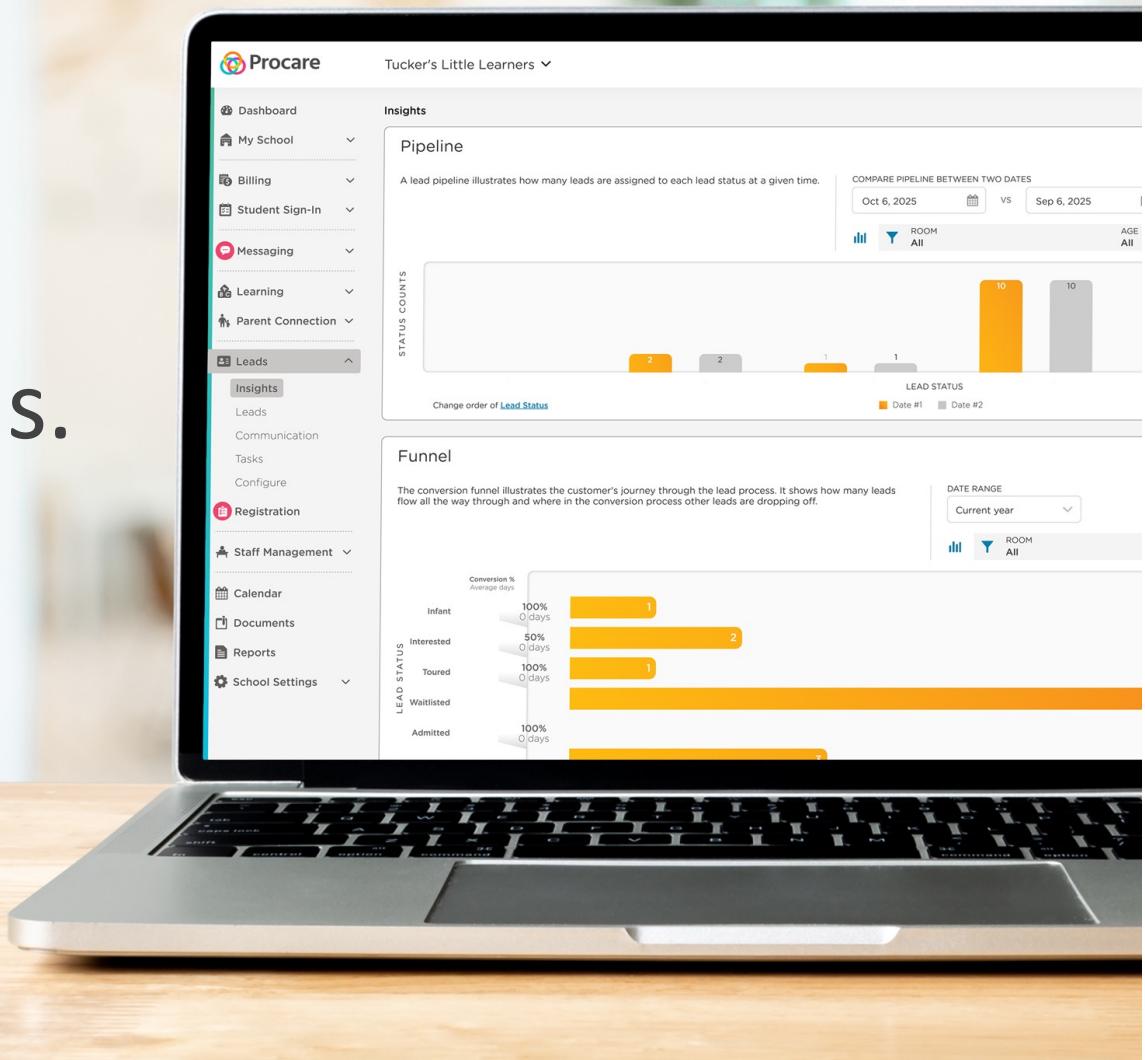




Seamless operations. Brighter futures.

Customer Name

Date

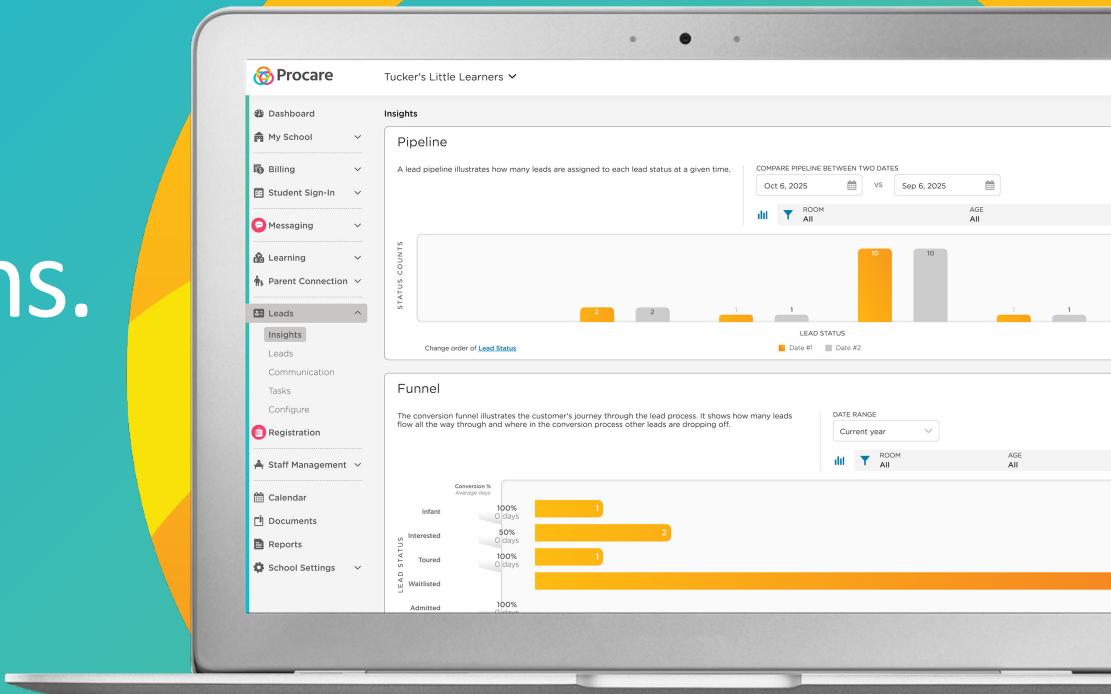




Seamless operations. Brighter futures.

Customer Name

Date



Welcome

Who's In the Room Today



Katie McSparron
VP, Portfolio Growth



Preston Holden
Manager, Technical Services



Another Person
Job Position, Division

Agenda

1. Introductions
2. Your Center Needs
3. The Procare Difference
4. Procare Demonstration
5. Next Steps

Welcome

Agenda

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Another Person

Job Position, Division

Welcome



AGENDA

1

Introductions

2

Your Center
Needs

3

The Procare
Difference

4

Procare
Demonstration

5

Next Steps

WHO'S IN THE ROOM TODAY



Katie McSparron
VP, Portfolio Growth



Preston Holden
Manager, Technical Services



Another Person
Job Position, Division

The Reality Facing Child Care Centers

61%

of centers struggle
to hire and keep staff



48%

report burnout and concern
for staff well-being



40%

have trouble maintaining
consistent enrollment



35%

have limited access to
grants and public funding





WE TURN YOUR CHALLENGES INTO SOLUTIONS

From office to classroom to palm of a parent's hand, **we're more than software**—we're the heart of your center, ensuring every child's care, safety and education.



