

## DROP-IN CHILDCARE MANAGEMENT SYSTEMS COMPARISON GUIDE

<p>Drop-In Childcare Centers have specific needs that require special software. While there are many generic childcare management software packages available, there are only a few that are specifically designed for the needs of drop-in centers. Trying to use traditional childcare software for a drop-in center is like trying to use a screwdriver to hammer in a nail. It won't do a good job, it will take you a lot longer, and you will have to improvise a lot.</p> <p>The purpose of using software designed and tailored for Drop-In Centers is to seamlessly automate your reservations process, check in and check out process, automatically calculate what a family owes including sibling discounts and coupons, quickly and easily charge for incidentals such as snacks and books, automatically create bills and statements, and be able to set up and sell prepaid packages. Like stores, Drop-In Centers can be point of sale, meaning parents pay when they drop off or pick up their child. Because of this, the process must be intuitive, simple, and quick.</p> <p><b>Advantage: DropInCare Sage-</b> Complete, professional, simple, and affordable.</p>	<p>Drop-In Center Management software comes in both pc installed and web based systems. Both of these platforms offer somewhat similar quality and functionality, but there are some key differences:</p> <ol style="list-style-type: none"> <li>1) With web based systems, you are leasing the software; you don't own the software or your data, and there is a monthly fee to use the software, which can always increase.</li> <li>2) To effectively use web-based software, you need a fast and reliable internet connection. If the internet is down, you can't use your software. This is especially important in a point of sale environment because you need your system to process families in real time.</li> <li>3) By their nature, web-based systems respond slower than pc-based systems. If a line of parents are waiting to be checked in or out, you need a system that can process quickly.</li> <li>4) Both systems protect your data and can offer access through an internet connection. Some pc installed systems offer web based backup (as well as backup to a flash drive, hard drive, etc,) and you can use remote login solutions to access your system from any location.</li> </ol> <p><b>Advantage: DropInCare Sage -</b> PC based and includes free web based backup</p>
<p>Drop-In Centers usually have a large clientele because they cater to the general public. It doesn't make sense to limit the number of children the system can hold, because any drop-in center will quickly exceed that limit. In addition, limiting the number of children the center processes during a day makes little sense because it all depends on how many children come that day and how many hours each child uses. A center with a 30 child capacity can easily process over 100 children on a busy day.</p> <p>The DropInCare Sage can store an unlimited number of children and can process an unlimited number of children per day.</p> <p><b>Advantage: DropInCare Sage-</b> Unlimited children and unlimited children processed per day</p>	<p>Drop-In Center Management Software support ranges from all inclusive phone, email, online, and forum support, all the way down to email support only. Many users of software that lacks good support struggle to find answers, resort to doing things manually, or in the worst case, simply give up and go back to how they were doing things before they purchased their new software. Even though you may only need support occasionally, having access to that support is very important. Your new software should offer multiple means of support, as well as training options to help you.</p> <p>When you do need live support, you should be able to get instruction and advice from knowledgeable support persons. There is nothing worse than having a support person read to you from a manual -&gt; you could have done that yourself.</p> <p><b>Advantage: DropInCare Sage -</b> Inclusive affordable support and knowledgeable people</p>
<p>Some Drop-In Center packages are sold in modules. The reasoning is that you shouldn't have to pay for modules you don't need. Buying software in pieces is expensive, and modules are frequently codependent, so if you need a specific function, you have to buy several modules. In addition, how much time will you spend doing things manually until you can afford to purchase additional modules to automate the functionality you need?</p> <p>Another big issue with module based software is how you use the software. When software is broken into modules, you have to go to that module for specific tasks. This can often mean that you have to go from module to module to perform a task.</p> <p><b>Advantage: DropInCare Sage -</b> No Modules, period!</p>	<p>Annual new version updates help to keep your software current and relevant. Think of how quickly technology changes, and how much less productive you will be if you get new versions every few years. Users always want new enhancements and improvements at a reasonable cost, but some childcare software companies charge a separate support price for each module that you purchase. Other childcare software companies charge close to 20% of the software price for annual support.</p> <p>It is always better if users are using the latest version, because they have the latest functionality to help their center.</p> <p><b>Advantage: DropInCare Sage -</b> All updates are included in the low annual support charge</p>
<p>Most center management software packages don't have a return policy and all sales are final. For all childcare centers, and especially Drop-In Centers, management software is their business partner. Getting comfortable with the software in day to day use takes time, and making sure the software will work for your center is important.</p> <p>We are one of the only childcare software companies to offer a return policy because we want to be your software partner in running your center. Our goal is not just making the sale.</p> <p><b>Advantage: DropInCare Sage-</b> 100% 60 Day Money Back Guarantee</p>	<p>At most drop in centers, center management software is used from multiple computers. Having 2 people enter data is much faster than 1 person, and having multiple people checking children in and out at the same time increases productivity.</p> <p>Some of our competitors make you purchase additional seat licenses to use the system from multiple computers. We think that you should have the ability to use our software on as many computers as you want to manage your center.</p> <p><b>Advantage: DropInCare Sage-</b> Unlimited seat licenses to manage your center.</p>

