

A circular inset image showing a city skyline with several tall skyscrapers, including the Freedom Tower, reflected in the water. The sky is blue with some white clouds.

# THE STATE OF NEW JERSEY

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COOPERATIVE PURCHASING PROGRAM  
M002 FACILITIES MAINTENANCE AND REPAIR &  
OPERATIONS (MRO) AND INDUSTRIAL SUPPLIES

SPOTLIGHT

FASTENAL, CONTRACT 19-FLEET-00565

## POLL QUESTION

How often in a year do you buy through state contract for your facilities and grounds maintenance and repair needs?



## POLL QUESTION

Have you ever purchased from Fastenal before?

How have you purchased from Fastenal in the past?



# Buyers, NJSTART is evolving!

## NJSTART IS:

- The State of New Jersey's statewide purchasing cooperative program designed to provide local NJ governments 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 local governments in New Jersey.



# Key Features of NJSTART

## Online Shopping of State Contracts

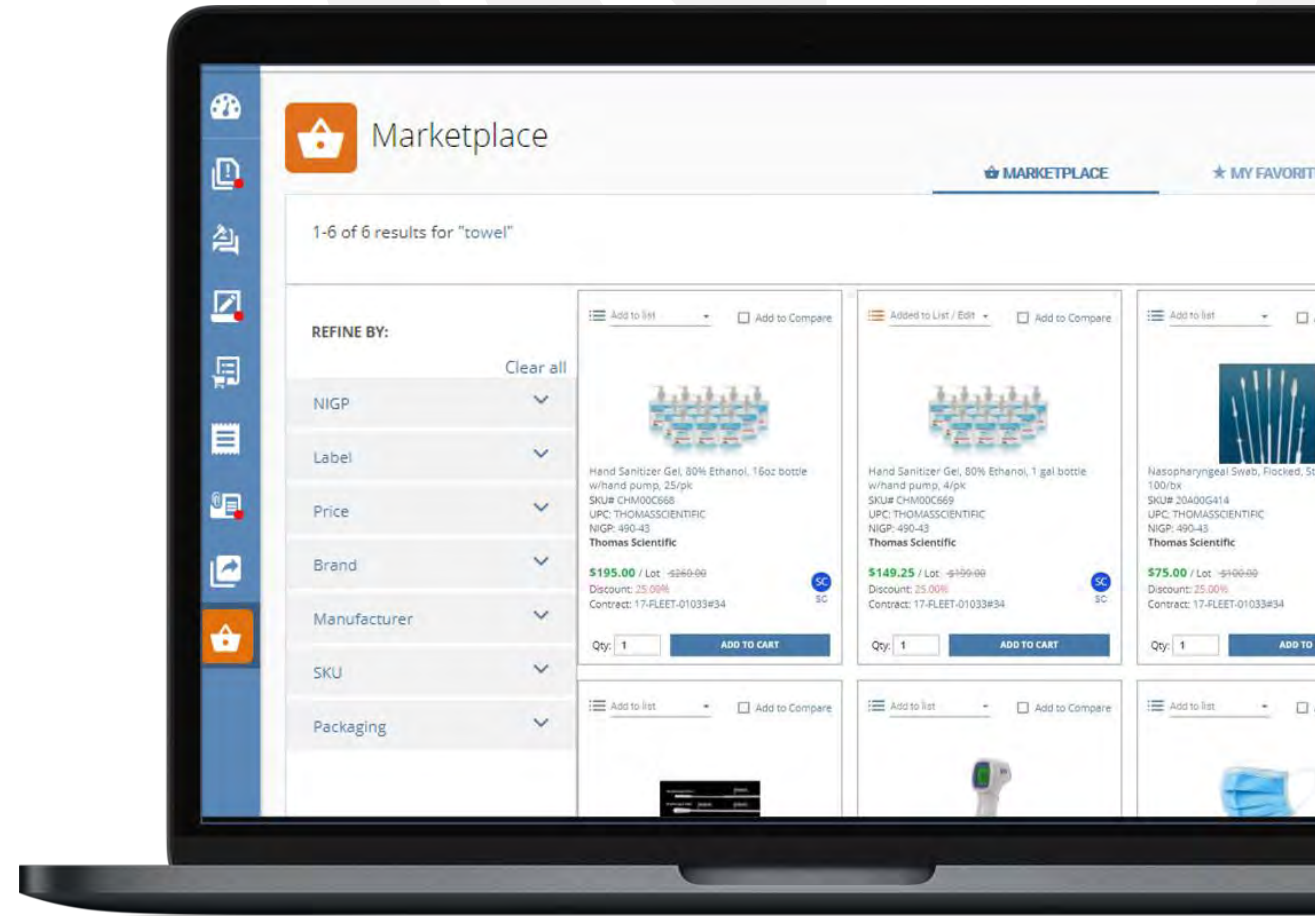
- Easily shop from over 1,000 state contracts in a single online Marketplace
- Conveniently buy from approved suppliers
- Avoid the cost and time of managing your own bids/RFPs

## 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

# NJSTART Marketplace

- Easily shop searchable catalogs for State cooperative contract suppliers
- Flexibility to search and order from external system
- No-cost to New Jersey local governments.



