

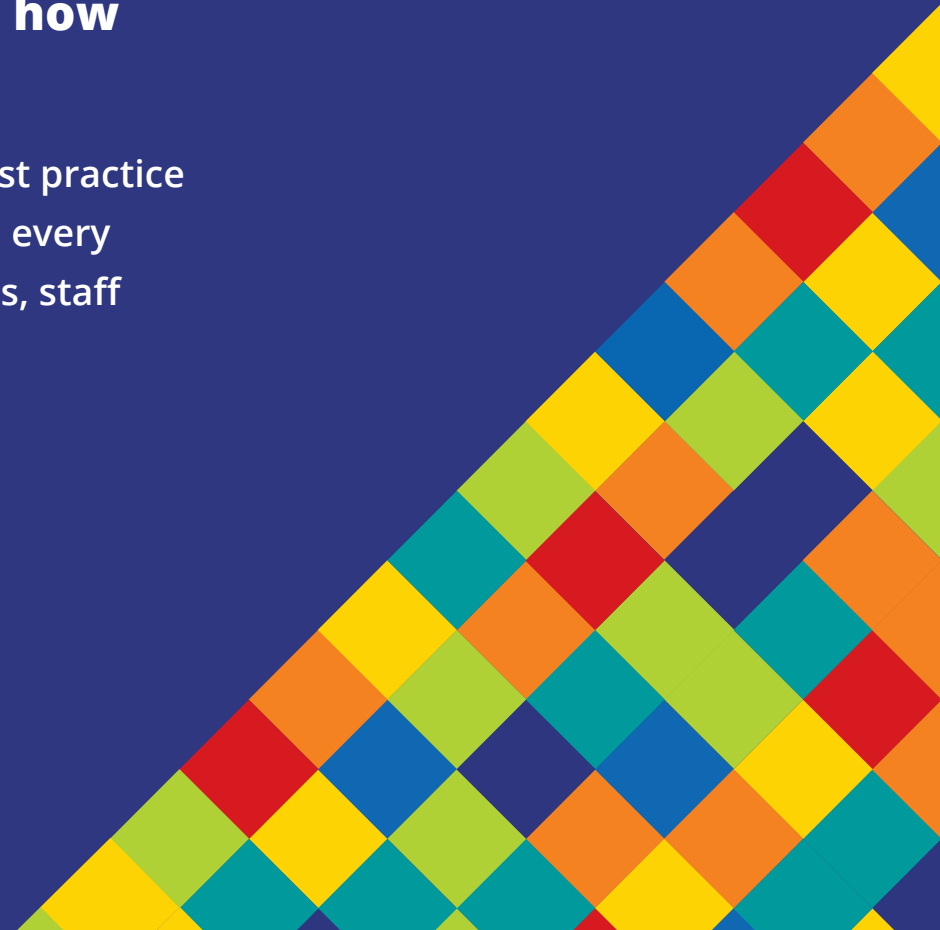


Growing or Selling:

A Guide on Utilizing Compliance and Best Practice for ECE Success

Whether you're looking towards expansion or putting your organization on the market, understanding how your ECE centers are performing is essential.

In this guide, we will show you how focusing on compliance and best practice can give you confidence in taking steps to improve performance so every center delivers an exceptional early learning experience for families, staff and for you as a leader.



Identifying your Unique Program Proposition (UPP)

Success begins with this. Your UPP will help you position, with clarity, your organization's highest compliance and process management best practice standard, to establish your value internally and externally.

If you are focused on growth, you might be thinking:

"Now is the time to invest."

"I want to work on my business, not in my business."

"I'm going to beat the odds and be the statistic that says YES we can."

"I'm seeing families ready and prepared to return to care and I want my brand to be top of mind."

When selling is the mindset, it could be:

"Enrollment is below capacity and cashflow is non-existent so I want to keep my options open while I watch this unfold."

"What if ECE doesn't get properly funded the way it is told by some reports?"

*"I'm doing my best but is it enough?
"I'm weighing whether now is the time to sell."*

"I am tired of working IN my business, it's time to pass over the reins."

“ Compliance and best practices made easy

With 1Place Childcare, compliance is just the beginning. 1Place software standardizes processes in your centers, so you can make your best practice the new standard. ”

Here's how 1Place Childcare Software will help you identify your UPP

1

Establish best practices

Compliance and best practice processes are vital regardless of whether you are growing or selling - but the fog and fatigue that comes with managing best practice from paper data sources can hinder our growth. We've all been there.

Analyzing a binder full of checklists is never going to give you the information and data that a digital solution can.

That is why best practice can only genuinely begin where paperwork ends. By moving your compliance online you will be armed with data that gives you the ability to both identify trends and drill down to specific areas of concern.

1Place Childcare makes it simple to systemize policy and procedural changes as best practice. Once established they will become part of your UPP, helping you scale and improve center performance quickly and easily.

What this means:

For growth

Identifying compliance and process best practices gives you proof points for what works and which areas to keep a close eye on so you can replicate them across new centers. As you work on your business instead of in your business, real-time monitoring to INSPECT what you EXPECT is essential.

