



powered by **periscope.**

**Your go to destination for Statewide Cooperative Purchasing**

# **NJSTART 101 Q4 2023**

December 14, 2023

# HOUSEKEEPING

AUDIO



QUESTIONS



RECORDING



# NJSTART 101 Q4 2023

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## Agenda

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Welcome & Introductions

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DPP and Periscope – a partnership created to support you

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NJSTART Support Overview

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Let's Take a look

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What's Coming and how to contact us

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# Meet the Team from Periscope

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

The State of New Jersey and Periscope (parent company **mdfcommerce**) 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.

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Nick Susi, General Manager

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Bill Hnatiuk, Local Government Manager

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Holly Towle, National Supplier Account Manager

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Kaleb Jensen, Account Manager

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Tania Dinis, Marketing



## 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

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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

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## HELP US UNDERSTAND

### Question #1

Are you willing to be a tester and provide feedback for future software improvements that will benefit your use of NJSTART?



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## HELP US UNDERSTAND

### Question #2

Which products or services do you most commonly purchase?





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## HELP US UNDERSTAND

### Question #3

What contracting vehicles do you leverage most?

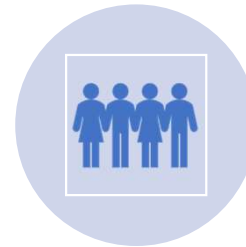
*Examples include State Cooperative Contracts, Regional Cooperatives and County Cooperatives, National Coops, Your own sourcing process “RFx”*



## Overview of work to date – training and support



Over 550 Public Purchasing  
Entities Registered in  
*NJSTART*



Almost 2,000 registered  
Cooperative end users



About 130 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  
almost 2,000 contacts



Semi-Annual State Contracts  
Guide



Quarterly Contract Category  
Guides



Leverage our Local  
Government Online  
Resource Page:  
**[www.njstart.info](http://www.njstart.info)**



# 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.\*

## 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%.\*\*

## 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 60,000 suppliers for your own sourcing needs.

## 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

\*NJPA and US Communities (Omnia Partners)

\*\*NASPO and Harvard Ash Center

# 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 "1 NJCP" on your PO (NJAC 5:34-7.29).

	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 1/2/3or4/5 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 Quarterly 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	06/30/24	Y
M0002 Facilities Maintenance and Repair & Operations (MRO) and Industrial Supplies	19-FLEET-00150	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	04/14/24	Y
T0103 - Park and Playground Equipment	16-FLEET-00139	Liberty Parks and Playgrounds Inc	V00013839	05/31/17	05/30/24	Y



## Let's Take a Look Together!

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Monitor DPP's website for important updates:

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

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Login

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Dashboard Navigation

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Remember, in NJSTART contracts are referred to as **Blankets!**

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Use our contract portfolio guides to assist in your searches

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Just because a vendor is registered in NJSTART does not mean they have a contract!

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Some  
tips for  
using  
NJSTART





## What we covered

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NJSTART Login Remember every **90** days

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NJSTART Dashboard Navigation

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

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Summary Tab/Items Tab/Attachments Tab

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Vendor Search & Review of Term and Categories

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**Maximize  
NJSTART's  
Value to  
you!**



## What to expect going forward!

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**Additional outreach and support for your buying agencies**, including the NJSTART Quarterly Newsletter with the complete State of New Jersey Cooperative Contract Guide and Contracts by Category Guides

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**More training and support for your end-users**

NJSTART 101 Training Quarterly

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NJSTART 102 Marketplace Training – Coming in 2024!

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NJSTART 201 (bid solicitations) – TBD

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Contact us for trainings tailored to your organization!

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## CONTACT US FOR QUESTIONS AND SUPPORT!

Contact Nick Susi and Bill Hnatiuk at  
[coop-NJSTART@mdfcommerce.com](mailto:coop-NJSTART@mdfcommerce.com)

Go to our online resource page to express interest and  
sign up!  
[www.njstart.info](http://www.njstart.info)

Select the [Local Governments Tab](#) for registrations and  
user guides and the [News Events Tab](#) for newsletters, contract  
portfolio information, and past recorded webinars!



**QUESTIONS?**

