



Shared Services Alliance Implementation Guide

Starting a Shared Service Alliance

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NEW Shared Services Alliance Start-Up Guide

Now Available on the Opportunities Exchange Website

Nearly every day a new story on America's child care "crisis" appears in media outlets. Increasingly these stories focus on the looming fiscal cliff facing child care providers, and the families they serve, as pandemic investments end. But the crisis is not new. The field was under resourced and struggling with a failed business model long before the COVID pandemic stopped our nation in its tracks. Stabilization funding helped ease the pain, but structural challenges persist.

Opportunities Exchange (OppEx) believes that change is possible. With smart, strategic investments, we can **re-invent the child care industry** and forge a pathway to success. For more than a decade, in partnership with local organizations across the US, OppEx has been building and testing new strategies and business models. Chief among them is creation of a Shared Services Alliance, a structure that allows multiple child care programs to pool needs and share resources to enable sustainable operations and quality programming. This approach to management can not only result in time and cost savings for child care providers through improved operational efficiencies, but also increase revenue and cash flow through improved business systems and staffing.

To help organizations interested in planning, launching and evaluating a Shared Services Alliance, several years ago OppEx created a step-by-step start-up guide. Since then, we have learned a great deal about what works, and gathered additional tools, resources, case studies and more. This learning was used to inform a new and improved **Shared Services Alliance Start-Up Guide** that is now available, free of charge, on our website. The guide is structured around six key steps: understanding the early childhood education landscape and provider needs; creating a theory of change; selecting an Alliance Hub; identifying a technology solution; developing an implementation

plan and budget; recruiting members and launching the work. Each section of the guide includes tools and resources that can be downloaded and adapted. A sample business plan is also included.

The guide is designed to be flexible and interactive, so that leaders may choose where and how to start based on the assets and strengths in their community and among participating providers and stakeholders.

[Click to Access the Shared Services Start-Up Guide](#)



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