Why Choose Procare Solutions?

Trusted Partner



Trusted by
40,000+ customers

30-years of exceptional
customer experiences

ECE industry advocate
and thought leader

Complete Solution



Cloud-based software
connects directors,
teachers and families

Scalable, end-to-end center
management streamlines
operations & payments

Real-time updates for
parents - over 10M mobile
app downloads!

Unmatched Security



Exclusive
SOC 2 Type 2 compliance

Certified & encrypted
PCI-DSS 4.0 security

Safe & secure
center check-in/out

Backed by the Strength of Roper Technologies:



FOREVER HOME

Permanent ownership focused on long-term growth



FINANCIAL STRENGTH

\$60B market cap, investment-grade credit, and tech reinvestment



SUSTAINABLE GROWTH

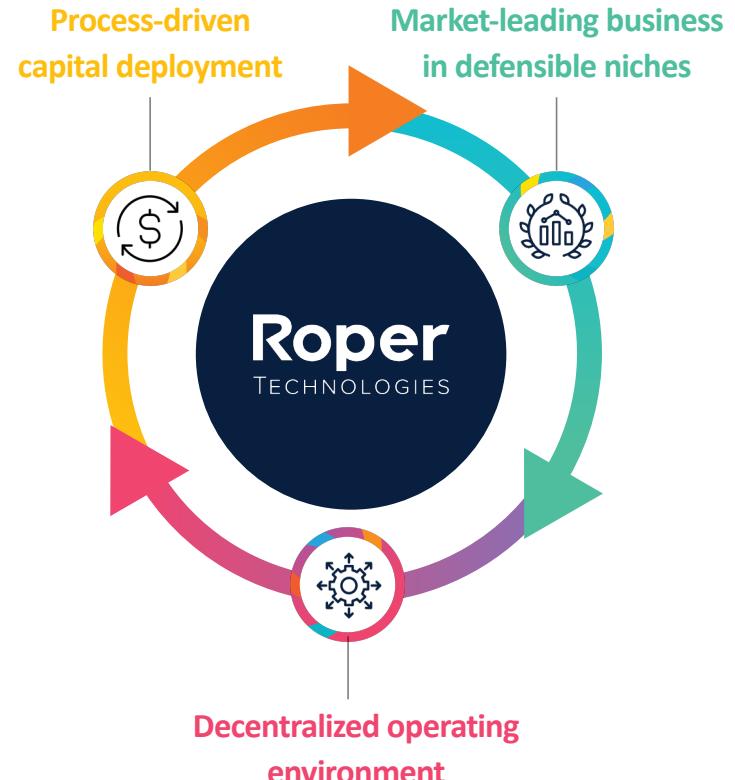
Long-term capital planning over short-term profits



CUSTOMER COMMITMENT

Mission-critical software with operational excellence.

Member of Nasdaq 100 (NASDAQ: ROP), S&P 500 and Fortune 1000.



2019

Launched Cloud-based
solution - **Procare Online**

2021

Expansion into
Head Start market

2023

VINE
assessments

2025

40K customers
1.5M monthly active teachers and parents
Procare Professional Development
Child Care Mobile App reaches **10M** downloads

INNOVATION AND GROWTH MILESTONES

2020

30K child-centered
organizations

2022

Learning Beyond Paper
curriculum
14K centers using
Family Engagement

2024

Roper Technologies acquires
Procare Solutions

2026

Ongoing innovation including
launch of first AI agent

Innovation & Growth Milestones

2019

- Launched Cloud-based solution - Procare Online

2021

- Expansion into Head Start market

2023

- VINE assessments

2025

- 40K+ customers, 4.5M children, 1.5M monthly active teachers & parents
- Procare Professional Development
- Head Start continuing education
- Child Care Mobile App reaches 10M downloads

**2020**

- 30K child-centered organizations

2022

- Learning Beyond Paper digital curriculum
- 14K centers with Procare Family Engagement

2024

- Roper Technologies Acquires Procare Solutions

2026

- Ongoing innovation including launch of first AI agent

Innovation & Growth Milestones



2019 Launched Cloud-based solution - Procare Online

2020 30K child-centered organizations

2021 Expansion into Head Start market

2022 Learning Beyond Paper digital curriculum,
14K centers using Family Engagement

2023 Introduced VINE Assessments

2024 Roper Technologies acquires Procare Solutions

40K customers, 4.5M children, 1.5M active users

2025 Procare Professional Development
Reached 10M child care mobile app downloads

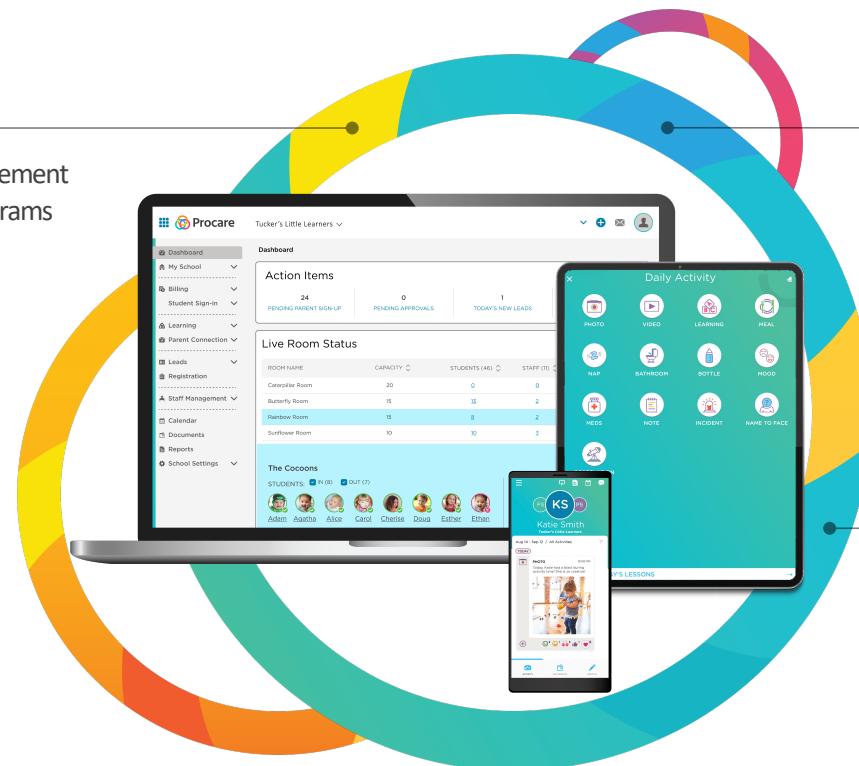
2026 Ongoing innovation including launch of first AI agent



Center Management

Comprehensive child care center management software for centers and head start programs

- Lead Nurture
- Child Attendance & Monitoring
- Record Registration & Enrollment
- Meal Tracking
- Immunization History
- Family Data Management
- Classroom Management
- Staff Management
- Program Management



Payment Processing

The industry standard for automated tuition collection and payment processing

- Tuition Payments Online Portal
- Mobile Payment Capabilities
- Recurring Billing Options



Family Engagement

Allowing parents to stay connected to their children throughout the day

- Online Registration & Waitlists
- Scheduling Management
- Communications Tools
- Daily Activity Tracking

