Children's Integrated Services (CIS) Community Data System Expansion Proposal
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Submitted by the Winston Prouty Center and the Family Center of Washington County

Proposal Summary
In 2020, the Child Development Division (CDD) awarded the Family Center of Washington County funds to adapt its Salesforce data system solution into a CIS Community Data System. With adequate funding, the system can be made available to other CIS providers across the state. We propose using a one-time investment of **$768,180 in FY24** to begin to expand the data system solution to three more CIS regions.

About CIS
CIS provides child health promotion, prevention, and early intervention services to pregnant and post-partum women, infants, and children birth to age six, their families, and specialized child care providers.

CIS services are part of a coordinated continuum of care across multiple types of providers and settings. The goal is to improve the health and well-being of pregnant/postpartum women, infants, and children through connections with high quality health care and community support services.

CIS contracts are held by 12 regional fiscal agents. Those community-based agencies in turn contract with subcontractors to provide services at the local level.

The Current State of CIS Data Management
CIS uses an array of data for multiple purposes, including monitoring and evaluating the delivery and integration of services, satisfying state and federal reporting requirements, and identifying areas of success and opportunities for improvement. Data collection and reporting supports better outcomes for families and promotes data-informed decision-making.

It has been over 10 years since the State's first attempt to build a data system for CIS. During that time two different major initiatives failed and to date CDD has not provided a data system for collecting and reporting data. Without a proper data system, CIS providers lack the ability to visualize data, track client progress, and make real-time changes to their service plans.

Over time, community agencies delivering CIS services have had to develop their own data management systems. Some of agencies still track client case management data by hand, using a paper filing system and manually entering data in Excel spreadsheets.

CIS Data System in the Washington County Region
In the Washington County CIS region, the Family Center of Washington County (FCWC) initially developed their own database in 2016 using private funds. In 2020, with financial support from CDD and consultation with the Agency of Digital Services, FCWC worked with Exponent Partners (EP), a national technology company, to implement a Salesforce Community using the FCWC solution.

The FCWC system includes three out of five CIS services (Early Intervention, Family Support Home Visiting, and Specialized Childcare Supports), but could be expanded to cover the other services. This expansion is included in the attached proposed project budget.

Expansion Proposal

Based on the success of the FCWC data system, we propose an investment to allow the expansion of the FCWC solution to more CIS regions in Vermont. The budget below outlines a phased expansion into three new regions each year. All CIS Fiscal Agents have indicated support and/or interest in the project, with several indicating strong interest in making the conversion in the first year.

This approach has several key benefits:

- Proven track record – this system has been in place at FCWC since 2016, supported and maintained by EP through an annual support contract which includes program updates, resolving technical issues, and making improvements as requested.
- Expandable -- the system can be built upon by adding programs and become a whole agency solution.
- Cost effective – much of the upfront development work has been done; adding on to an existing system based on pre-configured templates or modules is much less expensive than starting from scratch.
- Alignment – other CDD systems are based on the Salesforce platform and can be integrated with each other and other state systems.
- Phased in – the proposal allows for individual regions to build-out the system and gain benefits in their region, as the statewide system is developed over time.

Full Project Budget

Expenses	Description	FY24	FY25	FY26	3-year total
Licenses and Fees	$515/user/year; Estimated to be 20 users per region, up to 240 statewide (3 regions/year)	$123,600	$123,600	$123,600	$370,800
Building additional modules and improve existing modules	$100,000/module including improvements	$200,000			$200,000
Training, Transition, and Solution adoption support	Training, personnel, community partners support (3/year)	$150,000	$150,000	$150,000	$450,000
System Administrator	Community Partners system administrator at FCWC	$100,000	$100,000	$100,000	$300,000
Exponent Partners contract	Developer Managed Services Support	$140,000	$140,000	$140,000	$420,000
Equipment and Tech Needs	$6,000 per region (3/year)	$18,000	$18,000	$18,000	$54,000
Admin./Support fees for FCWC	5% of total before admin fee	$36,580	$26,580	$26,580	$89,740
Total		**$768,180**	**$558,180**	**$558,180**	**$1,884,540**