# Bids and RFP Management



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

# COMPLETE COMMODITY & SERVICE COVERAGE

100+ COMMODITY CATEGORIES  
60+ SERVICE CATEGORIES



READY IS THE ONLY OPTION.







# FASTENAL®

2020 Economic  
Impact Statements

## NEW JERSEY

We are committed to *Growth Through Customer Service®*



LOCAL EMPLOYEES  
**122**



LOCATIONS  
**26**



PAYROLL PAID  
**\$5,671,358**



TAXES, LICENSES & FEES\* PAID  
**\$538,497**



RENT PAID  
**\$1,353,122**



UTILITIES PAID  
**\$267,632**

### TOTAL ECONOMIC IMPACT

**\$88,727,953**

### FASTENAL'S BUSINESS SUPPLIERS IN THE STATE OF NJ\*\*

Small Business Suppliers*** in NJ	359
Small Business Suppliers Spend in NJ	\$40,982,169
Large Business Suppliers*** in NJ	874
Large Business Suppliers Spend in NJ	\$39,915,175

### STATE INFORMATION

Federal Tax ID:	41-0948415
State ID:	0100684888
State Contract #	19-FLEET-00565
Date Registered to do business:	35366

# FASTENAL® | LOCAL CAPABILITIES



LOCAL PEOPLE, SUPPORTING YOUR UNIQUE SITE SITUATIONS



AN ACCOUNT REP MAKING WEEKLY VISITS /DELIVERIES



EXPERT RESOURCES TO ASSIST IN AREAS SUCH AS— (Safety, Cost Savings, Lean Practices)

## SERVICES PROVIDED

LOCAL ACCOUNT REP

A member of your community who learns and understands your business needs.

FAST BIN

Fastenal-managed replenishment services. Manual, RFID, Infrared – whatever is best for you!

FAST VEND

We stock them. We maintain them. 24-Hour support line available for questions. Purchasing and usage data available at your fingertips.

FASTENAL EXPERTS

**Government, Safety, Consultants, OEM Engineers and more...**  
Available to assist you and your organization when needed.

LEAN SOLUTIONS

Eliminate waste. Save on costs. Our Lean Six Sigma team is here to help you.

INDUSTRIAL SERVICES

Lifting & Rigging, Calibration & Repair, Band Saw Blades, Tool Repair and more to curb your costs and provide you value

ONSITE PROGRAM

Dedicated reps. Dedicated inventory. Onsite presence. Serving only your organization.

DATA ANALYTICS

Our FAST 360° program allows you to see your purchases, spend, and inventory – 24/7, 365. All at no cost to you.

## CONTACTS FOR YOU

[njgovernment@fastenal.com](mailto:njgovernment@fastenal.com)  
*One stop email to get you connected with your local team*

Chris Peters  
Government Sales Specialist  
New Jersey

Justin Mosher  
NJ Government Branch Manager  
Trenton, NJ



22k  
Employees



2,300+  
In-Market Locations



1200+  
Onsite Locations



14  
Distribution Hubs



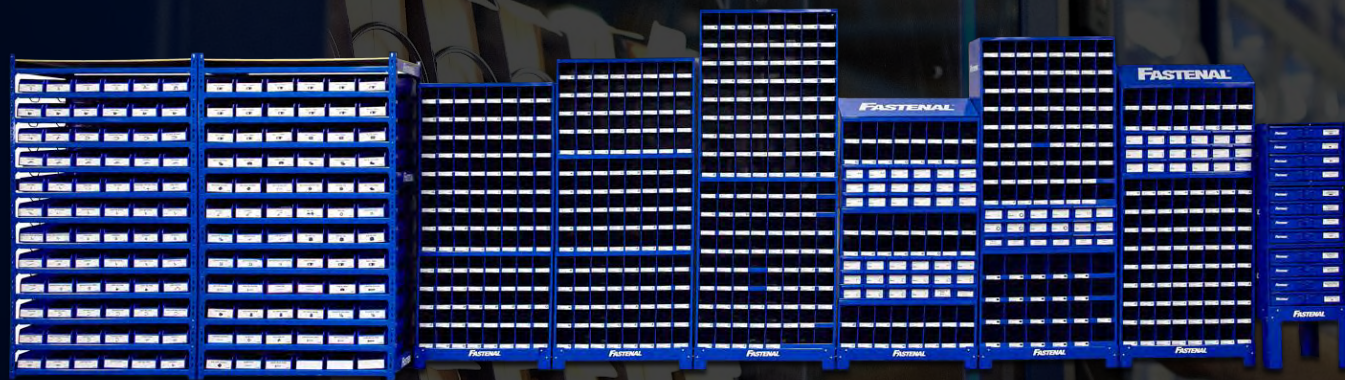
7,000+  
Delivery Vehicles

# PRODUCT OFFERING

*Your source for Facilities Maintenance, Repair & Operations (MRO)*



FASTENERS | SAFETY | CHEMICALS | HYDRAULICS | WELDING | POWER TRANSMISSION  
JANITORIAL | MATERIAL HANDLING | HVAC | RAW MATERIALS | TOOLS & EQUIPMENT  
ABRASIVES | HARDWARE | ELECTRICAL | OFFICE PRODUCTS | PLUMBING | LIGHTING  
METALWORKING | FLEET & AUTOMOTIVE | AND MORE...



