



Considerations for Adding Programs to Enterprise Accounts

Summary of thoughts from Jillian Lush, Kristen Spencer for topical teleconference May 30, 2013

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1) When is an Enterprise ready to add programs?

- At a minimum, Enterprise Account needs to have their own ILP program set up as a program and have entered profiles and screenings.
- It's helpful to have set up their own Family Access webpage so they can assist new programs in setting up theirs.
- It's best to have a staff person assigned as a "point person" for ASQ who can be available to new programs to answer questions and provide some technical assistance.

2) When is a program ready to join an Enterprise?

- When potential partners are competent in using/leading an ASQ screening without the online portion. If not, they need to start with an orientation/training on ASQ prior to the use of ASQ Online.
- Are they comfortable using databases? Some basic experience is important to the success of ASQ Online.
- When there is time to commit to incorporating something new into their system. There is a minimal learning curve to get comfortable with ASQ Online but some time is required to learn this new skill.
- Access to a computer and Internet is required.

3) Identifying potential program partners

- In most cases, the ILP grantee needs to reach out to potential partners.
- Think about where referrals are currently coming from and approach those partners with ASQ Online.
- Think about where referral could be coming from, even if they aren't now, and approach those partners.
- Also, think about the communities in the ILP service area and which of those might be program partners. Where are children seen? Clinic, Head Start/Early Head Start? Parents as Teachers?
- The Part C Office has identified potential program partners including:
 - Private pediatric and family practice medical providers
 - Tribal health organizations
 - Public health clinics
 - Head Start/Early Head Start
 - Child care programs
 - Home visiting programs including Parents as Teachers
 - Public pre-k programs (school district)
 - Military child care programs

4) How to approach programs

- One-on-one outreach by setting up a meeting and presenting ASQ Online information.
- Orientation to ASQ screening as well as online. Try to get them familiar with ASQ before presenting the technological piece.
- One incentive for programs is they get access to ASQ Online for free.
- Look for opportunities at Child Find events, health fairs, and other events/opportunities.
- Also consider inviting a few potential partners in the room at the same time.

5) What responsibilities does the Enterprise have for programs? (training, problem solving, etc.)

- General technical assistance and problem solving. Help them enter child profiles into the database, and if the partner has a question, they call us.
- If the ILP Enterprise notices that a program hasn't entered any screenings, they should follow up to see what support is needed.
- General TA for programs.
- Setting up Family Access, helping with initial data entry, training.
- Consider including the ASQ Online information in the standard MOA's with programs. Have it in the general MOA and not a separate ASQ specific agreement. This implies an ongoing commitment.
- Alert programs to training opportunities (webinars, recorded webinars, etc.). Provide resource information as it becomes available.
- The grantees could be extending the invitation to programs to participate on the future live or recorded webinars.

6) What are the time/resource expectations for all parties?

- As with anything, it will take more time at first, but once learned it goes pretty quickly.
- It's difficult to quantify time since there are so many variables such as familiarity with similar database programs, number of screenings to enter, general interest and motivation.
- Need to be honest in letting potential programs know that there is a time commitment involved.