



eProcurement for NJ Public Sector Buyers

Tuesday, November 15th, 2022 (1:00 PM to 1:50 PM)
Room 410 Atlantic City Convention Center

NJSTART: The State of New Jersey's Cooperative Purchasing Program



Agenda

Welcome & Introductions

NJSTART: What is it? Why is it Available?

Time for the DEMO

NJSTART Resources & How to Register

Q&A



CEU Details:

CMFO-1.0 Off Mgmt| CCFO-1.0 MGMT| QPA-1.0 P/P| RPPO/RPPS 1.0 P/P

Meet Periscope, powered by mdfcommerce

The State of New Jersey and Periscope (formerly Periscope Holdings) have been working together since 2005. Periscope is a technology and solutions provider focused exclusively on transforming public sector procurement. For the State of New Jersey, Periscope is the technology provider and implementer for NJSTART, including the new NJSTART Marketplace, an enhanced State of New Jersey Cooperative Contracting and eprocurement shared resource for New Jersey local governments, counties, and schools.

Nick Susi, General Manager

Bill Hnatiuk, Local Government Manager

Cheri Ray, Program Manager

Holly Towle, Supplier Account Manager

POLL QUESTION

Show of Hands

How many of you have used **NJSTART** in the past to source products or services from state cooperative contracts?



Buyers, NJSTART is evolving!

NJSTART IS:

- The State of New Jersey's statewide purchasing cooperative program designed to provide Public Purchasing Entities easy access to strategically sourced state cooperative contracts.
- An online marketplace for shopping and purchasing through state cooperative contracts.
- An easy-to-use web-based tool for all locals to post bid and RFP opportunities to the State's supplier network.
- **Free** to all Public Purchasing Entities in New Jersey.



What enables the Program?

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Cooperative Purchasing

“NJ State Cooperative Purchasing (N.J.A.C. 5:34-7.29) Local contracting units may, without advertising for bids, purchase any goods or services from designated cooperative contracts through the New Jersey Division of Purchase and Property.” (NJLM.org)

Who May Use State Cooperative Purchasing Contracts?

The Public Purchasing Entities listed below are eligible to use State Cooperative Purchasing Contracts.

- Municipalities
- Counties
- School Districts
- Volunteer Fire Departments
- Volunteer First Aid and Rescue Squads
- County and State Colleges
- Independent Authorities
- Quasi-State Agencies
- Independent Institutions of Higher Education

What enables the Program? E-Procurement

- LFN 2021-18 announced the “Final Adopted e-Procurement Regulations: Goods, Services, and Public Works Contracts
- NJSTART software meets the requirements of these regulations and is available to New Jersey counties, municipalities, and schools at no cost to those entities

LFN 2021-18

September 29, 2021

Contact Information

Director's Office

V. 609.292.6613

F. 609.633.6243

Local Finance Notice

Philip D. Murphy
Governor

Lt. Governor Sheila Y. Oliver
Commissioner

Jacquelyn A. Suárez
Director

**Final Adopted E-Procurement Regulations:
Goods, Services, and Public Works Contracts**

Key Features of NJSTART

Online Shopping of State Contracts

- Easily shop from 1,000 state contracts in **NJSTART**
- Conveniently buy from approved suppliers
- Avoid the cost and time of managing your own bids/RFPs

Sourcing and Solicitations

- Solicitations reach over 55,000 vendors in **NJSTART**
- More competition equals better terms
- Online postings are easily modified
- Directly respond to vendor questions
- Easily compare responses from multiple vendors

Registering and using NJSTART

- Why is it important for my organization to register in NJSTART?
- How does the NJSTART team verify that the right people are registering my organization?
- How can I get my end-users into NJSTART to make them more self-sufficient?
- **Resources and registration can be found here:**
<https://www.periscopeholdings.com/njstart/local-governments>
- Training available quarterly through online webinars and for individual organizations upon request.
- **Don't forget**, whether in NJSTART or not, always enter the State contract number and the State of New Jersey Cooperative Purchasing System Number of "1 NJCP" on your PO (NJAC 5:34-7.29).



