Request for Proposal
Data Warehouse Design, Build, and Implementation

1. REQUEST FOR PROPOSAL
   Eckerd Connects invites you to respond to this Request for Proposal (RFP). The focus of the RFP is to select a single organization to provide a comprehensive HIPAA compliant data warehouse solution with the goal of signing a contract by 11/30/2018. This date is an engagement date, not the date we would expect service delivery to begin.

   1.1. Coverage and Participation
   The intended scope of this RFP, and any agreement resulting from this solicitation, shall be for the use of all Eckerd Connects locations, local and remote, including funder provided satellite offices. Eckerd Connects reserves the right to add and/or delete elements, or to change any element of the coverage and participation at any time, without prior notification and without any liability, or obligation of any kind of amount.

2. INTRODUCTION TO ECKERD CONNECTS
   Eckerd Connects is a national nonprofit organization with 160 programs that has served more than 100,000 children, young adults, and families since 1968. Headquartered in Clearwater, Florida, Eckerd Connects offers a continuum of behavioral health, workforce development, juvenile justice, and child welfare services across 20 states and the District of Columbia. Eckerd Connects is one of the largest privately funded nonprofit service providers in the United States and is fully accredited by the Council on Accreditation (COA) and AdvancED™. Eckerd Connects is exempt from federal income tax as an organization described in Section 501(c)(3) of the Internal Revenue Code. The Eckerd mission is to “Provide and share solutions that promote the well-being of children, young adults and families in need of a second chance.” Eckerd Connects plans to create a data warehouse solution to further our mission.

3. OVERVIEW OF CURRENT TECHNICAL ENVIRONMENT
   • Number of end-users supported by Eckerd Connects: 1,800
   • Initial number of contributing users for data warehouse: approximately 1,000
   • Anticipate growth to support up to 2,000 contributors/end-users
   • Critical data sources, including applicable requirement, to be included in solution design are referenced in Exhibit A in the Summary of Exhibits
   • Approximately 15 existing data management solutions (varying in size) will be accounted for in the design
   • Microsoft SQL server DBMS and Azure are absolute technology standards for any proposed Eckerd’s Connects data warehousing solution
   • Data Management and Information Technology operations, support and maintenance are maintained using a blended model of internal staff and vendors

4. SCOPE OF SERVICE EXPECTATIONS & REQUIREMENTS
   Eckerd Connects is a dynamic non-profit organization with a multi-disciplinary need to for a HIPAA compliant data warehouse solution to bridge the gap between services and their respective existing technological data systems. The respondent is expected to define a business and technical architecture to support Eckerd Connects business strategy. This architecture should provide a framework for organizing the data, information management, and technology components that will be used to build the business and data architecture. This RFP is requesting a
response to implement the systems through consulting services and provide pricing for conducting an iterative, incremental, reusable, and adaptable approach to:

- Perform dimensional data modeling of the business data to produce a logical business data model for Eckerd Connects.
- Map the operational business data from the logical business data models into physical business data models.
- Extract/transform/load the business data into conformed business process data marts, subject areas, or data cubes, and a data warehouse based on Eckerd Connects business and operational rules.
- Create a standard end user Business Intelligence application for developing, generating, and scheduling Eckerd Connects custom reports and extracts, ad hoc queries, as well as intelligence dashboards. Minimally, this will include technical requirements as described in RFP Section 4.1 below.
- Create a metadata repository with integration of business, process, and technical metadata into a metadata repository for reporting, querying, reconciliation, and traceability purposes.
- Deliver the essential capabilities of business data profiling and data reconciliation.
- Provide on-the-job training (knowledge transfer) to the project implementation team.
- Provide end user training materials.
- Provide solution architecture and technical documentation.

4.1. Technical Requirements

Please review the following desired functionality per the organization’s major existing data systems and address the ability to include the requests in the proposed solution:

a. Florida Safe Families Network

Florida Safe Families Network (FSFN) is the system of record for Eckerd’s child welfare business with the Florida Department of Children and Families (DCF). FSFN data sharing capabilities include a series of daily extracts that can be downloaded and incorporated into the proposed Eckerd data warehouse. FSFN also has a Business Objects Environment (BOE) for reporting which includes the capability for additional reports to be downloaded via SFTP.

