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NJSTART 101

Wednesday, August 3 2022



For Public Purchasing Entities

Agenda

Welcome & Introductions

NJSTART: What is it?

Time for the DEMO

NJSTART Resources & How to Register

Q&A

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

Cheri Ray, Operations Manager

POLL QUESTION

What challenges do you have when buying off State contract and/or using **NJSTART**?



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

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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 need most that you wish the State had available as a cooperative contract?



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

Contracts (Blankets) & Attachments

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...

Live Demo



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!
- Additional guides and resources on our NJSTART Marketplace Resource Page: PeriscopeHoldings.com/njstart
- The ability for municipalities, school districts, and counties to post solicitations online using NJSTART at no cost to them
- Webinars and in person events:
 - NJSTART 101 Training Sessions – Quarterly
 - NJSTART 201: Bid Solicitations – Will begin Q1 2023
 - NJSTART Marketplace training – TBD



POLL QUESTION

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



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

Next Steps!

Contact Nick Susi and Bill Hnatiuk

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Go to our online resource page to express interest and sign up!

PeriscopeHoldings.com/njstart

QUESTIONS?

