

# EMPIREPROCURE *A NYS Cooperative Procurement Alliance* CONNECT



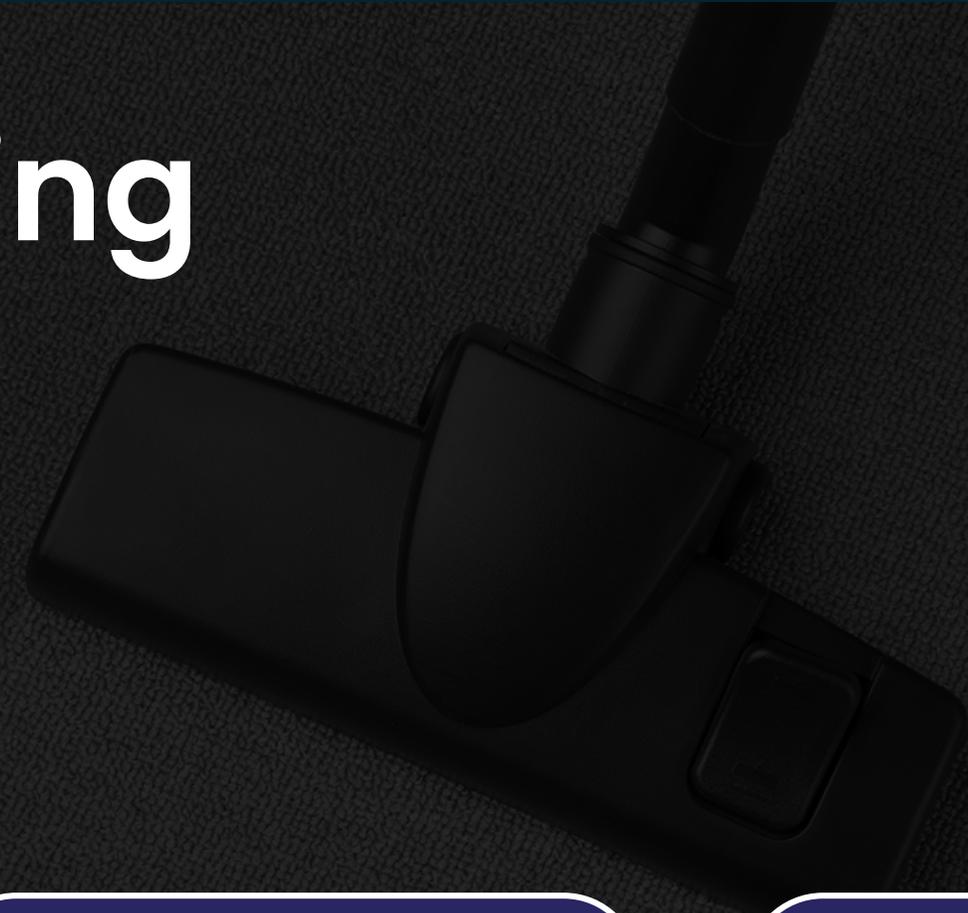
***Bringing Efficiency and Compliance  
to Local Government Procurement***

Implemented by Rockland, Ulster and Chemung Counties

***Spotlight: Safeware***



# Housekeeping



**MICROPHONE / CAMERA**



Disabled for Attendees

**QUESTIONS**



Use Q&A Feature

**RECORDING**



This Webinar Is Being  
Recorded

# Agenda

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Introductions: the Empire State Procurement Alliance, SOVRA, and Safeware

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The Empire State Procurement Alliance

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Empire Procure Connect (EPC)

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Welcome the team from Safeware

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Next Steps: Leverage Your Resources

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Questions



# Introductions – the Alliance

**The Empire State Procurement Alliance** (Alliance) is a county cooperative purchasing program in the State of New York comprised of Chemung, Rockland, and Ulster counties. The Alliance leverages Empire Procure Connect as its cooperative contract technology platform.

## Members of the Empire State Cooperative Procurement Alliance

- Paul Brennan, Director of Purchasing, Rockland County
- Ed Jordan, Director of General Services, Ulster County
- Tricia Wise, Purchasing Director, Chemung County



# Introductions - SOVRA

**SOVRA (Periscope)** is the technology provider for Empire Procure Connect. SOVRA also helps facilitate the Empire Procure Connect program, educating buyers and suppliers across the state on how to use Empire Procure Connect.

