



NJSTART 101

Wednesday, February 22, 2023

HOUSEKEEPING

AUDIO



QUESTIONS



RECORDING





For Public Purchasing Entities

Agenda

Welcome & Introductions

NJSTART: What is it?

Time for the DEMO

NJSTART Resources & How to Register

Q&A



Upcoming Events

New Jersey School Board Building & Grounds Association – Workshop 2023 **March 20–23**

GPANJ Quarterly meeting **March 16th 2023**

NJ Assoc. Of Counties 72nd annual conference **May 3rd–4th 2023 workshop presentation**

53rd Annual Rutgers University Public Purchasing Educational Forum **May 2–4 2023**

NJ Sustainability Summit–Green Purchasing **May 5th 2023**

Meet The Team

Periscope, powered by **mdf commerce**

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

POLL QUESTION

Have you used
NJSTART in the past
to source products
or services from
state cooperative
contracts?
(yes/no)



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?

–

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

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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**

POLL QUESTION

What products or services does your organization purchase most often?



POLL QUESTION

Do you buy those products from State contract?

Which resources besides State cooperative contracts have you used in the past?



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?
- 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 "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

Key Features of NJSTART

Online Shopping of State Contracts

- Easily shop from over 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 50,000 vendors in **NJSTART**
- More competition equals better terms
- Online postings are easily modified
- Directly respond to vendor questions
- Easily compare responses from multiple vendors

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

COMPLETE COMMODITY & SERVICE COVERAGE

100+ COMMODITY CATEGORIES
60+ SERVICE CATEGORIES



Integrated Turf Management Systems



JOHN DEERE



Let's Take a Look...

Important Tabs on the Blanket in NJSTART

- Summary Tab
- General Tab
- Vendor Tab
- Items Tab
- Attachments Tab
- Change Order Tab



101: Recap

What We Covered

NJSTART Login

NJSTART Dashboard Navigation

Contract Search by Contract Number, by Item & by NIGP code

Contract Details & Attachments Tab

Vendor Search & Review of Term and Categories

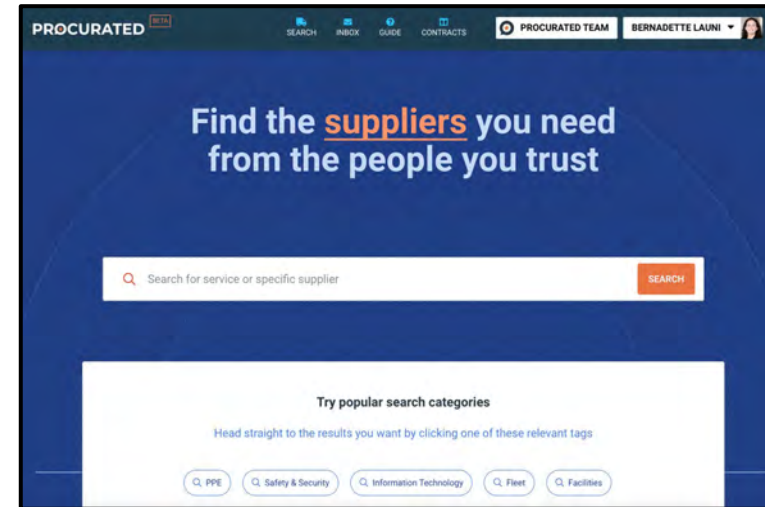
What to expect going forward!

RESOURCES AND ASSISTANCE TO MAXIMIZE THE VALUE OF STATE CONTRACTS FOR YOU:

- Ongoing improvements to data and access to what you need in NJSTART! ANNOUNCING an Integration with Procurated Q3 2023
- Additional guides and resources on our NJSTART Marketplace Resource Page: <https://www.periscopeholdings.com/njstart/local-governments>
- Quarterly News letters will now include contract details (what's new/what's expiring) and we will now be publishing a semi-annual contracts report that summarizes all cooperative contracts
- Webinars and in person events:
 - NJSTART 101 Training Sessions – Quarterly
 - NJSTART 102 Training (advanced search time & cost savings) Q2 2023
 - NJSTART 201 Bid Solicitations – TBD changes are being made
 - NJSTART Marketplace training – TBD



- Largest supplier ratings and reviews site for the public sector
- Empower buyers to find & select the best suppliers – including local and historically underutilized businesses
- Free to use for public sector



POLL QUESTION

What details or functionality of NJSTART would you like to learn about for future sessions?



NEXT STEPS!

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?