For sale

Buying an early education business requires a vast amount of due diligence, which covers areas such as staff, facilities, operations - and more. Having tangible proof of best practices simplifies the due diligence process, making your business easier to sell.

2

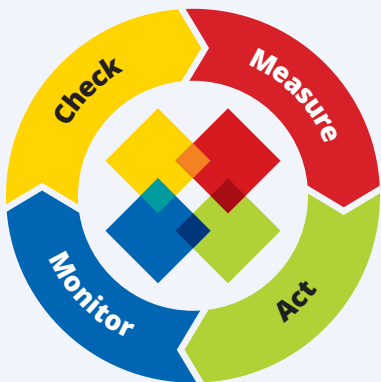
Protect your Intellectual Property (IP) and staff expertise

People come and go. Don't let the knowledge and investment of time walk out the door with them.

One of the biggest costs to a childcare center is employee turnover and the overhead costs associated with that.

By digitizing your best practice processes and compliance, these costs are minimized and your processes are protected within the management dashboards within 1Place Childcare.

So when a staff member leaves, your digital processes remain in place for the next person to step into their new role - with clear processes and procedures already in place. At the same time, you can very quickly identify their strengths and weaknesses, giving you the ability to support them in performing as an A player.



What this means:

For growth

Streamlined processes support staff, while scorecards support staff performance and retainment. With less time spent on paperwork, they have more time for them to spend with children or on professional development.

If you standardize processes, it's easy to add another center - because your best practices are set up and ready to deploy.

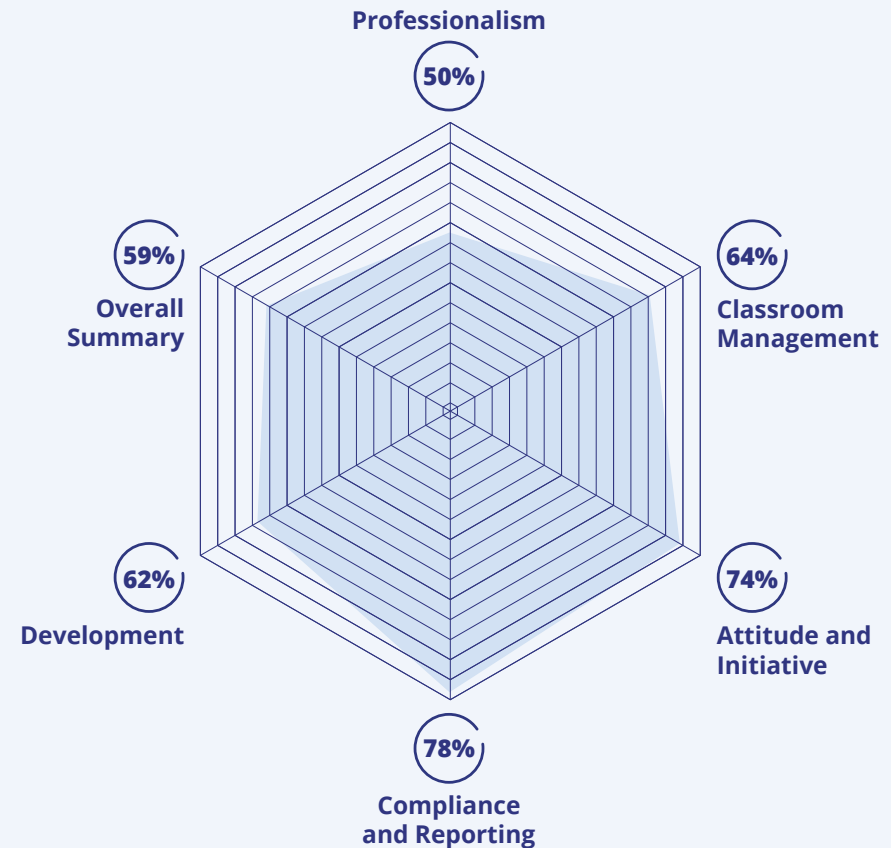
For sale

Your potential buyers will not only have a good handle on the operations and compliance but the quality of staff they are acquiring. It also allows you to establish the tangible value of staff (which is part of establishing asset value).

By protecting your IP through digital processes you are also giving them confidence that they won't be left in the lurch should key staff leave once they've bought the center.

Educator Evaluation Results

See the strengths and weaknesses of your team at a glance, so you can manage lower performance and invest budget where it is needed most.



“ Confidence through 1Place Software that supports staff leadership and ownership

1Place Childcare can have a big impact on how people feel about coming to work.

In an interview with a former director of a franchise childcare program, we learned many staff feel supported when there are clear expectations, measurements and mentoring.

1Place Childcare's processes and procedures via online checklists, audits, reviews and scorecards help ensure everyone is operating at their best, keeping staff morale high and teacher turnover low. ”

3

INSPECT what you EXPECT

If you're not inspecting what you're expecting you are missing out on two important things; first, you won't know when you are close to your target. Second, you have no way of qualifying whether the decisions you make are the best ones for your business.