Access Differentiator

	PUBLIC	INQUIRY ONLY	REGISTERED ENTITY & USER
Access to Expired Contracts	Limited	Full	Full
Search Capability	Limited	Limited	Full
Dashboard Functionality	No	Limited	Full
Ability to Filter for NJ Cooperative Purchasing Contracts	No	Yes	Yes
Access to Vendor/ Compliance Information	No	Yes	Yes
Enhanced Capability to Locate Critical Contract Documents	No	Yes	Yes
Ability to Browse NIGP Codes	No	Yes	Yes
Marketplace Access	No	No	Yes
Vendor PunchOut Access	No	No	Yes
Access to the Built-in reporting tool	No	No	Yes
Ability to Create & Post Bids* for state contract purchases	No	No	Yes
Ability to Create Requisitions for state contract purchases	No	No	Yes

* Free online bidding offered to New Jersey counties, municipalities, and school districts only

Reviewing Contracts (Blankets) & Attachments in NJSTART

There are 3 types of Cooperative Contracts available

- **T** = State contracts that are secured through a State Bid Solicitation
- **G** = GSA Federal contracts that are made available
- **M** = Cooperative contracts that are made available through national cooperative purchasing organizations such as NASPO

Typical Attachments Tab Contents

- **For State managed contracts**
 - Final Bid Solicitation
 - Sections 1/2/3/5 usually most helpful
- **For National Cooperatives**
 - Master Agreement
 - Participating Addendum
- **Common docs important to you**
 - MOO Method of Operations
 - At-A-Glance
 - Award Summary

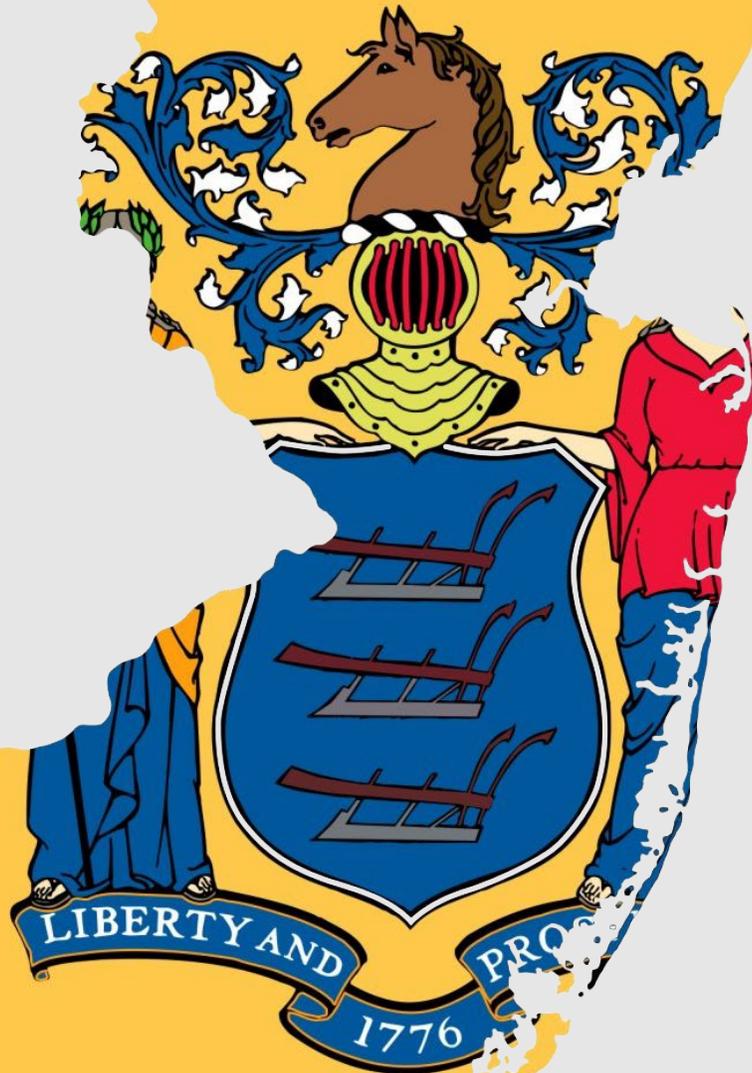
Important Tabs on the Blanket in NJSTART

- Summary Tab
- General Tab
- Vendor Tab
- Items Tab
 - Some contracts have pricing or discount information listed here
- Use this in conjunction with your use of the Attachments tab
- Control Tab
- Change Order Tab
 - Use to review changes to contract over time

LET'S TAKE A LOOK...

Live Demo





eProcurement for New Jersey governments

POLL QUESTION

Show of Hands

Does your organization have an eProcurement system for online Bid/RFP solicitations?

Bids and RFP Management in NJSTART

Contact us to learn more about how your organization can use NJSTART for your online sourcing and solicitation needs



Online vendor responses



Broader distribution of Solicitations



Improved audit trail



Able to clone past Solicitations



Electronic management of Solicitations



Online access available 24/7

Automates manual processes

Next Steps and Questions

Contact Nick Susi and Bill Hnatiuk
coop-NJSTART@mdfcommerce.com

Go to our online resource page to
express interest and sign up!
PeriscopeHoldings.com/njstart

QUESTIONS?