Procare is the heart of the child care ecosystem

End-to-end, scalable solution powering every aspect of your center

Value-added Services and Technology Integrations



Professional Development Training

- Over 120 hours of online self-paced courses
- IACET-accredited CEUs
- CDA Pathway included
- Approved in all 50 states



Early Childhood Learning

- Procare Early Learning by Learning Beyond Paper provides an integrated, 52-week digital curriculum
- MarcoPolo provides Emmy-nominated learning videos



Cloud Database Access

- Skilled data analysts at your center can leverage data from Procare Desktop to help guide business decisions
- Easily generate reports and track enrollment and attendance trends

TECHNOLOGY INTEGRATIONS

Checkr

gusto



INTELLIKID
SYSTEMS



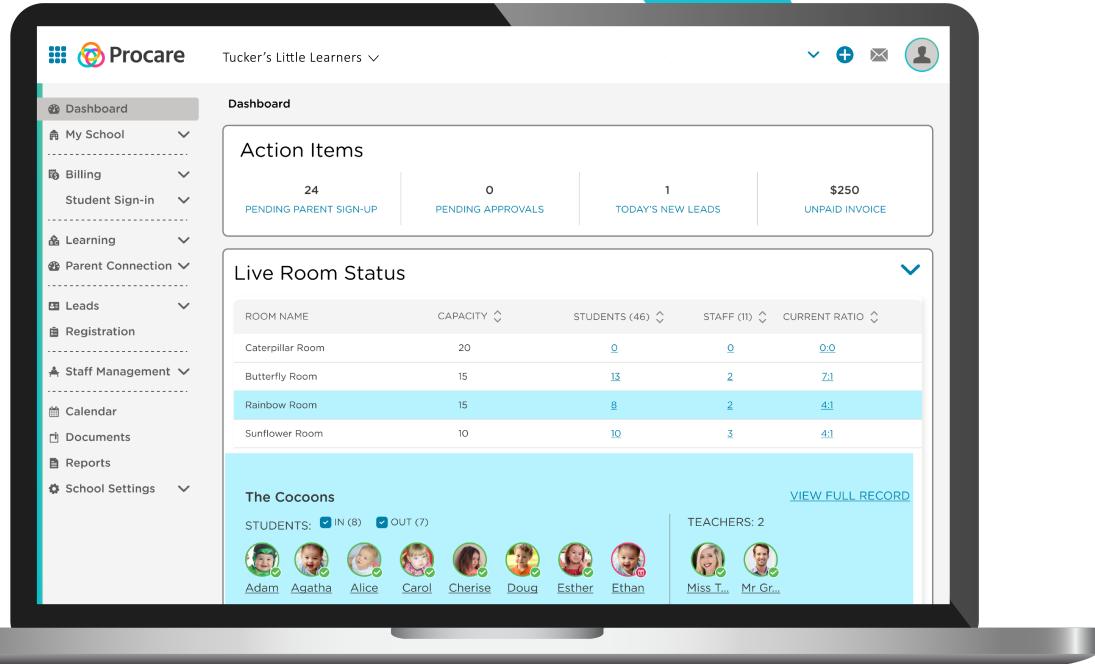
intuit
quickbooks.



MarcoPolo
Learning

Stronger Connections, Smoother Operations





The dashboard provides a central hub for managing the school's operations, including student enrollment, room status, and staff information.

Room Name	Capacity	Students (46)	Staff (11)	Current Ratio
Caterpillar Room	20	0	0	0:0
Butterfly Room	15	13	2	2:1
Rainbow Room	15	9	2	4:1
Sunflower Room	10	10	3	4:1

The Cocoons
 STUDENTS: IN (8) OUT (7)

 TEACHERS: 2


Value at **Every Touchpoint**

Director/Owner



Streamline and reduce
administrative tasks

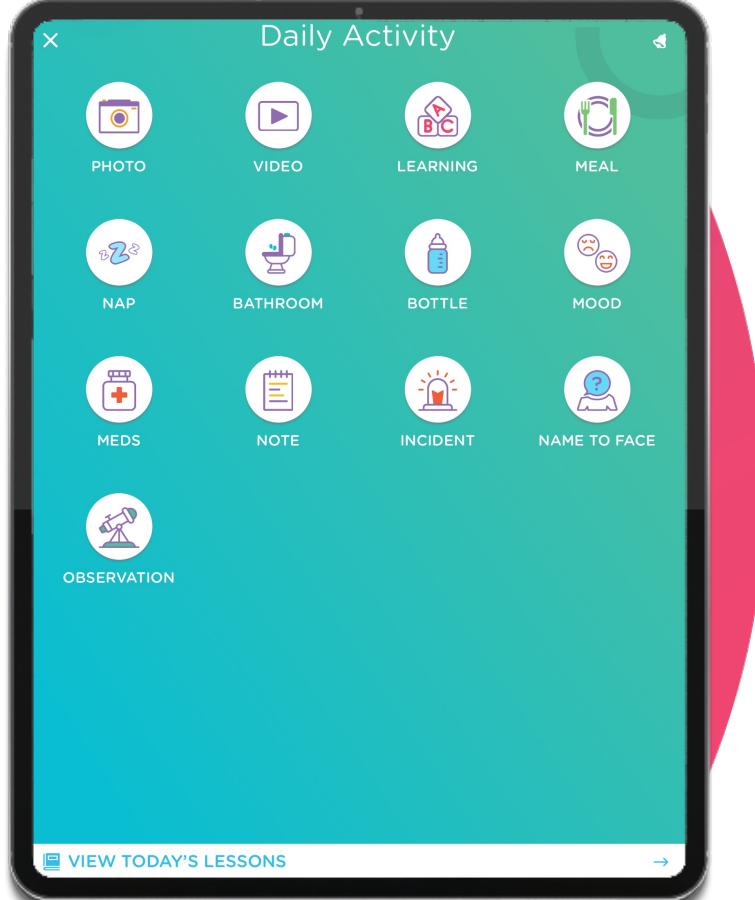


Manage enrollment with
clear insights



Build loyalty in your center

“Having all of these features consolidated into a single app has been a game-changer for me. Everything I need is in one place, which saves me a lot of time and effort.”
 – Joshua N.



Value at **Every Touchpoint**

Teacher/Staff



Save time on lesson planning & tracking daily activities



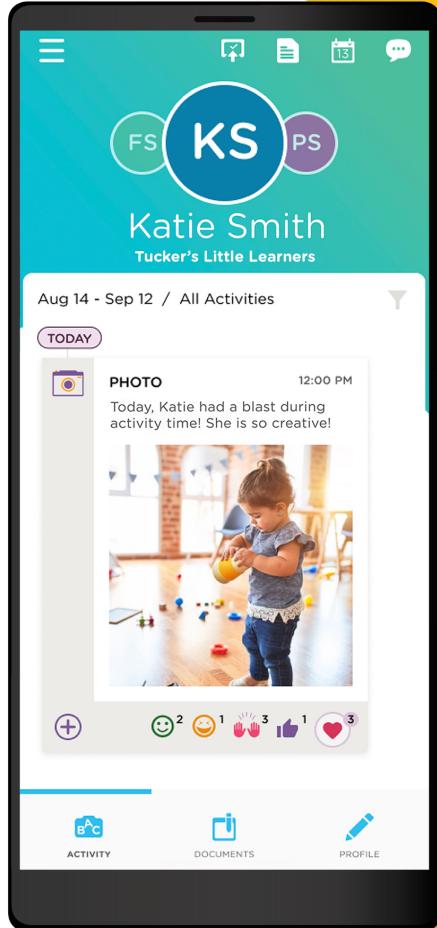
Grow your skills with professional development



Reduce stress, focus on the children in your care

As a teacher, Procare has been an invaluable tool that allows me to communicate with parents, track student growth, and easily sign in and out. I love that you can send parents messages and pictures with the app."