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Our functionality speaks for itself. Please review our extensive feature and comparison chart below:

Feature M(number) means module	DropInCare Sage™	StayTrak ™	iCare™ Std Large	ProCare™
version	v17.3			v10
<b>Specific Drop In Center Functions</b>				
1 screen that shows children currently at the center and capacities	●	●	M1	M3
1 screen to check children in and out	●	●	M1	M3
1 screen to check children in and out, and bill them for care	●	●	M1	
1 screen to check children in and out, bill them for care and incidentals, take payment, and print receipt	●	●		
Unattended parent check in/out with automatic invoice printing and balance processing	●			
Automatically calculate sibling discounts	●	●	M1	
Automatically apply coupons to bills	●	●	M1	
Full reservation system (one-time and standing reservations)	●		M1	
Prepay for reservations (pay when dropping the child off until the scheduled pickup time)	●			
Use barcode scanning to add incidental expenses into accounts	●			
Unlimited check in and out times per day	●	●	(2/day)	M3
Create and apply prepaid packages (dollar based and hours based)	●	●	M1	
Setup Package Expiration (package hours are good for 2 months)	●			
Check for hours remaining	●	●	M1	
Report that shows daily usage by hour	●	●	M1	
Report that shows daily sales, income, and packages sold	●	●	M1	
<b>General Childcare Center Functions</b>				
<b>Child Information</b>				
Store child information including medical history, remarks, immunizations, and photos	●	●	●	M1
Store parent and pickup person information including address, phone numbers, email, and photos	●	●	●	M1
Store center information including class, enroll dates, and bus run information	●		●	M1
<b>Child Progress / Incidents</b>				
Track child progress, milestones, and achievements through daily log	●			
Track child incidents through event log	●			
<b>Staff Information</b>				
Store staff information including certifications, and photos	●	●	●	M4
Store job information including class, employment dates, and work schedule	●		●	M4
Store future work schedules by date ranges (used for future child/staff ratio planning)	●			
<b>Timeclock</b>				
Let parents sign their children in/out	●		●	M3
Let staff sign themselves in/out	●	●	●	M3
Display general messages	●		●	M3
Leave messages for specific parents and staff	●		●	M3
Let parents leave messages to staff	●			
Sign in siblings together instead of 1 at a time	●	●	●	M3