## The Empire Procure Connect Team from SOVRA (Periscope)

- Valerie Bollinger, General Manager, SOVRA (Periscope)
- Karen Storm, Local Government Manager, SOVRA (Periscope)
- Nick Susi, Sr. Director Program Success, SOVRA (Periscope)
- Holly Towle, Supplier Account Manager, SOVRA (Periscope)
- Cheri Ray, and Suzanne O'Donnell, Program Managers, SOVRA (Periscope)



# Introductions – Safeware

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**Meredith Dunne**- Customer Success

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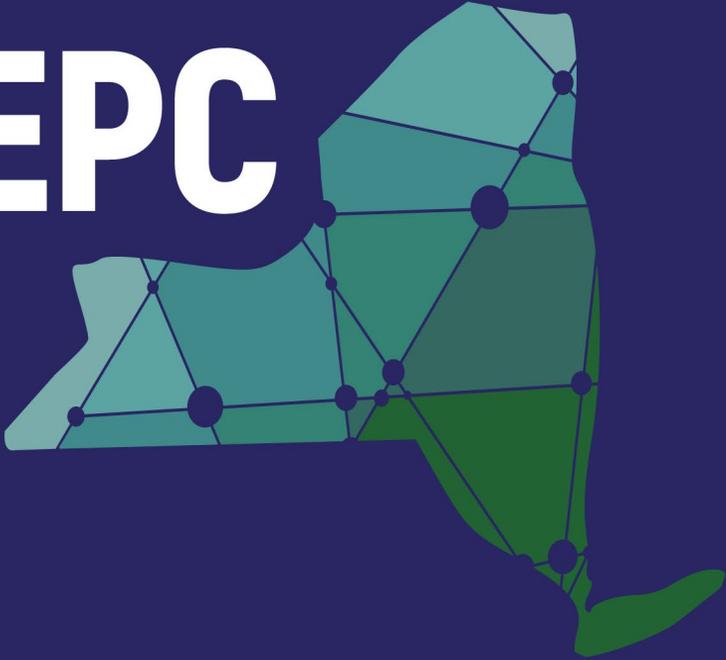
[Punchout Contract 0000314](#)

Short Description- RFP#24101-

RFP-DST Public Safety Emergency Preparedness  
Equipment & Related Products & Services



**EPC**



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# About the Program

# The Empire State Cooperative Procurement Alliance

- Formed by the counties of Rockland, Ulster and Chemung
- A procurement cooperative to issue cooperative bids, and operate and maintain an e-sourcing, contract management and online marketplace system known as Empire Procure Connect
- Potential economies from combining purchasing volumes and administrative savings



# The Empire Procure Connect Program

- **Empire Procure Connect** is the overall program and technology supporting the **Empire State Cooperative Procurement Alliance** including:
  - Technology platform
    - Empire Procure Connect Marketplace
    - Reconciler vendor reporting and fee remittance tool
  - Contract promotion
  - EPC Marketplace catalog creation
  - Buyer support
  - Participating vendor support including reporting and fee collection



# Current EPC Contract Categories Include

- Audio Visual Equipment and Supplies
- Highway Signs and Thermoplastic Pavement Markings
- NYSID catalog available
- Office Supplies
- Promotional Items
- **Public Safety and Emergency Preparedness Equipment**
- Public Safety Communications and Equipment
- Sustainable Janitorial Supplies
- IT Hardware and Software
- Online Marketplace



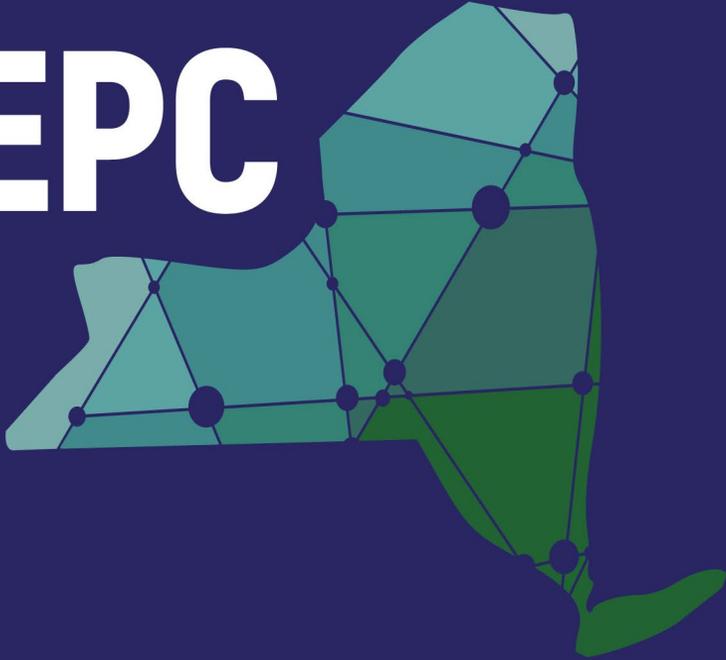
# Upcoming EPC Contract Categories Include