FSFN is owned and managed by DCF. That information system has many limitations. All things considered, Eckerd would like to use a data warehouse to automate recurring reports, where possible. There are also some case management workflows that are not covered or included in FSFN. These include permanency projections and foster home recruitment. Staff currently have to use ancillary systems and multiple spreadsheets to juggle the parts of these activities that are and are not supported by an information system. A data warehouse would make it easier to create and relate new databases to FSFN, when needed. Examples of reporting capabilities desired are listed below, which are to be produced daily, weekly, monthly, and semi-annually, and that vary in audience from internal staff to the public and external stakeholders:

- Daily client-level detail report on the children coming into or exiting care, with ability to aggregate data up to agency level detail
- Weekly production reports on workers and caseloads
- Weekly outcome reports at agency and statewide levels
- Monthly reports with the ability to track progress over time

b. Comprehensive Assessment System

Our Comprehensive Assessment System requires two branches of work regarding the data warehouse. The first, is the ability to create a data collection system interface, which will be used to collect questionnaires completed by clients, parents / guardians, teachers, and staff across the organization. There are 24 versions of the questionnaires (which vary based on age of the client
and the informant completing the questionnaire) which are administered minimally at client intake and discharge (also possibly at annual intervals depending on how long a client receives service through Eckerd Connects programming). The data collection system would then have capability to manage data collected through it, including ability to sort and filter records, as well as export data files on-demand. There will also be need for reporting capability of the records within the data collection system itself:

- Reports for number of questionnaires’ statuses as deployed, submitted, or past due
- Reports of number of questionnaires by informant, age group, submission dates
- Comparison of clients enrolled in the system compared to enrolled in the programs (from other existing data systems (e.g. CRM, Empyra))

There is also a need for a data warehouse for querying abilities to retrieve data from other Eckerd Connects data systems (e.g. FSFN, CRM, Empyra, Mindshare) and export defined data elements from the other systems to interface with another separate database that houses the project specific data. Data would be needed to be shared across systems minimally monthly. There will also be single client information that has been queried against these multiple data systems, which also needs to then be aggregated into reports at the program, macro business unit, and organizational levels. The existing database for the system was built through Microsoft SQL Server, hosted on Azure. Example data elements needed from other data systems are outlined below (and in Exhibit A):

- Case file information from FSFN, CRM (Abuse reports, placement information, case worker information)
- Education data from Empyra, Mindshare (Grades, test results, school attendance, education financial assistance)
- Client assessment information aggregated into reports at program, macro business unit, and organizational levels
- Demographic data at the client level from Microsoft Dynamics CRM and FSFN

c. Empyra

The Empyra OneFlow system requires a data warehouse for sharing Eckerd Workforce Development (EWD) specific data elements required for performance, leadership and business development reporting. There will be both cumulative and single client information queried for reporting needs of the organization.

- Demographic reporting (age, race, education / employment status, zip code);
- Outcome reporting (Assessment results, skills gains, placement, credentials, and follow-up status);
- Client demographics and outcomes aggregated into reports at program, macro business unit and organizational levels;
- Scorecard/performance data aggregated into reports at program, macro business until and organizational levels

d. Efforts to Outcomes (ETO)/Data Backup

Efforts to Outcomes (ETO) data information is a backup of data, utilized in support of Eckerd Workforce Development (EWD), previously collected in a system Eckerd Connects no longer contracts with. Data in the system/backup no longer changes, but is stored in a Microsoft SQL Server format that has to be restored in order to be accessed. Data elements collected from this system / store will be both cumulative and single client information queried for reporting needs of the organization.
• Demographic reporting (age, race, education/employment status, zip code);
• Outcome reporting (Assessment results, skills gains, placement, credentials, and follow-up status);
• Client demographics and outcomes aggregated into reports at program, macro business unit and organizational levels;
• Scorecard/performance data aggregated into reports at program, macro business unit and organizational levels;
• Historical client related financial data both at single client information level and as aggregate reporting at program, macro business unit and organizational levels.

e. Microsoft Dynamics CRM
This system provides a Meaningful Use certified electronic health record, practice management, and case management solution to manage client PHI information across the Eckerd Connects enterprise. There will be both cumulative and single client information queried for reporting needs of the organization.
• Demographic reporting (age, race, gender);
• Outcome reporting (Assessment results, skills gains, placement, credentials, and follow-up status);
• Client demographics and outcomes aggregated into reports at program, macro business unit and organizational levels;
• Historical client related billing data both at single client information level and as aggregate reporting at program, macro business unit and organizational levels;
• Case planning / Treatment Plan status.

