

Request for Proposal 23-73-695

Executive Summary

1st Kids, Inc.

First Steps System Point of Entry (SPOE)

RFP

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Request for Proposal 23-73695

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1st Kids Bidder ID# - 0000033511

1st Kids FEIN - 32-0026299

1st Kids Business type: Corporation

1st Kids NAICS Code: 623990



1ST KIDS, INC
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RE: RFP 23-73695

December 12, 2022

To Whom it may concern:

Thank you for the opportunity to participate in the State of Indiana First Steps RFP process. 1st Kids' proposal includes regions A, B, C and D. The entire 1st Kids team is excited by the opportunity to continue to provide high quality services to the children and families residing in the thirty-five counties included in regions A, B, C and D. We are confident that 1st Kids is positioned to continue to deliver exemplary services to participant families while collaborating with State staff, provider agencies and community partners.

The 1st Kids team has worked with the State of Indiana since the implementation of the System Point of Entry (SPOE) structure in 1996 and was among the original "Phase 1" SPOE counties. While much has changed since 1996, our commitment to the care of young children and their families has remained steadfast. As a non-profit organization, 1st Kids is structured in a way that minimizes overhead and extraneous expense. This allows all resources to be driven as closely to the client as possible. Our organizational structure is lean and efficient. This effectiveness positions 1st Kids to respond to the unique needs of the children and families we serve.

Our view of the world is simple, maintain a small but focused organization that is efficient, responsive and delivers. The fundamentals of our focused approach to service delivery has allowed us to avoid the temptation to dilute our effectiveness by trying to be everything to everyone. Focus and expertise at times requires difficult decisions. 1st Kids has consistently made the decision to remain deliberate in our effort to deliver high quality services to First Steps' children and their families. Delivering the expertise necessary to effectively serve children and families comes through the recruitment, development and retention of a stable workforce that is equally committed to positively impacting the lives of those our agency supports.

With over twenty-five years of experience working in the State of Indiana Early Intervention system, 1st Kids possesses a keen understanding of the program requirements, State expectations and the needs of those participating in the program. 1st Kids leadership team clearly understands First Steps key objectives and Annual Performance Indicators and is committed to successfully executing the First Steps program at the local level while also partnering with the State to continue to make Indiana a national leader in the successful administration of early intervention services.

1st Kids is eager to continue our partnership with BCDS State staff and other First Steps fiscal agents to ensure Indiana is able to maintain success in each of the required federal “indicators.” Achieving this success will require continuous communication and collaboration. The 1st Kids team has a well established record of building and maintaining strong partnerships while striving toward excellence.

1st Kids has grown and evolved with Indiana’s Early Intervention system. 1st Kids began by working with just one Indiana county and has grown to successfully service thirty-five (35) counties. While 1st Kids has sought growth and expansion, the organization has also responded and supported the needs of the State. 1st Kids expansion into regions B and C were at the direct request of the State of Indiana BCDS. 1st Kids stable organizational foundation as well as strong understanding of federal and state regulations allowed for expansion without interruption of services to children. Relationships with community partners, physicians, provider agencies and families in the expanded regions improved significantly as 1st Kids began to administer the SPOE in these areas. Region C is an example of this success. This region experienced an 11.6% increase in children served between 2017 and 2021 (last available data). This region continues to see positive growth in both children served and community impact as do regions A,B and D.

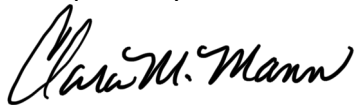
Selecting 1st Kids to continue to administer the SPOE contract in regions A, B, C and D will ensure continuity of care for enrolled children and families while continuing successful referral and enrollment of the at risk population served. 1st Kids has dedicated years of effort and resources to establishing strong trusting relationships with First Steps referral sources in each of the regions. Physicians, family health clinics, WIC programs and families are examples of those who know how to easily and confidently submit referrals. Individuals making referrals have established relationships with the SPOE and have confidence that their patients and clients will be treated with care and respect.

First Steps is much different and far improved from the inception of the SPOE system. 1st Kids looks forward to continuing to be a partner in the ongoing advancement and evolution of a system driven to help families build a strong foundation upon which to construct their children’s future.

1st Kids is eager to be a part of the continuous improvement of the First Steps program through the implementation of Family Guided Routine Based Intervention (FGRBI) practices and the LifeCourse framework. These exciting advancements have the potential to empower families with the tools necessary to successfully manage their experiences in ways that are uniquely tailored to meet their desires and expectations.

It continues to be an honor and privilege to be a part of the First Steps system. 1st Kids looks forward to the ongoing opportunity to participate in the delivery of these vital early intervention services and the continuing opportunity to have a significant impact on the trajectory of the lives of young children and their families.

Respectfully,

A handwritten signature in black ink that reads "Clara M. Mann". The signature is written in a cursive, flowing style.

Clara M. Mann
Executive Director