- Medium and Heavy-Duty Truck Parts
- Tires and Tubes
- Police Vehicles
- Uniforms
- Radio Repairs

[Visit empireprocureconnect.info](https://empireprocureconnect.info)  
for news and updated  
contract lists



**EPC**



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**Welcome the  
team from  
Safeware**



# SAFEWARE®

Presented by:

**Brad Prol**

*Senior Account Manager*



# Who is Safeware

## **Mission**

*To support the World's workforce and responders at a moment's notice with innovative solutions designed to protect, defend, maintain, and secure.*

## **About Us**

*Safeware is a driving force in the protective safety equipment and responder industry, with a rich history dating back to 1979. Founded with a vision to provide innovative and high-quality safety solutions to businesses and organizations within the shadow of the United States Capital, Safeware has since become a trusted name for law enforcement agencies, fire departments, rescue operators, emergency medical services, hazmat teams, educational institutions, government agencies, and industrial safety workers across the United States and Canada.*



## ***EPC – SAFEWARE Public Safety Contract Categories***

1. Personal Protective Equipment
2. Explosive Device Mitigation and Remediation Equipment
3. Air Purification
4. Information Technology
5. Cyber Security Enhancement Equipment and Services
6. Interoperable Communications Equipment
7. Metal Detection
8. Detection Equipment
9. Decontamination Equipment
10. Medical Supplies
11. Power Equipment
12. Classroom Cleanliness and Hygiene Products and Solutions
13. Physical Security
14. Window Film
15. Inspection and Screening Systems
16. CBRNE Equipment, Training and Reference Materials
17. Intervention Equipment
18. Perimeter Security
19. Law Enforcement Equipment
20. Vehicles and Vehicle Upfitting
21. Related Products and Services
22. All Other Non-Listed Emergency and Public Preparedness, Law Enforcement, and Fire Equipment available through the Supplier



# FIRE

## **16. CBRNE Equipment, Training and Reference Materials- Equipment providing a technical search and rescue capability for a CBRNE environment and reference materials designed to assist emergency first responders in preparing for and responding to a CBRNE incident such as:**

- Hydraulic tools; hydraulic power unit
- Listening devices, hearing protection
- Search cameras (Including thermal and infrared imaging)
- Radiological isotope identifying detectors
- Breaking devices (Including spreaders, saws, and hammers)
- Lifting devices (including air bag systems, hydraulic rams, jacks, ropes, and block and tackle)
- Blocking and bracing materials
- Evacuation chairs (for evacuation of disabled personnel)
- Ventilation equipment
- All other CBRNE operational and search and rescue equipment
- Command vehicles
- Hazmat rigs
- ATVs
- All other CBRNE Incident Response Vehicles
- Area monitoring
- Situational awareness equipment
- Stand-off detection
- All other Terrorism Incident Prevention Equipment
- Helicopters and associated maintenance
- UAV and accessories
- Drones
- All other CBRNE aviation equipment
- Control and command vehicles
- Traffic control items
- All other CBRNE logistical support equipment
- CBRNE boats
- All other CBRNE prevention and response watercraft

# LAW ENFORCEMENT

## **19. Law Enforcement Equipment – Including, but not limited to:**

- Firearms
- Lethal and Nonlethal Munitions
- Duty Gear
- Personal Protective Equipment
- All other Law Enforcement Equipment

## **17. Intervention Equipment**

- Ballistic protection
- Situational awareness equipment
- All other intervention equipment

## **2. Explosive Device Mitigation and Remediation Equipment– a complete and comprehensive offering of equipment providing for the mitigation and remediation of explosive devices in a CBRNE environment such as:**

- Bomb Search Protective Ensemble for Chemical/Biological Response
- Chemical/Biological Undergarment for Bomb Search Protective Ensemble
- Cooling Garments to manage heat stress
- Robots, Robot Upgrades
- Ballistic Threat Body Armor & Helmets
- Blast and Ballistic Threat Eye Protection
- Blast and Overpressure Threat Ear Protection
- Disarmer/Disrupter
- Real Time X-Ray Unit, Portable X-Ray Unit
- Fiber Optic Kit (inspection or viewing)
- Tents, standard or air inflatable for chem/bio protection
- Inspection mirrors
- Ion Tract Explosive Detector
- All other EOD Equipment