f. Mindshare
Mindshare provides insights and analytics across a multitude of data sources, specifically FSFN. MindShare’s interoperability services maximize investments in existing data systems, decreases implementation timeframes and improves efficiencies and economies of scale with increased focus to front line staff. Mindshare solutions enhance the experience and fill in certain known gaps with specialized and operationalized, analytics. For the data rich but information poor, the VisibilityGrid provides interoperability for seamless and out of band data mining with the objective to provide visibility to information that otherwise is not readily available. Reporting efforts provided via the VisibilityGrid are primarily focused on several key performance indicators, Case Worker Compliance, Child Safety, Permanency, Well Being, Cost of Care and others. The VisibilityGrid is more than just a reporting system, it operationalizes source data for daily use with workflow, automation and fidelity monitoring. The views and insights are not only used for critical decisions supports, but drive conversation across caseworkers and their managers maximizing accountability throughout the chain of command.

g. Five Points CoBRIS and CareMatch
CoBRIS is a full case management tool including the ability to track cases, client services, placements, recruitment, homes / facilities, background checks, contracted services and outcomes and costs in an easy to access, user friendly interface. CareMatch is the Placement and Matching module of CoBRIS, utilized to best match children entering the child welfare system by least restrictive, distance from removal address, level of care and child attributes / facility preferences to an available appropriate placement. CareMatch allows Eckerd Connects to store information on children and provider/ facilities to make the best first available match. Intake staff document all referral information on children coming into care of the CBC and placement staff will use
CareMatch to facilitate communication and documentation of providers matched for placement. Information on children is logged, including history, to best understand what has worked well for the child in any previous placements. CareMatch also includes the functionality to appropriately route data points required to be entered into FSFN; as well as a multitude of reports for the CBC contract measures. Critical data points utilized within the solution are:

- **Purchase of Services** – requests, approvals, services rendered and paid for other contracted services for children and families
- **Background Screenings (BSU)**
- **Independent Living**
- **Contract Management in Cotrac** – Provider contracts and supporting documentation
- **FSFN Child Edit Requests** – case management / placement moves
- **Placement Intake**
- **Out of Home Care placement assessment**
- **Inquiry / Licensing data on prospective and licensed foster homes**
- **All Providers / Facilities contracted within Eckerd network or care**
- **Children in care**
- **Placements and Placement follow-up documentation**

### h. Juvenile Justice Information System (JJIS)

Juvenile Justice Information System (JJIS) is the system of record for managing youth that are serviced as part of Eckerd Connects juvenile justice business with the Florida Department of Juvenile Justice (FL DJJ). JJIS currently does not provide any type of data sharing capability that can be downloaded and incorporated into the proposed Eckerd data warehouse and currently requires separate data entry in addition to any similar / same data entry requirements that Eckerd Connects may also have.

JJIS is owned and managed by FL DJJ. The information system has many limitations. All things considered, Eckerd Connects would like to use a data warehouse to automate recurring reports, where possible. As with FSFN, staff currently must use internally developed ancillary systems and multiple spreadsheets to manually manage the lack of interoperability / data exchange between JJIS and Eckerd systems. A data warehouse would make it easier to create and relate new databases to JJIS, when needed.

### i. Finance System Unit 4

Unit 4 is a single ledger, global accounting and budgeting software solution used across the organization. Data elements collected from this system will be client billing information queried for reporting needs of the organization

Additional data systems to consider in scope include Valant, Exponent HR, NC Allies, and possibly eNotes.

### 4.2. Account Management and Engagement Methodology

The selection process for data warehouse services will not only consider the technical specifications offered by the vendor, but also the vendor’s customer engagement practices. In order to gain an insight into the respondents’ vendor-customer relationships and ensure business practices align with those of Eckerd Connects, please clarify the scope of the customer engagement practices outlined below:

- a. Will there be a dedicated technical account manager?
- b. Will Eckerd Connects have access to company leadership?
- c. Can the vendor provide profiles of key staff?
- d. Will the vendor outline functional responsibilities of each role?
5. **SELECTION CRITERIA**

Eckerd Connects will use multiple criteria to select the most appropriate partner. Respondents are encouraged to be as aggressive and creative as possible in their proposals and pricing. The following list summarizes the major qualitative areas that will be evaluated as part of the selection process.

- Nonprofit, industry specific expertise and experience
- Demonstrated customer service quality and support
- Technical and managed services delivery capabilities
- Account management and engagement methodology
- Previous relevant experience
- Ability to initiate service successfully
- Vendor strength, stability, qualifications, references, and certifications/attestations
- Reporting capabilities
- Clear and understandable pricing model
- Length of contract

The evaluation of each response to this RFP will be based on its demonstrated competence, compliance, format, and enterprise applicability. The purpose of this RFP is to identify vendors that have the interest, capability, and financial strength to supply Eckerd Connects with a HIPAA compliant data warehouse solution identified in the Scope of Service Expectations & Requirements section.

