



**SPONSORING
ORGANIZATIONS**

Programs for Parents
570 Broad Street
Newark, NJ 07102
www.programsforparents.org/shared-services

CONTACT PERSON

Phillip Hooper
(973) 297-1114 X.4165
phooper@programsforparents.org

**DATE PROGRAM/
ALLIANCE BEGAN**

Alliance was launched in
January, 2017

GREATER NEWARK SHARED SERVICES ALLIANCE

Newark, NJ

SERVICE DELIVERY AREA

Greater Newark Region/Essex County

POPULATION SERVED

Approximately 1800 children birth through 5 years old.

SUMMARY OF APPROACH

The Greater Newark Shared Services Alliance is a 12 member, 10 early childhood organizations. Our structure is based on membership invites, followed by an MOU. Through implementing a Shared Service strategy with a focus on strengthening fiscal leadership, providers remain small and nimble, while also gaining economies of scales by sharing services with larger organizations. GNSSA uniquely incentivizes ECE providers—often seemingly in competition with one another—to collaborate in a way that allows them to maintain their individual autonomy, but come together to achieve a collective goal of building quality.

For the future, we will continue to listen to the evolving needs of members and their centers. In the meantime, our goals for the future are to provide support with recruitment, provide covid-19 resources and build our sub pool.

TECHNOLOGY PLATFORM(S) USED BY THE ALLIANCE

- ProCare
- Dojo

SERVICES PROVIDED

- Group Purchasing of goods and services
- Administrative Support
- Enrollment
- Marketing
- Training
- Substitute Pool
- Accreditation/licensing/quality rating improvement supports
- Food delivery program

FUNDING

Funding source for Alliance startup: Foundation grants

Funding source for ongoing Alliance implementation: State public funding

Do Alliance members pay fees for services received? No

Do membership fees cover Hub cost of services? No

IMPACT

Increased use of the shared substitute pool and identified potential opportunity to use the pool as a pipeline for full time staff recruitment (total cost savings of 900 hours of human resources times and \$30,000). Increased membership engagement and “buy in,” as more members participated in key GNSSA activities like shared professional development (774 hours of training for ECE member’s staff). Development of a Cost Savings committee structure which led to the pilot of a Food Delivery Service as a cost and time savings strategy for providers. Joint-advocacy among GNSSA members that led to a negotiation of a 25% discount from a local provider of office supplies/services for ECE providers. GNSSA also provides ongoing pandemic support through giving out free PPE and mental health resources for directors and staff. Our members also are able to strengthen their center’s finances through financial counseling with First Children’s Finance.

Lastly, GNSSA works together to ease the stress of staffing. We’ve created a comprehensive staff recruitment tool by developing a sub pool that is shared amongst Alliance members, each member provides assistance with phone screens for one another and we’ve created job fairs for member only.