## EDUCATION

### **12. Classroom Cleanliness and Hygiene Products and Solutions – including, but not limited to:**

- Disinfectants
- Sanitizing Wipes
- Mops, brooms
- Buckets
- Scrubbers
- Cleaning gloves
- Personal Hygiene products/kits
- All other equipment and supplies related to Classroom Cleanliness and Hygiene

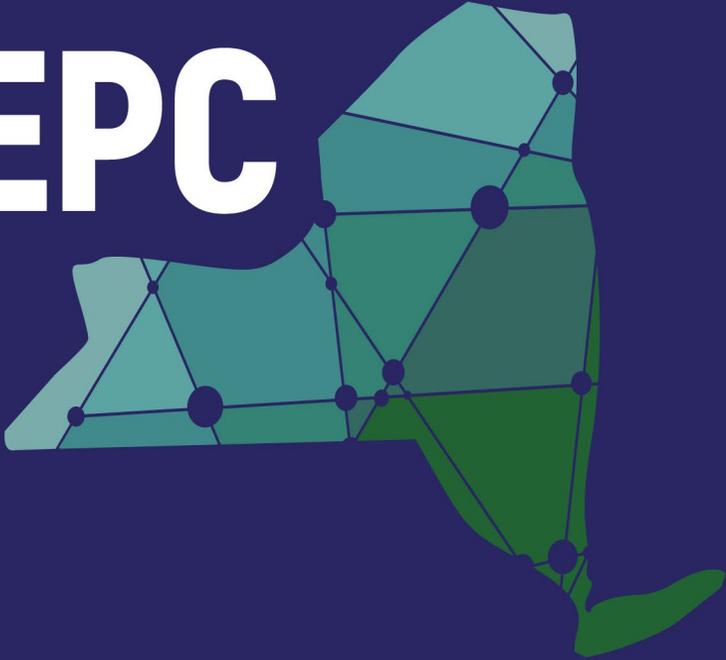
### **14. Window Film – Any and all products, equipment, and services related to Window Film**

## **ALL OTHERS**

**21. Related Products and Services – Any related emergency and public preparedness equipment, supplies, and services offered by the supplier.**

**22. All Other Non-Listed Emergency and Public Preparedness, Law Enforcement, and Fire Equipment available through the Supplier – Equipment, supplies, materials, and services the supplier offers but does not appear specifically in the above categories.**

**EPC**



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**What's next?  
Leverage  
your  
Resources**

# Online EPC Resources

- <https://empireprocureconnect.info>: an online resource page where buyers can register and find important information needed to leverage the EPC Program

**and**

- <https://empireprocureconnect.com>: houses all EPC contract details and the EPC Marketplace



# The EPC Info Page

Use the **empireprocureconnect.info** page to:

- Register for the platform and future communications
- Find a listing of the latest EPC contracts
- Review FAQs
- Contact us for questions and support



[Home](#) [Local Government Buyers](#) [Suppliers](#) [Go to empireprocureconnect.com](#)

## Empire Procure Connect for Public Purchasing Entities

This easy-to-use purchasing platform will transform the way local governments and school districts do business in NYS.



[View Our Latest Contracts](#)

### Introducing Empire Procure Connect

Empire Procure Connect (EPC) is an innovative online e-procurement platform and marketplace designed exclusively for local governments, school districts, BOCES, and special