Batch sign in/out groups of children (bus drop off, etc)	●	●		
Ability to have multiple timeclock computers	●		(+\$95/pc)	(+\$195)
<b>Child Attendance</b>				
Print attendance reports that show child counts, children arriving and leaving, and capacity	●	●	●	M3
<b>Child Billing</b>				
Automatically calculate and charge accounts	●	●	●	M2
Automatically generate child bills	●	●	●	M2
Ability to setup and edit central/global list of rates	●	●	●	M2
Ability to assign rates to rooms and automatically copy rates into accounts	●		●	M2
Works with fixed cost/tuition billing (same amount each week/month)	●		●	M2
Works with late pickup and overtime billing (if child comes in early or leaves late)	●		●	M2
Works with hourly/daily/weekly/monthly billing (child is billed for each hour they are at the center)	●	●	●	M2
Ability to itemize charges for additional classes (dance, etc)	●			
Ability to itemize charges for additional daily charges (lunch bunch, etc)	●			
Ability to add global discounts (sibling, employee child, member, etc)	●			
Automatically email child bills	●		●	M2
Insert center logo into bills	●	●	●	M2
Use <u>Barcode scanning</u> to add charges into accounts	●			
<b>Staff Timesheets</b>				
Graphically track staff hours	●	●	●	M3
Keep track of vacation, personal, sick-leave and holiday hours	●		●	M4
Print staffing reports that show daily staff counts and staffing schedules	●		●	M4
Print staff schedules	●		●	M4
<b>Staff Wages</b>				
Automatically calculate and record wages	●		●	M6
Works with fixed salary payroll	●		●	M6
Works with overtime	●		●	M6
Works with hourly/daily/weekly payroll	●		●	M6
Setup different rates that apply to different days and hours (higher hourly rate for evenings or weekends)	●			
Ability to enter additional wages and expense reimbursements	●		●	M6
Automatically generate staff paysheets with hours, wages, and expense reimbursements	●		●	M6
Full Payroll system that withholds taxes and print paychecks	●		●	M6
<b>Child/Contact Functions</b>				
Find contacts and children through any combination of information	●		●	M1
Store and Recall search criteria	●			
Create custom reports with selectable information, information column order and contact grouping	●		M2	M1
<b>Center Functions</b>				
Track and schedule center inspections, maintenance, etc	●			
Keep a daily center journal	●			
Waitlist with waitlist aging reports	●			
<b>Center Ledger / Expenses</b>				
Store center expenses such as food, rent, utilities, etc	●		M2	M5
Setup and apply recurring expenses (rent, utilities, etc) (don't have to reenter for each month)	●			

Track and reconcile bank accounts	●		M2	M2
Calculate Net Income, Profit/Loss, etc	●		M2	M5
Store mileage expenses	●		●	M5
Add time-use % to expenses	●			
<b>Accounting Reports</b>				
Reports that show childcare payments made and owed	●	●	●	M2
Account aging and overdue reports	●	●	●	M2
Reports that show staff wages paid and owed	●		●	M6
<b>Organization Functions</b>				
Daily Activities and To Do List	●			
Built in Appointment date book and alarms	●			
Create form letters through Microsoft Word®	●		●	M1
<b>System Functions</b>				
Multiple level password system (8 levels)	●	●	●	M1
Username/Password log in system	●	●	●	M1
Built in On-Line Database Backup function	●	●	●	M1
Networkable	●	●	\$95/pc	M12
Multiple Site Functionality	●	●	Call	?
<b>Quickbooks Pro™ Integration</b>	●	●	Call	?
Support for International Currency	●			
<b>Cost for Complete System</b>				
	\$1,195	\$1,500/yr	\$3,190 <sup>1</sup>	\$3,165 <sup>2</sup>
<b>Free Support With Purchase</b>				
Annual Support	1yr	Included	1yr	1yr
Annual Support	\$100	Included	\$430+	\$95
<b>Included License Seats for computers that manage the center (Main Program/Timeclock)</b>				
	∞ / ∞	∞ / ∞	1/1	2 / 1
<b>Cost for additional License Seats (prices are to add network functionality to the package)</b>				
	\$0	\$0	\$95/pc	\$195
<b>Return Policy</b>				
	60 Day 100%	None	None	None

### Comparison Chart Symbol Legend:

- (<sup>number</sup>) – footnote  
M(number) – module id for that feature  
+(price)) – additional cost for that feature