- Kristen D.



Value at **Every Touchpoint**

Parent/Guardian



Stay connected with real-time updates



Enjoy secure, **hassle-free payments**



Have piece of mind with secure check-in/check-out

“My favorite is the picture updates we receive from the teachers during soccer or art class! It's like we are there with them watching him paint!”
– Carly P

Enterprise-Grade Security: Unmatched Protection for Your Center



The only child care software
with **SOC 2 Type 2 compliance**, the
gold standard in data protection

Application & Enterprise-Level Protection:

- **Payment Card Industry Compliance:** Encryption and authentication
- **Two-Factor Authentication:** Additional verification layer
- **Strict Data Security:** Encrypts data; enforces strong passwords
- **Pick-Up/Drop-Off Security:** 4-digit PIN for authorized access
- **Contactless Check-In:** QR codes, GPS and geofencing for safety
- **Real-Time Attendance Monitoring:** Automates attendance tracking and reporting



SOC 2 Type 2



**Visa Global Registry
of Service Providers**



**PCI-DSS 4.0
Certification**



**TX-RAMP
Level 2**



We're with
you from
day one.



From setup to success

- Guided implementation
- Hands-on training and online resources
- Live support when you need it



A partner who knows your business

- Dedicated account team
- Strategic engagement and account reviews
- Influence product roadmap



Targeted industry experience

- Monthly thought leadership webinars
- State funding resources
- ECE industry advocate

AI Impact on Early Childhood Education

LONG-TERM SWING FACTORS		RANGE OF POSSIBILITIES OVER THE NEXT DECADE		
How will AI impact the underlying market?	Demand for childcare centers	Low AI Impact — High AI Impact		
		External childcare centers still preferred		
		PSP/gateway layer remains essential		
	Shift in payment method mix	Shift continues at current pace		0-5 yrs 5+ yrs
How will our customers & their needs for software change?		 Role of humans in Center Management  Shift to a more personalized classroom experience  Ease of product development  Reduced bundling of CMS and payment		
How will the workflows & user interactions with our software evolve?		 Ownership of AI agents		
 LEGEND = Range of expected outcomes (Longer Terms)				

The Future of AI in Child Care



Autonomous Center Operations

AI agents handle 80% of routine tasks and cut costs by 25% with predictive staffing optimization.



Personalized Child Development

AI coaches provide personalized learning, enable early intervention with milestone tracking, and streamline assessments to reduce teacher workload.



Intelligent Family Engagement

AI-powered parent insights help families support development at home.



Predictive Business Intelligence

Accurate enrollment forecasting, attrition modeling, and dynamic pricing optimize planning, retention and revenue while ensuring accessibility.

AI Will Reshape The Daily Operations of Child Care



AUTONOMOUS CENTER OPERATIONS

Smart enrollment and engagement systems drive higher recruitment and retention rates.

AI agents handle 80% of routine administrative tasks, with predictive staffing optimization reducing operational costs by 25%.



PERSONALIZED CHILD DEVELOPMENT

AI coaches provide individualized learning paths based on unique developmental profiles.

Predictive milestone tracking identifies intervention needs early, while automated assessments reduce teacher workload and improve documentation accuracy.



INTELLIGENT FAMILY ENGAGEMENT

AI-powered parent insights help families support development at home.

Predictive communication optimization delivers the right information at the right time, while 40+ language translation eliminates engagement barriers.



PREDICTIVE BUSINESS INTELLIGENCE

Enrollment forecasting with 95% accuracy optimizes capacity planning.

Predictive attrition modeling enables proactive retention, while dynamic pricing maximizes revenue while maintaining accessibility.

Trusted by providers. Loved by families.



40K+

centers served

10M+

app downloads

6.6B

activities shared

40M+

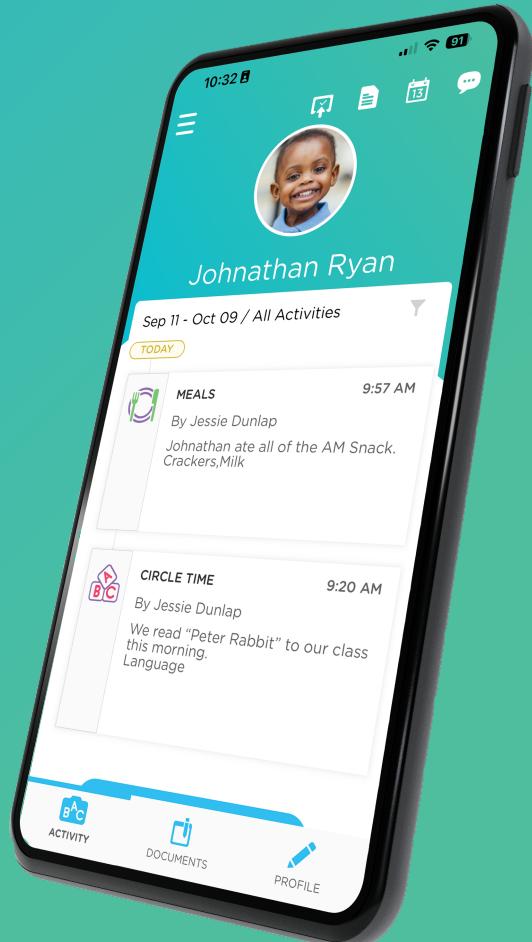
payments processed
annually

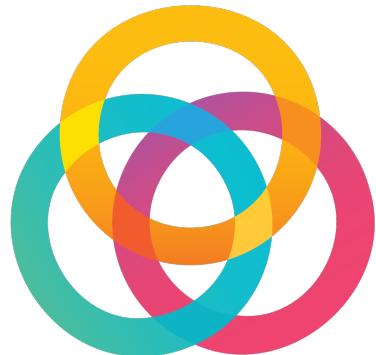
4.5M+

children

30+

years in business





Procare®
SOLUTIONS



Appendix

Repository

Access to additional stats, customer quotes, screenshots and approved brand elements

- [Product Screenshots](#)
- [Customer Quotes](#)
- [Industry Statistics & Value Statements](#)
- [Procare Solutions Story](#)
- [Stock photos, illustrations, and icons](#)
 - Visit [Land of the Brand](#) or contact creativeservices@procaresolutions.com

Procare Implementation

Seamless Onboarding for Your Success



Support for Every Step

- Dedicated Implementation Manager
- Access self-guided resources for quick answers



