Information ...

Opportunities Exchange

Profiles, Tools,
Resources, Metrics,
Issue Briefs and more ...

www.oppex.org