### Footnotes:

- 1- Similar cost includes: M1,3,4  
2- Similar cost includes: M1,2,3,4,5,6,7

### Modules:

<u>iCare Standard Large</u>	<u>Cost</u>	<u>Procare v10</u>	<u>Cost</u>	<u>Procare v10</u>	<u>Cost</u>	<u>Procare v10</u>	<u>Cost</u>	<u>Procare v10</u>	<u>Cost</u>
M1- Drop-In Mgr	\$395	M1- Family Data	\$695	M4- Employee Data	\$495	M7- Agency Accounting	\$195	M10- Quickbooks Integration	\$195
M2- Professional Version	\$595	M2- Family Accounting	\$395	M5- Accounts Payable	\$795	M8- Door Controller	?	M11- Networking	\$195
		M3- Attendance Tracker	\$395	M6- Payroll	\$295	M9- Corporate Organizer	?		

## System Screenshots:

Screens in the DropInCare Sage are clean and open, with defined entry boxes to help you work faster. Our screens display lots of information to keep you from having to click from screen to screen, and to make you more efficient. Our screens also use soft colors and gray backgrounds, instead of contrasting colors that can distract you.

### DropInCare Sage 17.3™

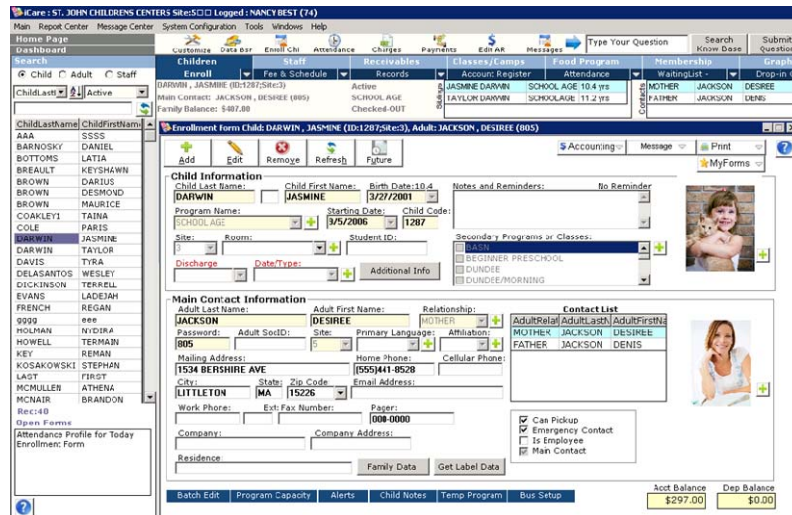


DropInCare Sage is a Trademark of B & I Computer Consultants, Inc.

### StayTrak™ n/a

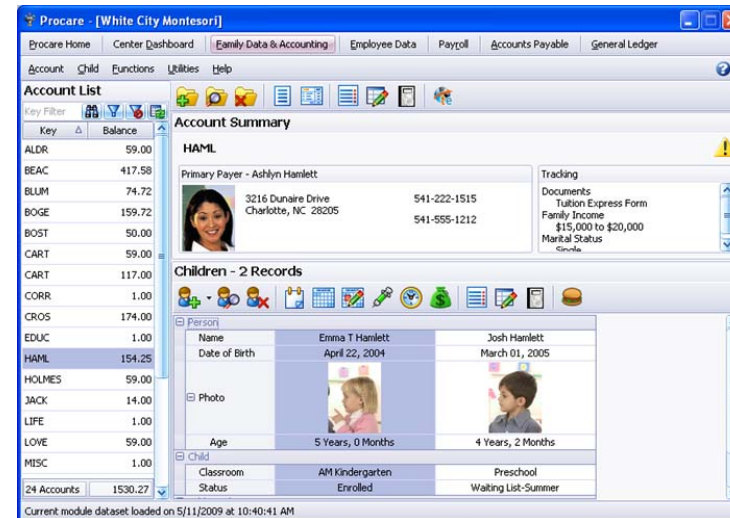
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### ICare™



ICare is a Registered Trademark of Orgamation Inc

### ProCare 10™



Procare is a Registered Trademark of Professional Solutions