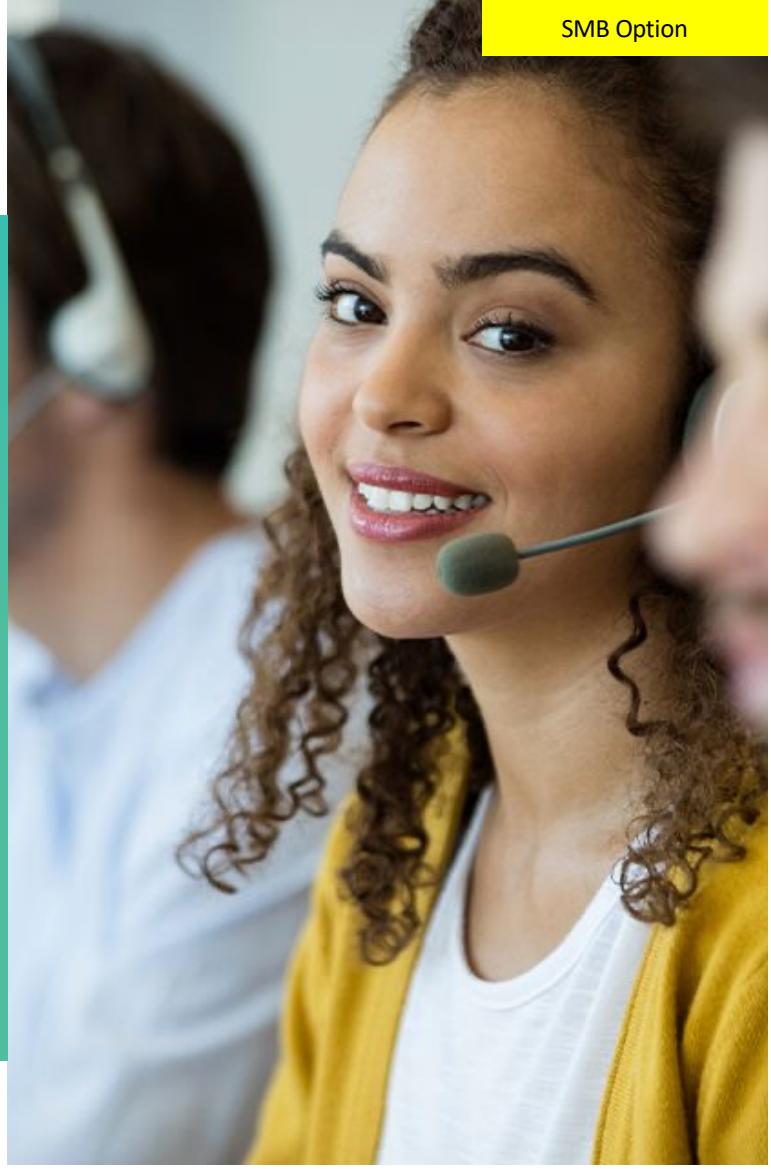
Switching Made Simple

- We help format and import your existing data
- Once formatted, data import takes just one business day



Resources for Families

- Parent Help Articles and videos are available on our support site
- Child Care Mobile App keeps parents connected and allows for easy payments



Implementation Approach

Implementation Phase	Program Planning	Discovery	Setup & Testing	Go-Live & Ongoing Support
Activities	<ul style="list-style-type: none"> Schedule a kickoff call Align on key deliverables Define timeline and milestones Identify key stakeholders Confirm required resources Finalize the project plan 	<ul style="list-style-type: none"> Gain an understanding of operations and requirements Develop a project plan tailored to business needs Outline a clear migration approach Ensure stakeholder approvals 	<ul style="list-style-type: none"> Set up a test environment Execute a test plan to validate system readiness Incorporate change management processes Establish collaboration protocols Schedule regular check-ins 	<ul style="list-style-type: none"> Procare tech services will provide support during go-live Enterprise team will be trained for ongoing support Ensure a smooth transition to long-term support
PMO Support				
Weekly touchpoints to review key findings and project status updates				
Executive alignment check-ins to be scheduled monthly				

A Day in the Life at a Child Care Center



A Day in the Life of a Child Care Center



Early Childhood Assessments
and Milestones



Family Registration



Waitlist Management
and Enrollment



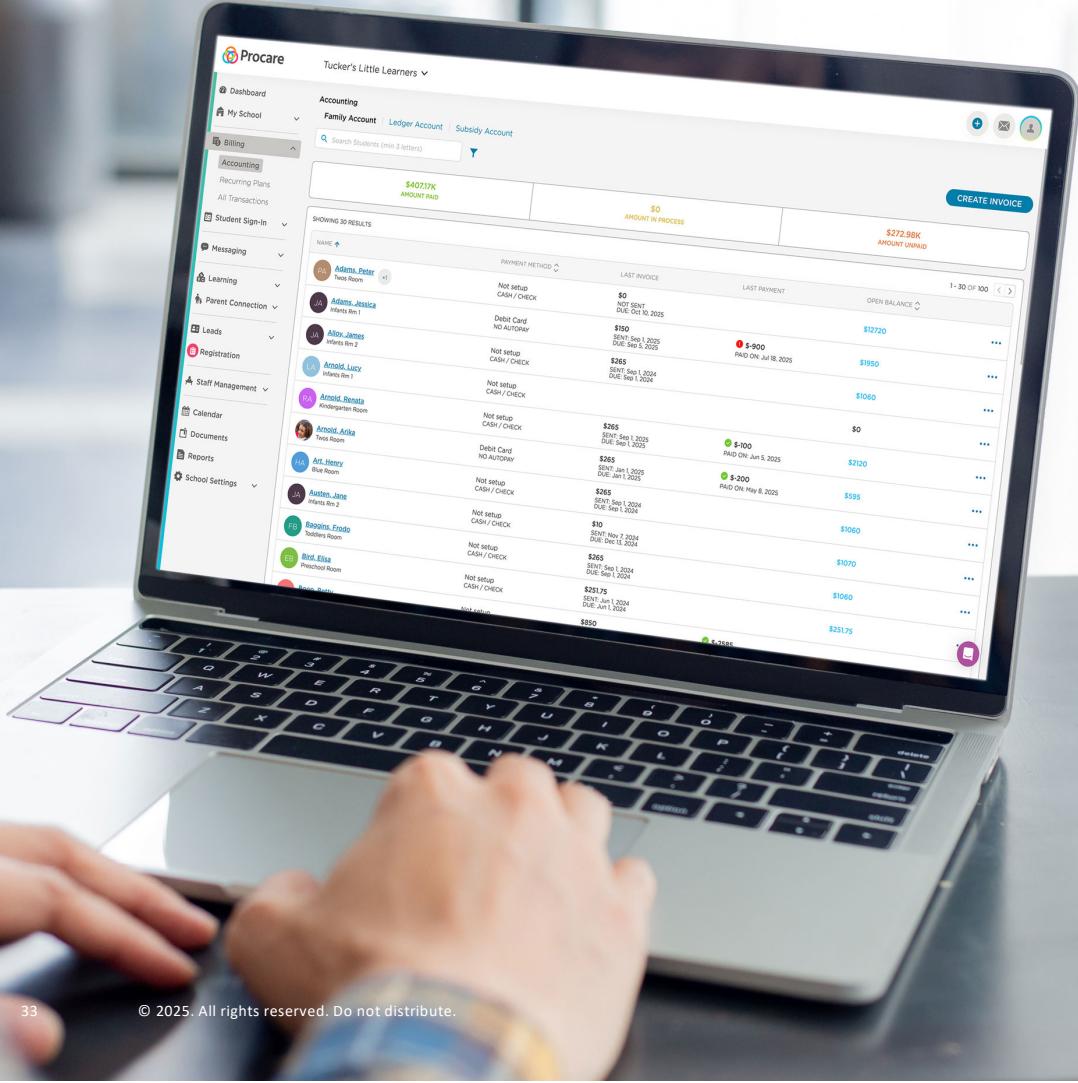
Integrated Payment
Processing

Center Management

Simplify operations, grow your business.

