



# **NJSTART**

## **Marketplace Program**

**2023 Changes and Benefits for Suppliers**  
**January 26, 2023**  
**Webinar**

# HOUSEKEEPING

AUDIO



QUESTIONS



RECORDING



# Today's Agenda

- Introductions
- What is Marketplace and the Marketplace Program?
- 6 Steps to Success
- Program Benefits
- Fees and Reporting
- Resources
- Questions



# Meet the Team from Periscope and the Division of Purchase and Property

## **Nick Susi**

General Manager

[nick.susi@mdfcommerce.com](mailto:nick.susi@mdfcommerce.com)

## **Holly Towle**

Supplier Account Manager

[holly.towle@mdfcommerce.com](mailto:holly.towle@mdfcommerce.com)

## **Michael Dunn**

Assistant Director, Technology Services and Cooperative Purchasing

[michael.dunn@treas.nj.gov](mailto:michael.dunn@treas.nj.gov)

## **Bill Hnatiuk**

Local Government Manager

[bill.hnatiuk@mdfcommerce.com](mailto:bill.hnatiuk@mdfcommerce.com)

## **Brian Staisiunas**

Supplier Enablement

[brian.staisiunas@mdfcommerce.com](mailto:brian.staisiunas@mdfcommerce.com)

## **Allan Sydlo**

Supervisor of NJSTART Vendor Administration

[allan.sydlo@treas.nj.gov](mailto:allan.sydlo@treas.nj.gov)



# Meet the Team from Periscope and the Division of Purchase and Property

**Debbie Garnar**

Account Receivable Specialist

[debbie.garnar@mdfcommerce.com](mailto:debbie.garnar@mdfcommerce.com)

**Josh Bartlett**

Advanced Technical Support

[josh.bartlett@mdfcommerce.com](mailto:josh.bartlett@mdfcommerce.com)

**Alexis Cruz**

Accounts Receivable Specialist

[alexis.cruz@mdfcommerce.com](mailto:alexis.cruz@mdfcommerce.com)

**Adam Cresko**

Marketing Director

[adam.cresko@mdfcommerce.com](mailto:adam.cresko@mdfcommerce.com)



# Who is Periscope?

NJSTART is the State of New Jersey's e-Procurement system and was developed in partnership with **Periscope, powered by mdf commerce**\*. The Marketplace Program (Program), a component of NJSTART, facilitates the process of selling to New Jersey governments.

The State of New Jersey is partnering with us to manage the Program for both New Jersey agencies, cooperative purchasing participants, and vendors such as yourself.

We strive to work with vendors that have fully-executed contracts with the State of New Jersey to maximize their contract sales and meet their state contract related business goals, regardless of size or scope.

\* Periscope, powered by **mdf commerce**, is the developer and implementer of the ePro eProcurement System (currently branded as NJSTART in New Jersey). Periscope manages the NJSTART Marketplace Program with a dedicated account management team in conjunction with the State of New Jersey. **mdf commerce** - Periscope's parent company - and is a leader in North American eprocurement.



# What is the Marketplace Program?

The Marketplace software is an integral component of the NJSTART eProcurement system. It allows suppliers to load product/service catalogs related to their contracts with the state.

Once catalogs are in place, state users and cooperative purchasing participants may use the Marketplace to search for state contracts, shop from them (shopping basket functionality), and generate POs that will be transmitted to the supplier electronically.

**But there's more!**



# What is the Marketplace Program?

Being a part of the Marketplace Program provides your company with access to:

- Marketing
- Marketplace Catalog Enablement
- NJSTART G2B Punchout Enablement
- Buyer Workshops
- Marketplace Toolkit
- Reporting Assistance and Support





# 6 Steps to Success

After your contract is awarded or amended, these 6 simple steps will ensure your participation in NJSTART is as successful as possible.



# Supplier Enablement

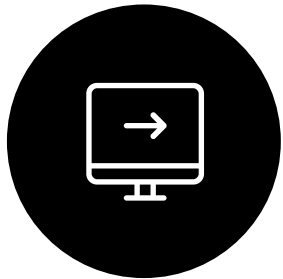
## Questions for Suppliers



Does your contract have an itemized price list of products or services?