6. **PROPOSAL RESPONSE CONTENT AND FORMAT**

Please complete all sections of the RFP. If additional material is required for one or more questions, please use Appendix 1 (see below) for those items and reference them in your response. Your response to this RFP will serve as the basis for the consideration of your potential as a partner. Please prepare your response in 20 pages or less, excluding exhibits and attachments. The format of your proposal should be:

- Executive Summary
- Corporate Information (follow requirements from RFP Section 7a)
- Data Warehouse Service Initiation (follow requirements from RFP Section 7b)
- Data Warehouse Service Delivery Model (follow requirements from RFP Section 7c)
- Price Model (follow requirements from RFP Section 7d)
- Appendix 1 – Additional information vendor may feel is appropriate for Eckerd Connects to consider

7. **PROPOSAL RESPONSE REQUIREMENT**

For the purposes of understanding more about your company and your ability to successfully fulfill the service requirements of this Request for Proposals, please include the information below as part of your response, clearly referencing each specific question.

a. Corporate Information

- Give a brief overview of your organization’s involvement in providing data warehouse services, to include experience in support of organizations providing services in the areas of child welfare, juvenile justice, workforce development, and health and human services.
- How long has the organization been in this business and what is your current market share?
- Provide your organization’s annual sales volumes, to include the percentage of annual sales volume that is solely from data warehouse design and build related services.
- In what U.S. cities do you maintain offices? Where is your primary office located?
• Indicate the number of employees in your organization. How many of those are dedicated to account management and/or technical support? Please ensure you indicate in your proposal how many, if any, resources will be dedicated to Eckerd Connects.
• How many employees are full-time vs. contracted?
• What differentiates your organization from your competitors in the marketplace and how will this be relevant to Eckerd Connects and the success of this partnership?
• Will you subcontract any components of the proposed solution to third party organizations? If so, please describe the components to be subcontracted and provide details of any agreement in place with the subcontracted firm/individuals as well as a summary of past work that you have successfully completed together. Please also indicate if any of the proposed scope of work /services will utilize offshore resources
• Please describe your organization’s experience (years, industry expertise, etc.) in providing data warehouse services for your customers, focusing on planning, sizing, implementation, management and ongoing support.
• Please provide details of three current customer accounts (non-profit customers are preferred) that are similar in size, scope and requirements to those of Eckerd Connects. For each customer reference, please indicate the specific services you provide, start and end date of the contract, and number of employees. Please provide contact information for each of the three customers.

b. Service Initiation
• Please provide a proposed work plan for implementing your data warehouse services solution. We are looking to understand each vendor’s process and capability to successfully initiate service. Specifically, provide the following information:
  o Key activities
  o Timing
  o Information / resource requirements from Eckerd Connects
  o Deliverables
  o Key milestones, checkpoints, and other decision points
• If we elect to move forward with your organization, what Eckerd Connects resources would you require (e.g. information, data, staff resources, communication) during implementation and on an ongoing basis?
• Indicate the timeline you would be able to begin implementation. Please describe your approach to how Eckerd Connects existing managed data systems will be considered in your implementation plan.
• Can you provide specific examples of how you have worked with customers that began with limitations to internal data sharing, with respect to many separate, disparate, existing data systems, and helped them create a well-executed technological solution to manage data across their organization? What were the critical success factors in this transformation? How has that experience impacted your service initiation process?

Service Delivery
• Please identify the team that will be assigned to the project and describe how you plan to interact with us and any partners/third party providers that may also provide services to Eckerd Connects.
• Please describe your experience in successfully supporting users, who may possess limited technical skills and that may be involved in the trouble-shooting process of the proposed solution.
• Please identify the data components of the solution’s architecture. This should include the internal and external sources of structured and unstructured data that users will need to access and analyze.
to meet their business requirements, including requirements for data currency, data quality and the level of detail.