- Streamline administrative tasks:
 - Registration & Enrollment
 - Attendance Tracking
 - Staff management & professional development
 - Financial management
- Reduce stress and improve efficiency
- Ensure nothing falls through the cracks
- Grow your business





Payment Processing

Smart payments, stronger centers.

- Embedded payment processing built for child care
- Reduce late payments up to 50%
- Save up to 5-8 hours a week on manual billing
- Improve cash flow
- Enhance the parent experience – over 70% of parents prefer digital payments
- Reduce manual errors
- Gain actionable insight



2025 Capterra Short List
for Payment Processing

Why Automate Billing and Payments?

- Maintain cash flow with recurring billing plans
- Provide payment flexibility for families
- Offset costs by passing state-approved surcharge fees
- Reduce payment processing time
- Make data-driven decisions with comprehensive reporting

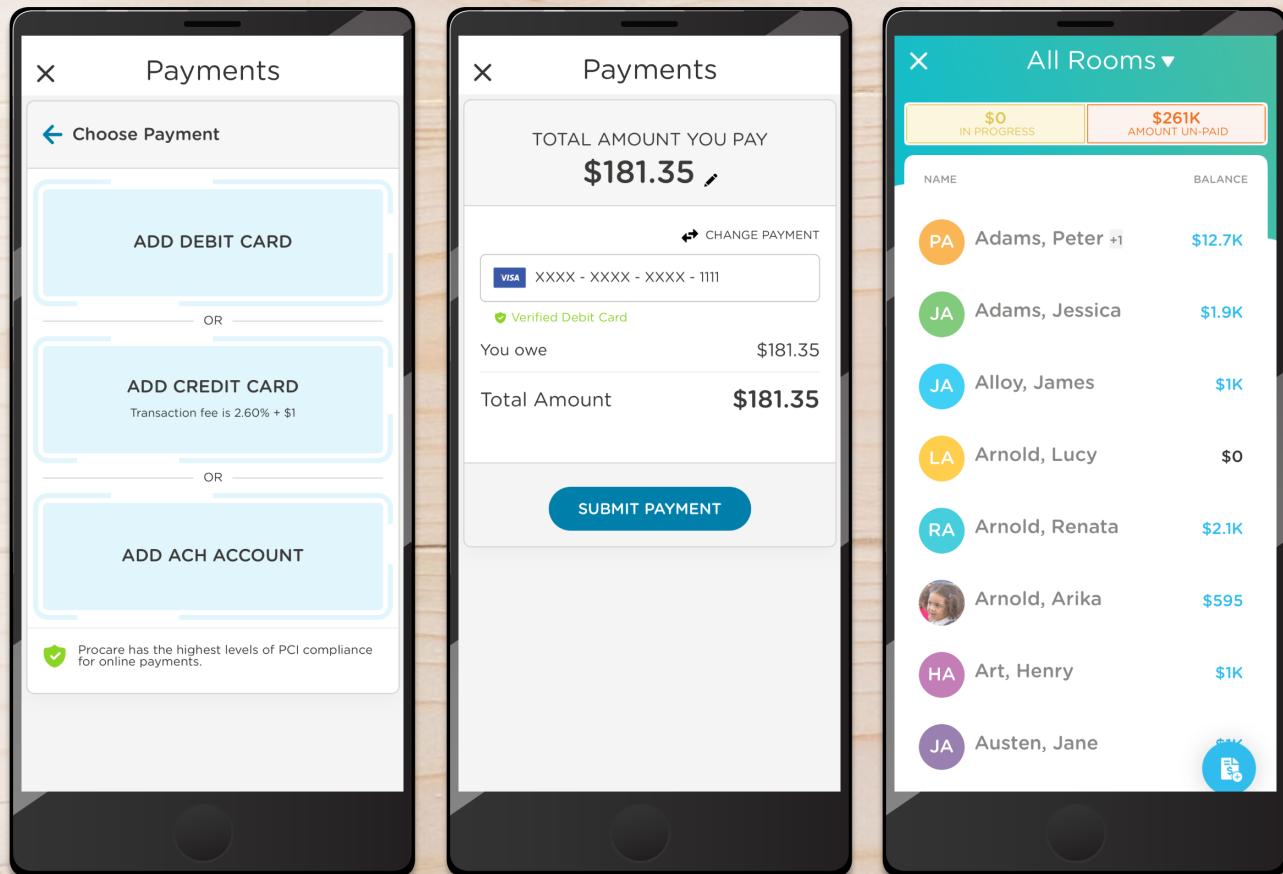
The image displays three views of a school management software interface, likely Procare, illustrating the automation of billing and payments.

- Desktop Dashboard:** Shows a list of students and their billing information. A modal window titled "Send Invoice to Family" is open, showing an invoice for "Little Learners" to Adams, Jessica. The invoice details a weekly attendance fee of \$150 for three days, with a total amount of \$150.
- Mobile Payment Screen:** A smartphone screen showing a payment summary. It displays a total amount of \$145, with a note that \$145 is already paid. The screen includes a "CHANGE PAYMENT" button, a card number placeholder (XXXX-XXXX-XXXX-4242), and a "SUBMIT PAYMENT" button.
- Reporting View:** A detailed report titled "Tucker's Little Learners" showing a list of transactions. The report includes columns for Name, Payment Method, Last Invoice, Last Payment, and Open Balance. It lists various transactions for students like Adams, Peter, Adams, Jessica, and others, with amounts ranging from \$0 to \$150.

The average center eliminates bad debt and sees a 24% boost in revenue when using automated payment processing!

Simplify Payments with the Child Care Mobile App

- Get paid quickly with easy and secure payments
- Convenient and flexible payment option for parents
- Provide multiple payment options (*Debit Card, Credit Card, ACH/Bank Account*)
- Simplify payments with modern solutions



