

TITLE V DATA INTEGRATION TIP SHEET: RETURN ON INVESTMENT

The successful integration of Title V data into an Early Childhood Integrated Data System (ECIDS) requires a mutually beneficial partnership and demonstration of the value of using integrated data to inform decisions. From the beginning of the collaboration, many data sources forget to communicate their desired output for participation or return on investment (ROI) from the ECIDS. This ROI communicates to Title V leadership that the result is worth the venture into the ECIDS. Leadership from both programs should engage in this conversation early in the partnership to avoid costly updates and changes in the future.

- ✓ Title V programs should decide how they will measure ROI. ROI may be economic, quantitative, qualitative, or a combination of all three. For example, will ROI be measured by easier data collection for federal reporting? Perhaps this will be measured by the quality of data to inform decisions or cost savings from getting data from a single source versus from multiple external agencies.
- ✓ Title V program's ROI should be documented and reviewed often to ensure the program's output from the ECIDS is equal to or greater in value than the input. Tangible examples of Title V program ROI should also be documented and reviewed often by stakeholders, including any Title V program-specific reports.
- ✓ Title V program ROI justifies ECIDS participation, informs project planning, may fulfill federal and state statutes and mandates, and documents system and program improvements. As such, Title V programs need to establish with ECIDS staff if they are looking for real time data, annual data, data for research purposes, or a combination of all three.
- ✓ Title V programs should identify if ROI is contingent on ad hoc or standardized ECIDS reporting. For example, Title V programs may request standardized reports based on national performance measures to simplify federal data reporting. Or, they might be interested in looking at data specific to Title V program outcomes.
- ✓ Title V programs should review current and forecasted financial or human resource requirements to participate in the ECIDS. These requirements should always be compared to Title V program's documented ROI measures to inform continued participation conversations.

Return on Investment Resources and Tools

- [SLDS Topical Webinar Summary: Measuring and Documenting Return on Investment](#)
- [SLDS Best Practice Conference Presentation \(2012\). Documenting and Quantifying ROI](#)