



NJSTART 101 – Q2, 2023

May 18, 2023

HOUSEKEEPING

AUDIO



QUESTIONS



RECORDING



NJSTART 101 Q2 2023

Agenda

Welcome & Introductions

DPP and Periscope – a partnership created to support you

NJSTART Support Overview

Lets Take a look

What's Coming and how to contact us



Meet the Team from Periscope

Our State Contract is: T2879 – eProcurement System Transformation, Contract #84203

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 Public Purchasing Entities in New Jersey.

Nick Susi, General Manager

Bill Hnatiuk, Local Government Manager

Holly Towle, Account Manager

Cheri Ray, Operations Manager



NJSTART – What is it?

NJSTART is The State of New Jersey's online purchasing system for the Division of Purchase & Property (DPP)

- The Division of Purchase & Property (DPP) is within the NJ Department of the Treasury and serves as the State's central procurement agency
 - NJSTART includes all contracts that are a part of the State's Cooperative Purchasing Program
 - DPP's Cooperative Purchasing Program was established by legislation & extends specific State contracts to eligible local buying units
 - **Examples of “local buying units” are:** Municipalities, Counties, School Districts, Volunteer Fire Departments, Volunteer First Aid & Rescue Squads, County & State Colleges, Independent Authorities, Quasi-State Agencies, Independent Institutions of Higher Education



Some of Our State Contract Responsibilities

State Contract T2879 – eProcurement System Transformation – #84203

Amendment
#10 added the
following
responsibilities
to Periscope's
engagement
with the State
of New Jersey

Train and support Cooperative Program Participants in how to use NJSTART

Market Cooperative Contracts to Cooperative buyers

Implement a supplier reporting program to enable improved visibility into Cooperative buyer habits and needs

Collect a supplier convenience fee to fund State procurement operations and the support of Cooperative buyers



HELP US UNDERSTAND

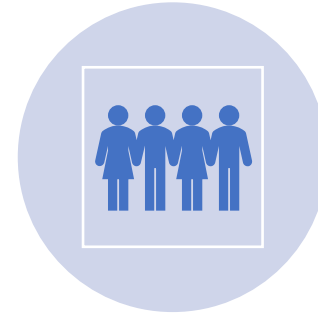
Poll Questions

1. What products or services does your organization use most often?
2. Do you buy these products on State contract?
3. Which resources besides State Cooperative Contracts have you used in the past?

Overview of work to date – training and support



Over 400 Public
Purchasing Entities
Registered in



Over 1,300 registered
Cooperative end users



Over 100 individual end-
users logging-in weekly



Over 40 workshops and
exhibits in 2022 and 2023
often with CEU's provided

Overview of work to date – your feedback in action



Customer Advisory Board
Established with members
from seven NJ public
purchasing organizations



Quarterly Newsletter with
contract updates and
helpful information reaches
over 1,000 contacts



Semi-Annual State
Contracts Guide



Quarterly Contract Category
Guides

Benefits of Cooperative Purchasing and NJSTART

Cost Effectiveness

- Leverage the State of NJ collective buying power of over \$1bn annually on cooperative contracts.
- Many cooperative programs report an avg. of 19% - 24% savings for participating members.*

Access and What's Available in NJSTART

- 1,000 State of New Jersey Cooperative Contracts across 200 contract portfolios.
- Access national and GSA cooperative contracts approved by SONJ.
- Over 55,000 suppliers for your own sourcing needs.

*NJPA and US Communities (Omnia Partners)

**NASPO and Harvard Ash Center

Efficiency

- Leverage the NJSTART team to get the data you need for your annual omnibus resolutions.
- Cooperative purchasing reduces the level of effort required to buy.
- As recent as 2017, government procurement offices are understaffed by ~40%.**

Compliance

- State contracts are vetted by the State and ready for you to use
 - N.J.A.C. 5:34-7.29 enables local and public-school contracting units to, without advertising for bids, purchase goods or services from designated cooperative contracts through New Jersey DPP.
- Review vendor status for such things as BRC, AAEEOC, MWDSBE Certifications

Why is it important for my organization to register in NJSTART?

- The NJSTART team verifies that the right people are registering your organization.
- Your end-users will be able to access NJSTART, supplier punchouts, and important contract information to become more self-sufficient
- Training available quarterly through online webinars and for individual organizations upon request.
- Your organization will be prepared to better use NJSTART when coming enhancements are available.
- **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 "1NJCP" 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

Sample of Contract Data in the NJSTART Semi-Annual Contract Report

Category and Description	Contract #	Vendor Name	NJSTART Vendor Number	Blanket Start Date	Blanket End Date	NJ Cooperative Purchasing
G2004 - FURNITURE: OFFICE, LOUNGE AND SYSTEMS – STATEWIDE	81607	Allseating Corporation	V00000913	07/30/12	04/30/23	Y
M0002 Facilities Maintenance and Repair & Operations (MRO) and Industrial Supplies	19-FLEET-00106	Mainger	V00003164	10/01/18	06/30/24	Y
T3121 Software Reseller Services	20-TELE-01509	York Telecom Corporation	V00000150	05/25/2021	05/24/2026	Y
T0200 - MAILROOM EQUIPMENT AND MAINTENANCE VARIOUS STATE AGENCIES	41259	Prior & Nami Business Systems	V00001606	04/15/16	04/14/23	Y
T0103 - Park and Playground Equipment	16-FLEET-00139	Liberty Parks and Playgrounds Inc	V00013839	05/31/17	05/30/23	Y

Let's Take a Look Together!

Be sure to login to get the best search experience

Use the Advanced Search feature to filter for cooperative contracts

Remember, in NJSTART contracts are called blankets!

Take advantage of viewing contracts with easy-to-use punch outs

The Items and Attachments Tabs have the most information needed to learn about the contract

Monitor DPP's website for important updates:

<https://www.state.nj.us/treasury/purchase/>

Monitor the NJSTART Info page for resources and contract guides:

<https://www.periscopeholdings.com/njstart/local-governments>

Some
tips for
using
NJSTART



What we covered

NJSTART Login Remember every **90** days

NJSTART Dashboard Navigation

Punchouts

Contract Search By Item, By Contract Number, By T Number, By NIGP code

Summary Tab/Items Tab/Attachments Tab

Vendor Search & Review of Term and Categories

Maximize
NJSTART's
Value to
you!



What to expect going forward!

NJSTART Contracts by Category Guides

More training and support for your end-users

NJSTART 101 Training - Quarterly

NJSTART 102 (advanced search) - Quarterly Q3

NJSTART 201 (bid solicitations) - TBD

NJSTART Marketplace Training - TBD

Semi-Annual contract portfolio guides for your resolutions coming in June!

New look and feel in the NJSTART Marketplace for an improved buying experience

Make sure you sign up for our newsletter!

Additional
support
for your
buying
agencies



CONTACT US FOR QUESTIONS AND SUPPORT!

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

Go to our online resource page to express interest and
sign up!
<https://www.periscopeholdings.com/njstart/local-governments>



QUESTIONS?