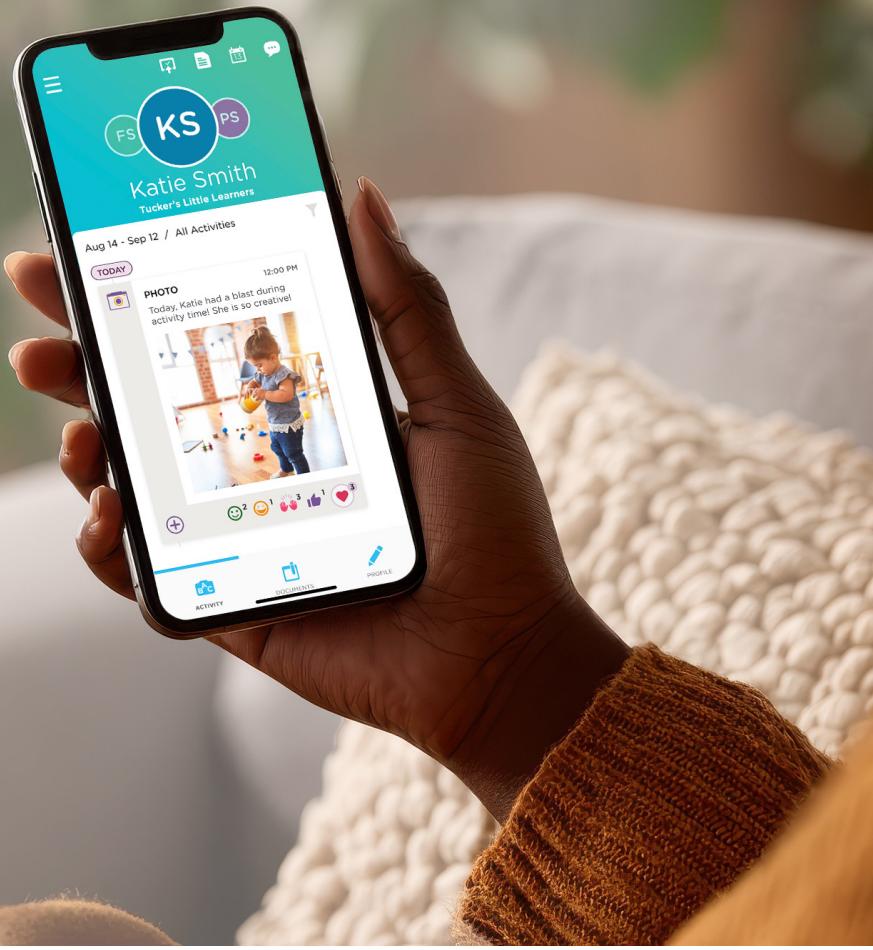
Family Engagement

Create family connections,
build loyalty in your center.

- Share photos and messages via the Child Care Mobile app
- Online Registration & Waitlists
- Scheduling Management
- Track and share daily activities

App Store Rating

4.9 out of 5 stars and **10M+** app downloads!



Early Childhood Learning

Lesson Planning Just Got Easier.

Procare Early Learning by Learning Beyond Paper includes:

- 52 weeks of lesson plans with over 4,000 activities
- Lesson plans and activities are presented in developmental progression
- Learning areas include STEAM, language and literacy, physical development, music and movement, cognitive and interactive reading
- Aligned with National Head Start, NAEYC and all US state standards
- Built-in assessments to help teachers observe and track milestones
- Marco Polo award-winning videos

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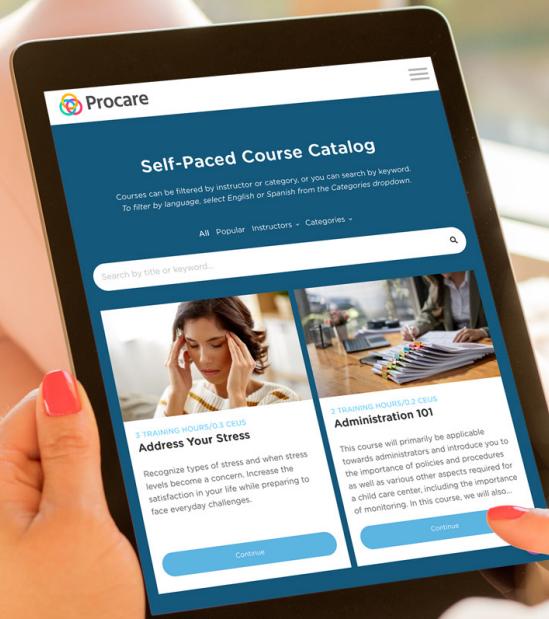
– Built-in assessments to help teachers observe and track milestones

• Marco Polo award-winning videos

Professional Development Training

Unlock your team's potential with convenient professional development training.

- Over 120 training hours
- IACET accredited provider
- Approved in all 50 states
- Unlimited access for all staff
- CDA Pathway training included
- Instant certificates
- Assistance reporting attendance certificates to state registries



Cloud Database Access

Advanced Reporting with Cloud Database Access

- Quickly generate reports like attendance, staff, health and safety
- Effectively track and analyze attendance and enrollment trends
- Enhance staff collaboration with data-driven decisions
- Secure family data with greater security beyond traditional on-premise databases

Procare's Cloud Database Access empowers data experts at your location to streamline operations and drive decisions.



Pricing

Package/Product

Description

 Lorem ipsum

 Lorem ipsum

 Lorem ipsum

 Lorem ipsum

 Lorem ipsum

ONLY FOR

\$XXX

Package/Product

Description

 Lorem ipsum

 Lorem ipsum

 Lorem ipsum

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ONLY FOR

\$XXX

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AI Agents: Smarter Centers, Better Outcomes (I)



Autonomous Center Operations

OPERATIONS AGENTS

Morning Startup Agents greet directors with intelligent briefings: "Good morning, Sarah. Yesterday's attendance was 92%, you have two new enrollment inquiries to follow up on, and Tommy's mom requested a conference about his recent behavioral changes. I've prepared talking points based on his recent activity patterns and teacher observations."

Monitors enrollment patterns, weather forecasts, and staff availability to automatically adjust daily schedules, proactively communicate changes to affected families

Teacher calls in sick at 6 AM: Agent immediately identifies qualified substitutes, sends automated notifications, adjusts classroom ratios, and updates parent communication to maintain transparency and confidence

FINANCIAL MANAGEMENT AGENTS

Transforms the daily stress of business operations into proactive support systems

Monitors cash flow patterns, predict payment delays based on family communication patterns, and generate personalized payment reminder strategies that maintain positive relationships while ensuring financial stability

Agents optimize payment success rates through intelligent retry logic and personalized payment scheduling, potentially increasing successful payment processing

Premium AI-powered features like automated family budgeting assistance, predictive payment planning, and intelligent payment method optimization

HR INTELLIGENCE AGENTS

Continuously analyzes staff engagement patterns, workload distribution, compensation benchmarks, and early warning indicators of burnout to predict teachers at risk

Proactively suggests interventions like schedule adjustments, professional development opportunities, or workload rebalancing to retain valuable staff members

Maintains talent pipelines by analyzing local job markets, identifying candidates with early childhood education credentials

Optimizes staff scheduling to ensure regulatory compliance with child-to-staff ratios

AI Agents: Smarter Centers, Better Outcomes (II)



Intelligent Family Engagement

SMART ENROLLMENT & FAMILY MARKETING

Transform how centers attract, engage, and convert prospective families through intelligent lead nurturing and personalized outreach

Online / Phone inquiry: Marketing Agent immediately launches a customized engagement sequence, analyzing the family's demographic profile, communication preferences, and specific needs to craft personalized follow-up messages

Automatically schedules tour reminders, sends targeted content that aligns with the child's age and developmental stage; tracks engagement patterns to optimize follow-up timing

Waitlists: continuous nurturing through relevant educational content, updates about program availability, and milestone-based communications that keep the center top-of-mind until spots become available

System learns from successful enrollment patterns to identify which families are most likely to convert, prioritizing director time on high-probability prospects

FAMILY COMMUNICATION AGENTS

Provides 24/7 support that dramatically improves parent satisfaction and engagement

Parents can text or voice message questions like "What should I pack for tomorrow's field trip?" or "How did Sarah do with potty training today?" and receive immediate, contextually relevant responses. The AI accesses Sarah's daily activities, understands the field trip requirements, and provides personalized, helpful information.