- Provide the information management components of the architecture, which should include data integration, data cleansing, data dimensions and business rules that conform to the architectural guidelines and Data Governance best practices.
- The architecture should describe the conceptual and logical technology components to be used to present information to business users and enable them to analyze the data. This includes the tools to be used within an organization as well as the supporting IT infrastructure – i.e., hardware, database software and networking devices.
- The architecture should support descriptive, predictive and prescriptive analytics, while leveraging Data Visualization technologies.

d. Price Model
- Describe the pricing model(s) that you typically employ for a data warehouse solution. We need to clearly understand one-time cost to initiate service, ongoing monthly fees (including any estimated hosting, usage and licensing fees, if applicable), when we would be asked to pay additional one-time fees and how the monthly fee might increase over time. The RFP response must include software and implementation pricing for the following:
  - Data modeling software;
  - ETL (extraction/transformation/loading) software;
  - Metadata repository &/or metadata integration software;
  - Automating job/routine scheduling software;
  - End user Business Intelligence data analytics software, with a GUI front-end application, for creating report, ad hoc queries, intelligence dashboards, alerts, and performing descriptive, prescriptive, predictive modeling, interactive analyses, forecasting, and simulation.

*** Note: Microsoft SQL server DBMS and Azure are absolute technology standards for Eckerd’s Connects.

8. COMMUNICATIONS AND RESPONSE
Verbal communication shall not be effective unless formally confirmed in writing by the specified RFP Coordinator in charge of managing this RFP process. In no case shall verbal communication govern over written communication.
Gina Mercuri is the designated RFP Coordinator for this initiative. For any information relative to this RFP, please direct all inquiries, questions, and requests for clarification related to this RFP, to the RFP Coordinator via email as follows:

Gina Mercuri
Eckerd Connects
Gmercuri@eckerd.org

Formal Communications shall include, but are not limited to:
- Intent to propose and questions concerning this RFP: Questions must be submitted, in writing, via the email address provided, and received prior to 5:00 PM EDT, October 22, 2018.
- Errors and omissions in this RFP and enhancements: Vendors shall bring to Eckerd Connects any discrepancies, errors, or omissions that may exist within this RFP. With respect to this RFP, vendors shall recommend to Eckerd Connects any enhancements that might be in the best interests of Eckerd Connects. These recommendations must be submitted via email and be received prior to 5:00 PM EDT, October 22, 2018.
• Inquiries about technical interpretations must be submitted in writing via the email address provided and be received prior to 5:00 PM EDT, October 22, 2018.

9. NOTIFICATION OF INTENT TO RESPOND AND CLARIFICATION QUESTIONS
Please indicate your intention to respond, by email, to the above email address by the Intent to respond and Questions Due date outlined in the Key Dates table below. In addition, please provide the contact details of the individual responsible for coordinating your RFP response.
• We ask that you submit any clarification questions regarding the RFP in writing to the RFP Coordinator mentioned above. Written responses will be delivered via email, to all respondents, by the Answers Provided date.

10. RESPONSE DELIVERY INSTRUCTIONS
Please submit an electronic copy of your “Original” proposal to the email address indicated in the Communications and Response section above. All responses must be received on or before close of business (5PM EDT) on the Proposals Due date indicated in the Key Dates table below. Additionally, Respondents are to submit one (1) original hard copy of proposal marked “Original” and eight (8) hard copies, marked “Copy.” Each original and copy must be individually bound.

11. NO PUBLICITY OR PROMOTION
Respondents shall not make any public announcement or distribute any literature regarding this RFP or otherwise promote itself in connection with this RFP without the prior written approval from Eckerd Connects.

12. CONFIDENTIALITY
All correspondence, documentation, and information of any kind, provided to any Respondent, in connection with or arising out of this RFP or the acceptance of any response:
• Remains the property of Eckerd Connects,
• Must be treated as confidential,
• Must not be used for any purpose other than for replying to this RFP and for fulfillment or any related subsequent process or agreement,
• Must be returned upon request.

13. VENDOR PRESENTATIONS
Our intention is to hold presentations/demonstrations with one or more firms on the Presentations dates indicated in the Key Dates table below. The presentations will be held at the Eckerd Connects Support Center in Clearwater, Florida and we will endeavor to provide the successful firms with as much advance notice as possible.