The process is sometimes referred to as compliance process management or gap analysis, and allows you to mitigate exposure to compliance penalties, reducing risk for potential purchasers and yourself as an ECE business owner.

Quite simply, it is being able to map where each center sits against your expected best practice standards.

1Place Childcare software's intelligent real-time dashboards will give you an accurate overview of center performance across your organization, allowing you to continuously improve one process change at a time.

And remember, even incremental improvements make the boat go faster.

What this means:

For growth

Inspecting whether your centers are meeting best practice standards will help you identify priorities across your organization for areas of improvement.

This both lifts the quality of the service you are delivering and improves your bottom line.

Having the information you need at your fingertips is like your insurance policy; it protects you if and when you're asked questions. This could be a parent questioning a child incident at the center or when you get an unexpected visit from Licensing.

For sale

Having a compliance and best practice standard system that delivers data-loaded dashboards in real-time gives potential buyers confidence that they're not buying a whole lot of trouble. The purchase will be a less risky proposition and they can be sure that they're not inheriting a compliance nightmare.

“ 1Place Childcare software's intelligent real-time dashboards will give you an accurate overview of center performance across your organization, allowing you to continuously improve one process change at a time.

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Digital processes are your rudder, dashboards tell you where you are (the compass)

Compliance Completion

At a glance, view completion of licensing criteria across all centers, to ensure best practice standards are being met.

Center	Template	1/1/21	2/1/21
Alphabet Kids	Classroom Licensing Checklist	✗	✓
Alphabet Kids	Daily Hazards checklist	✗	✗
Alphabet Kids	Fire Drill	✓	✗
Alphabet Kids	Pandemic Work Place Cleaning Procedure	✗	✗
Kidcave Academy	Classroom Licensing Checklist		<input type="checkbox"/>
Kidcave Academy	Daily Hazards checklist	✓	✓
Kidcave Academy	Fire Drill	✗	✗
Kidcave Academy	Pandemic Work Place Cleaning Procedure	✓	<input type="checkbox"/>
Kiddie Cove	Classroom Licensing Checklist	✗	✗
Kiddie Cove	Daily Hazards checklist	<input type="checkbox"/>	✗
Kiddie Cove	Fire Drill	✓	✗
Kiddie Cove	Pandemic Work Place Cleaning Procedure	✗	✗
Little Ducklings	Classroom Licensing Checklist	✓	✗
Little Ducklings	Daily Hazards checklist	✗	✓
Little Ducklings	Fire Drill	<input type="checkbox"/>	✓
Little Ducklings	Pandemic Work Place Cleaning Procedure	✗	✗
Little Explorers	Classroom Licensing Checklist	✗	✗
Little Explorers	Daily Hazards checklist	✗	✓
Little Explorers	Fire Drill	✗	✗
Little Explorers	Pandemic Work Place Cleaning Procedure	✗	✓

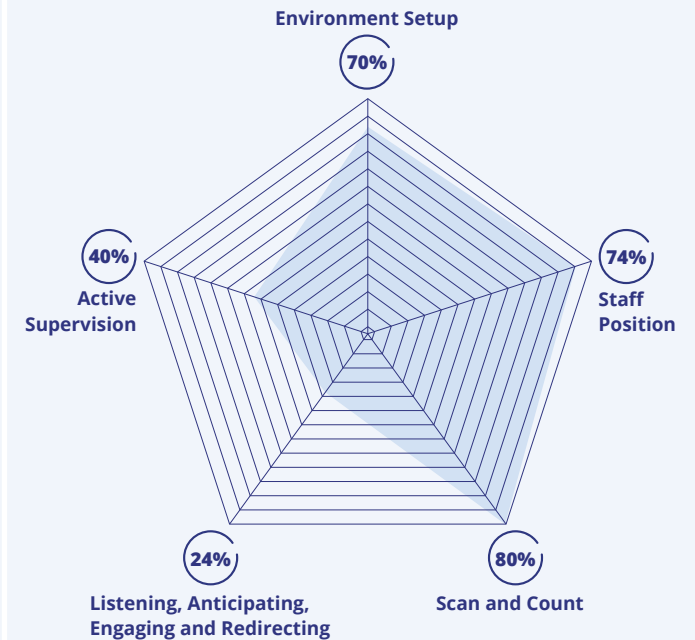
Classroom Management

Track metrics across Educators and Staff, to manage key aspects such as attitude and initiative, professionalism, and professional development.



Active Supervision Comparison

Quickly identify gaps and successes - so you can proactively put measures in place.



Moving your ECE compliance management online will help you make best practice the new standard.

With 1Place Childcare software, compliance is just the beginning. Moving your forms, checklists and processes online allows you to establish best practices, protect your IP and preserve staff expertise, and easily inspect how each of your centers sit against your expected best practice standards.

By standardizing processes in your centers you gain real-time visibility and improved productivity – whether you're in the center for managing operations remotely.

All this data at your fingertips gives you a deeper knowledge of how centers are performing and the confidence to take steps to improve performance, which combined will set you up for success.

Talk to us today

✉ hello@1placechildcare.com
🌐 www.1placechildcare.com