For current families, the AI learns communication preferences and optimal timing, ensuring that important updates reach parents when they're most likely to engage positively

Identifies engagement patterns that predict retention risk

For families speaking different languages, the agent provides real-time translation and cultural context, ensuring every family feels equally informed and supported

AI Agents: Smarter Centers, Better Outcomes (III)



Personalized Child Development

SMART ENROLLMENT & FAMILY MARKETING

Continuously optimizes educational experiences throughout each day

Teachers benefit from classroom agents that streamline daily documentation while they focus on children

As a teacher observes a child successfully using scissors for the first time, they can simply voice-record "Emma showed great fine motor progress with cutting today" and the AI automatically categorizes this as a developmental milestone, updates Emma's portfolio, and suggests related activities to reinforce this skill

Learns each teacher's documentation style and gradually reduces the manual effort required while improving the quality and consistency of child development tracking



Predictive Business Intelligence

ENTERPRISE-WIDE INTELLIGENCE AGENTS

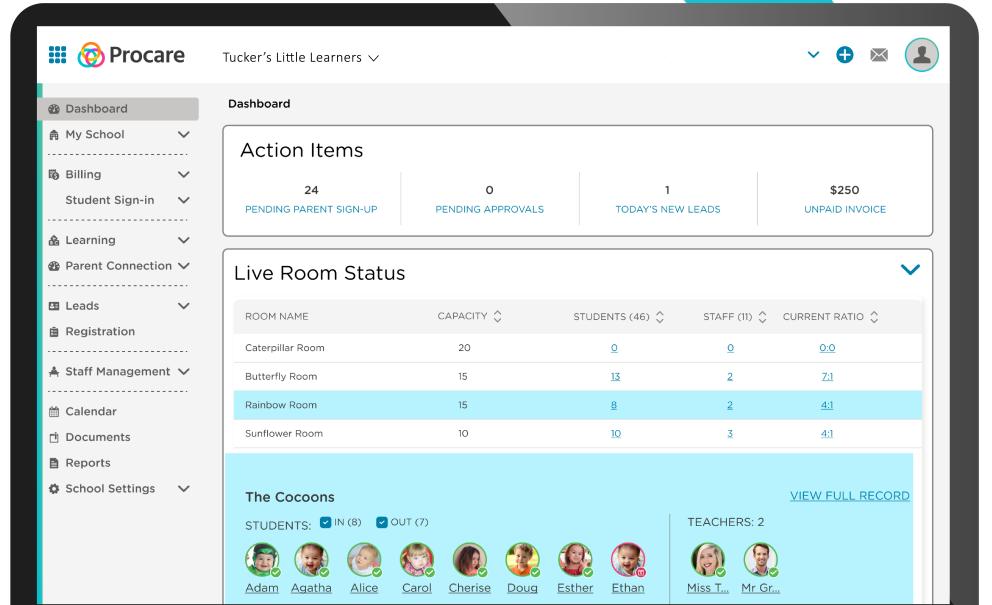
For franchise operations, the system provides corporate leadership with real-time visibility into franchisee performance, automatically generating coaching recommendations and intervention strategies when locations deviate from brand standards or financial targets

Continuously monitors key performance indicators across the entire portfolio, identifying centers that are outperforming or underperforming in critical areas like enrollment efficiency, staff retention, parent satisfaction, or profit margins, then automatically surface best practices from high-performing locations to struggling sites

Enables sophisticated benchmarking and competitive intelligence, analyzing anonymous performance data across the network to identify operational innovations, optimal pricing strategies, and market expansion opportunities

Ensures corporate leadership can make data-driven decisions about portfolio growth, acquisition targets, and strategic positioning against competitors in local markets

No Animation Option



Value at **Every Touchpoint**

Director/Owner



Streamline and reduce
administrative tasks



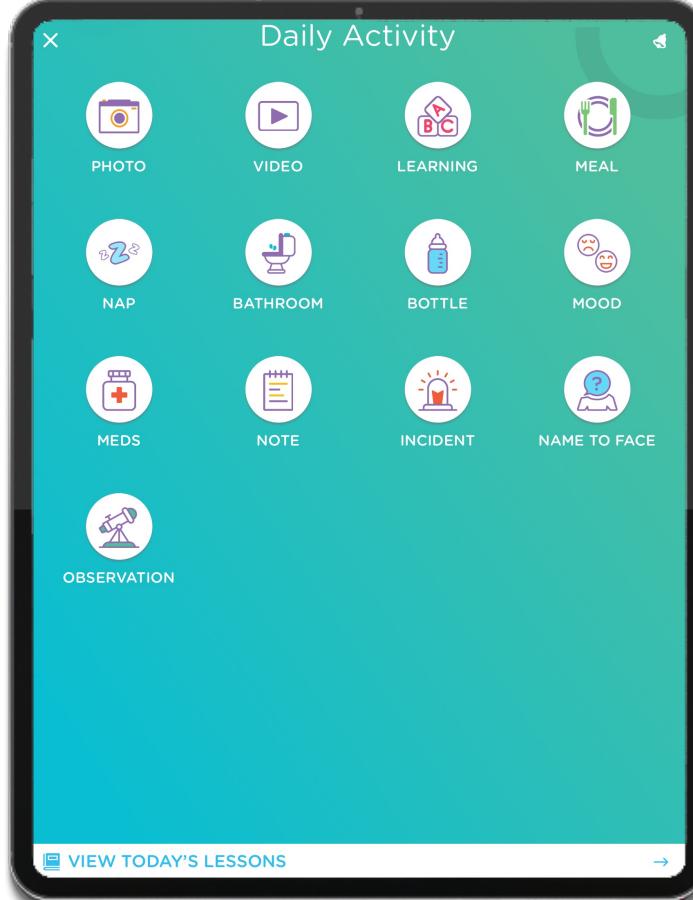
Manage enrollment with
clear insights



Build loyalty in your center

*“The value is immeasurable for me.
I am not sure how a center operates
without it.”*

No Animation Option



Value at **Every Touchpoint**

Teacher/Staff



Save time on lesson planning & tracking daily activities



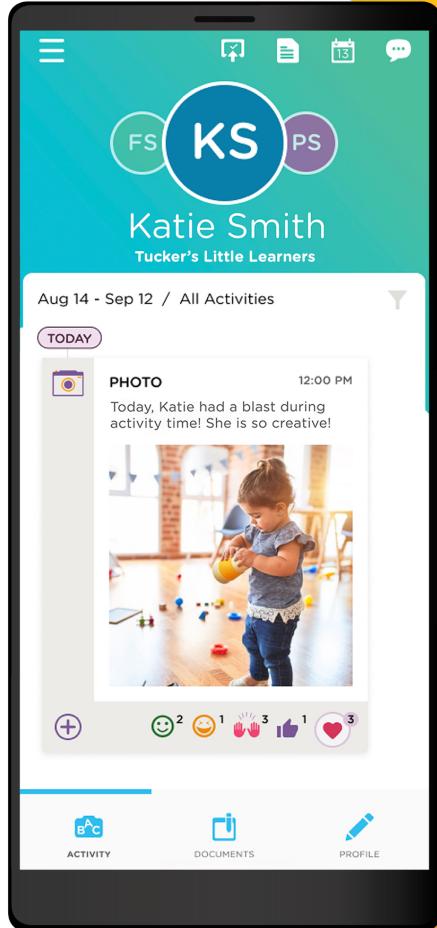
Grow your skills with professional development



Reduce stress, focus on the children in your care

"I've always enjoyed using Procare!"

No Animation Option



Value at **Every Touchpoint**

Parent/Guardian



Stay connected with real-time updates



Enjoy secure, **hassle-free payments**



Have piece of mind with secure check-in/check-out

"I love that I can see what my children are doing while I'm at work, and I can talk to the teachers."