# SOLUTIONS

**STRATEGIC IS... CUSTOM SUPPLY CHAIN SOLUTIONS**

# FASTENAL ECOMMERCE



## Fastenal EXPRESS®

Making it easy to identify and order products available for same-day or next-day fulfillment. Look for the EXPRESS icon or use the EXPRESS filter while shopping.



## Order Templates

Save time by creating lists of recurring product needs you can quickly reorder at any time, including templates for parts associated with certain locations, projects, or equipment.



## eQuotes

Electronically review, edit, and approve quotes from your servicing Fastenal branch, including suggested bin stock and vending replenishment orders – all without having to enter or retype data.

## FAST 360°

- ✓ **My Business** – Visualize how your Fastenal-managed inventory is organized across all locations, including product planograms of vending machines and bin stocks.
- ✓ **My Inventory** – Makes your entire Fastenal inventory refined and searchable, the only tool of its kind in the industry. See if a needed product is already on hand within your facility (including its exact location), eliminating delays and unnecessary purchases.
- ✓ **My Spend** – Analyze your Fastenal spend by time period, category, individual SKU, or fulfillment channel to discern trends and opportunities.



**LET'S TAKE A LOOK...**

**Live Demo**



# Options for Using the NJSTART Marketplace and Fastenal eCommerce

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CHOOSE THE OPTION  
THAT WORKS BEST FOR  
YOUR ORGANIZATION!



## 1 – Simple Search

- Search and locate items based on keywords.
- Enter into internal systems for order processing







# Advanced Options for using NJSTART Marketplace

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**FOLLOW YOUR  
PURCHASING  
DEPARTMENT'S LEAD**

## Create Shopping Cart & Printable Requisition

- Select the items and quantities.
- Add to a shopping cart.
- Auto-generate NJSTART requisition form.
- Print and enter into internal system for order processing.



## Send Order Electronically to Vendor

- Route requisition for approvals in NJSTART.
- Upon approval, PO auto-generated and sent to supplier.
- PCards can be used to pay for order.
- Print the PO for records.



## Send order electronically to vendor & transmit order to ERP/financial system

- Select the items and quantities.
- Add to a shopping cart.
- Auto-generate NJSTART requisition form.
- Print and enter into internal system for order processing.



# What to expect in NJSTART for 2022!

## 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: <https://www.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 when appropriate



# HOW DO I SIGN UP MY ORGANIZATION FOR NJSTART?

## 1. Fill out our online interest form

- Once submitted, you will receive a follow-up email from our team with additional program information
- We will work with you to confirm that only authorized individuals are creating your organizations account in NJSTART

## 2. Register!

- **Only the department responsible for purchasing can register your organization**

## 3. Complete the online training

Maximize your use of NJSTART!

- View and buy off State contracts
- Post online solicitations
- Find vendors and their compliance with State requirements
- Contact the Periscope team for organization- focused assistance



# HOW DOES MY ORGANIZATION ENGAGE FASTENAL?

- Register in Fastenal.com
- Work with your purchasing office to confirm how your organization **purchases from Fastenal's State contract, 19-FLEET-00565**
- Engage the NJ Fastenal team to access all that Fastenal has to offer!

## Fastenal CONTACTS

[njgovernment@fastenal.com](mailto:njgovernment@fastenal.com)

Chris Peters

Government Sales Specialist

New Jersey

Justin Mosher

NJ Government Branch Manager

Trenton, NJ



## NJSTART Assistance

**Contact Nick Susi and Bill Hnatiuk**

[coop-NJSTART@periscopeholdings.com](mailto:coop-NJSTART@periscopeholdings.com)

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

[periscopeholdings.com/njstart](https://periscopeholdings.com/njstart)



# VISIT NJSTART AND FASTENAL AT THE 2022 NJSBGA EXPO!

## 2022 NJSBGA CONFERENCE/EXPO

📅 SUN, MAR. 20, 2022 ⌚ 4:00 PM

📍 HARRAHS HOTEL AND CONFERENCE CENTER  
777 HARRAHS BLVD.  
ATLANTIC CITY, NJ 08401

- Meet the Fastenal Team at Booth 720
- Meet the NJSTART Periscope team at Booth 721



# QUESTIONS?





## REFERENCE SLIDES

Options for Purchasing from State Contracts in NJSTART

# The benefits of a cooperative purchasing program

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SAVINGS  
CONVENIENCE  
SECURITY



VISIBILITY • ACCESS • MARKETING • REVENUE

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**