Will pricing on your contracted products or services change in the duration time of the contract?



Do you have an e-commerce site? Is there an opportunity to integrate a punchout catalog?\*



Is the supplier catalog manager registered as a user on NJSTART?

**Regardless of complexity or purchasing requirements, there is a place for your NJ State contact in the NJ Start Marketplace.**

\*for prime contract holders only

# Marketing Your Contract

We continually communicate with NJ Government Buyers to **generate awareness** of the types of contracts they have access to and educate them on how to navigate and use the Marketplace.



## Advertising



## Email Blasts to NJ Government Buyers

Promote NJSTART contracts through important dates and “themes”, for example “Fire Safety” or “Back to School”



## Webinars

Regular webinars to NJ Government Buyers to promote NJSTART.



## Trade Shows

NJSTART Banner for your booth  
Logo & Promo flyer in our booth



## Coming Soon

Social Media Campaigns  
Buyer/Seller in-person workshops and panels

# NJSTART Local Government Engagement



## TRAINING

### Training

- **NJSTART 101 Quarterly (functionality/Navigation/Contract Search)**
- **Individual/Group Training sessions upon request**



## EVENTS

**NJSTART participates in various events throughout the year that include all New Jersey public purchasing entities.**



## LOCAL ASSOCIATIONS

**NJLM, NJAC, NJFOA, NJGPA, NJIGP, NJSBA, NJSBGA**



## CEU's

**Through local associations we provide Continuing Education Credits approved by Rutgers and NJDCA to Public Purchasing officials (QPA's, CMFO's, CCFO's, RPPO's)**

# NJSTART Public Purchasing Entities

Ongoing efforts to register public purchasing entities



## School Dist.

Entities: **77**  
Users: **146**



## Local Municipalities

Entities: **133**  
Users: **395**

## County Governments

Entities: **18**  
Users: **276**



## Authorities

Entities: **30**  
Users: **104**

Notable:  
NJEDA, NJ TRANSIT,  
South Jersey Transit,  
NJ Turnpike



## Institutes of Higher Edu.

Entities: **15**  
Users: **44**



## Other

Entities: **22**  
Users: **40**

## Additional Resources

- Attend supplier-focused educational webinars and workshops to learn more about doing business with the State of New Jersey and New Jersey Cooperative Purchasing Program Participants.
- Leverage the Periscope Supplier Enablement and Success Teams to build a strong presence in NJSTART and take advantage of marketing opportunities.
- Leverage the Periscope Reconciler Support Team to stay compliant with Convenience Fee and Quarterly Reporting requirements



# Convenience Fee & Quarterly Reporting

Effective September 6, 2022, a new regulation extending a mandatory **1% convenience fee** to contracted suppliers for applicable State contracts was enacted.

Convenience fees to fund procurement operations, cooperative programs, and systems are common across the U.S. These fees are a way to **improve services** to the supplier community and the state.

Participating State contract suppliers are required to report their net sales on a quarterly basis and pay their convenience fee directly using NJSTART.

**Our team is here to help!**



# Training & Guides

[General NJSTART Information](#)

[Marketplace Overview](#)

[NJSTART News & Events](#)

[Reporting Guidelines](#)

[Reconciler User Guide](#)

[Cooperative Purchasing in New Jersey](#)



## Contact Info

Once your contract is marked as in "Sent" status in NJSTART, please do not hesitate to reach out to Periscope for help at any stage of this process.

[suppliers-njstart@mdfcommerce.com](mailto:suppliers-njstart@mdfcommerce.com)

844-470-5019

[www.NJSTART.gov](http://www.NJSTART.gov)

# QUESTIONS



A tall, cylindrical lighthouse with a white base and a red upper section, topped with a lantern room. It stands on a sandy dune with sparse vegetation. In the foreground, there is a wooden fence. The sky is a clear, bright blue with some light clouds. The text "Thank you!" is centered in the middle of the image in a bold, dark blue font.

**Thank you!**