14. KEY DATES

<table>
<thead>
<tr>
<th>Event</th>
<th>RFP Issued</th>
<th>Intent to Respond and Questions Due</th>
<th>Answers Provided</th>
<th>Proposals Due</th>
<th>Oral Presentations (if needed)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time</td>
<td>5PM EDT</td>
<td>5PM EDT</td>
<td>5PM EDT</td>
<td>5PM EDT</td>
<td>TBD</td>
</tr>
</tbody>
</table>

15. NO GUARANTEE
Eckerd Connects makes no guarantee of future volumes and offers volume information for directional purposes only, to assist vendors with proposal preparation.
16. SUMMARY OF EXHIBITS
   Below is a summary of the supplemental information that is referenced in RFP Section 3. Please carefully review
   this information prior to preparing a response. The exhibit starts on the next page.
## A. Exhibit A – Existing System Needs from Data Warehouse

<table>
<thead>
<tr>
<th>Relevant Data Systems</th>
<th>Relevant Business Unit</th>
<th>Data Needed from Data Warehouse</th>
</tr>
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<tbody>
<tr>
<td>FSFN</td>
<td>Child Welfare</td>
<td>FSFN daily data extracts, SFTP scheduled Business Objects reports, clients active receiving services, case details-open and closed, outcome measures, placements, providers, payments</td>
</tr>
<tr>
<td>Empyra</td>
<td>WFD</td>
<td>Participant demographics, program eligibility/enrollment/closure/exit /follow-up dates, Adult Ed/OJT/Work Experience/Classroom training elements, client related financial tracking, assessment results pre/post testing (TABE/CASAS/WorkKeys/IXCL etc), credential attainment (including GED/HSD), Measurable Skills Gains, including increased math and reading, jobs and education placements, follow-up jobs and education placements, quarterly wages. We need to collect satisfaction surveys (not yet in Empyra but will be implemented).</td>
</tr>
<tr>
<td>ETO</td>
<td>WFD</td>
<td>Participant demographics, program eligibility/enrollment/closure/exit /follow-up dates, Adult Ed/OJT/Work Experience/Classroom training elements, client related financial tracking, assessment results pre/post testing (TABE/CASAS/WorkKeys/IXCL etc), credential attainment (including GED/HSD), Measurable Skills Gains, including increased math and reading, jobs and education placements, follow-up jobs and education placements, quarterly wages.</td>
</tr>
<tr>
<td>CRM</td>
<td>Cumulative Care</td>
<td>CCP contains: Participant demographics, program enrollment, assessments (education, MH, Social Skills...) satisfaction surveys, post discharge follow-up, incident reporting, safety drills, census targets.</td>
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<tr>
<td>CRM</td>
<td>Residential, Aftercare, Prevention, Family Preservation, Post Adoption, Supervised Visitation, Day Treatment, Foster Care, Wraparound Services</td>
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<tr>
<td>CRM</td>
<td>Innovation</td>
<td>Attained High School Diploma/GED/HiSet/High School Equivalency/Credential, Attained 2 or 4 Year Degree, Passed State Approved Skills Efficiency Test (TABE/CASAS), WFD Program Attendance, College GPA, College Earning Credits on Track to Graduate, College Assistance with FASFA, College Connected to Financial Resources, College Receiving a Tuition Waiver, High School Critical Course GPA, Pass all EOCs in Required Subject Areas, Promotion to Next Grade Level, Report Cards, School Attendance, School Stability, Developmental Screen Results Currently Used in Program(s), Receiving Federally Certified Educational Services, Receiving Additional Education Services</td>
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<tr>
<td>CRM</td>
<td>Innovation</td>
<td>Caseworker Stability (Number of Assigned Caseworkers), Placement Reports (Sibling Placement, Sibling Visitation, Relative Placement, Placed in Permanent Home, Placement Stability)</td>
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<tr>
<td>CRM</td>
<td>Innovation</td>
<td>Verified Abuse Reports (from state or Eckerd case files), Tracking Eckerd Referrals to Financial Assistance</td>
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<tr>
<td>CRM</td>
<td>Innovation</td>
<td>Tracking Eckerd Referrals to Mental Health Resources</td>
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<tr>
<td>CRM</td>
<td>Innovation</td>
<td>Results from Archival Developmental Screens already used in various programs, Records of Juvenile Delinquency or Legal Trouble, School Suspensions and Expulsions</td>
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<td>Mindshare</td>
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<td>Five Points</td>
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<tr>
<td>JJIS</td>
<td>Dual entry for Project Bridge &amp; Community Connections</td>
<td>JJIS contains: Referrals, Prior Placements, Participant demographics, program enrollment, PACT assessments, YES Plans, Recidivism. It would be beneficial to have this data uploaded to CCP vs manual entry.</td>
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<tr>
<td>Salesforce</td>
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<td>FFT</td>
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<td>Protective Factors</td>
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<td>NC Allies (NC DJJ)</td>
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<tr>
<td>Finance</td>
<td></td>
<td>No data needed; can feed data into system as applicable via web-services or IDE</td>
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