**Register for the Empire Procure Connect Marketplace and receive news and updates!**



**EMPIRE PROCURE CONNECT** | *A NYS Cooperative Procurement Alliance*

# Welcome to Empire Procure Connect

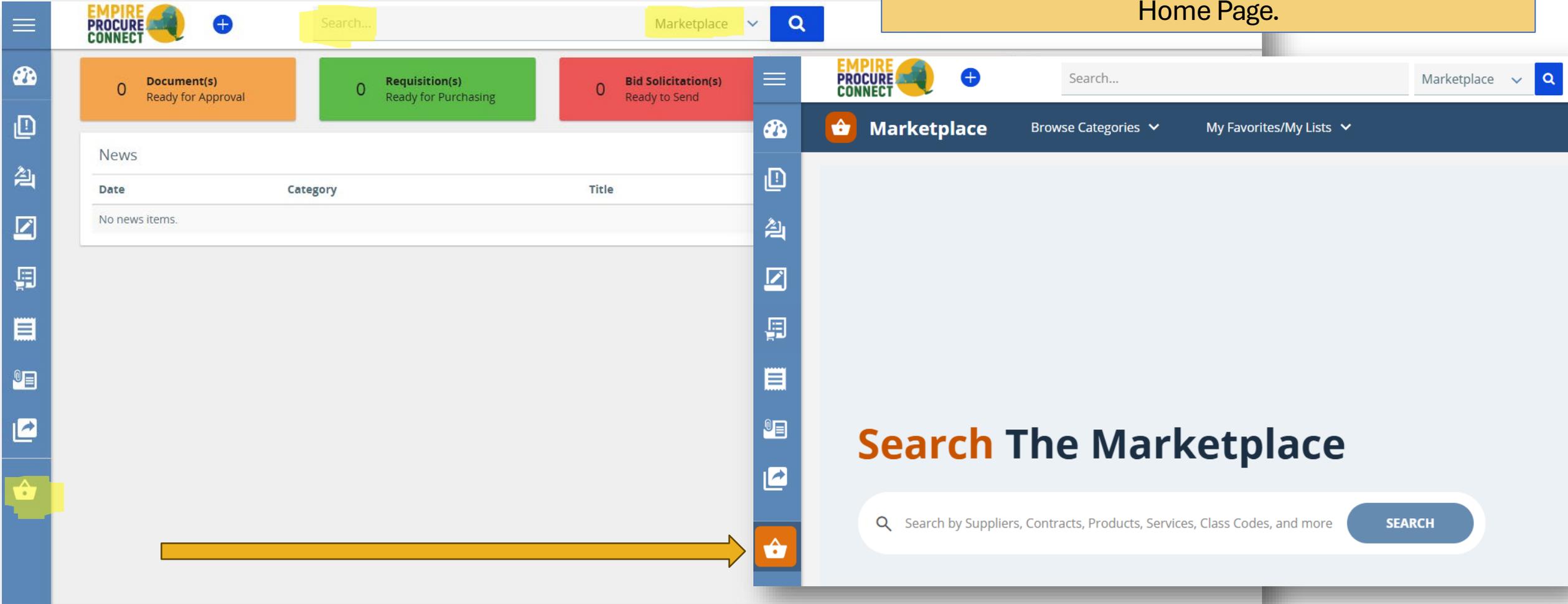
An innovative online e-procurement platform and marketplace designed exclusively for local governments, school districts, BOCES, and special districts located in NYS.

[MORE INFORMATION](#)



# Navigating to the Marketplace

To begin shopping, you can select the Shopping Basket icon as seen at the bottom left of the image or enter your keywords in the search bar above in the Home Page.



# Safeware's Marketplace Presence

The screenshot displays the 'Marketplace' section of the Empire Procure Connect website. The header includes the 'EMPIRE PROCURE CONNECT' logo, a search bar, and navigation options like 'Marketplace' and 'Advanced'. The main content area features the Safeware logo and the product title 'Safeware, Inc. - Public Safety Emergency Equipment, Related Products, & Services'. A green arrow points from this title to the 'SHOP SITE' button in the right-hand sidebar. Other sidebar buttons include 'Add to List', 'Email Supplier', and 'Add to Compare'. The top right corner shows a shopping cart icon with a '0' and a 'Subtotal: \$0.00'.

EMPIRE PROCURE CONNECT

Search...

Marketplace

Advanced

Marketplace

Browse Categories

My Favorites/My Lists

Subtotal: \$0.00

Search Results > Product Details

**SAFEWARE**

Safeware, Inc. - **Public Safety Emergency Equipment, Related Products, & Services**

Safeware, Inc.

SKU#

UPC:

NIGP: 345-74

Contract: 0000314 line item #1

EPC Cooperative Contract

SHOP SITE

Add to List

Email Supplier

Add to Compare



Public Safety and Emergency Preparedness equipment led by Empire Procurement Connect (EPC) for use by state agencies and other entities located in New York State.

Public Safety and Emergency Preparedness Equipment and Related Products and Services contract between the Empire State Cooperative Procurement Alliance and Safeware. Backed by a national cooperative contract from GOVMVMT, this contract serves all New York State political subdivisions and others authorized by New York State Law.

Master Contract Number: 0000314

EPC Contract Number: EPC-GOVMVMT-25-001-0000314

Safeware has entered into a strategic partnership with Empire Procure Connect to provide public safety and emergency preparedness equipment through Contract #0000314 (RFP#24101-RFP-DST). This agreement, effective from April 1, 2025, to October 1, 2029, enables cooperative purchasing across New York State agencies, streamlining procurement processes and ensuring timely access to essential safety equipment.

The contract encompasses a wide range of products, including personal protective equipment (PPE), decontamination systems, interoperable communications gear, and emergency response vehicles, all tailored to support agencies in emergency response, homeland security, and public health emergencies. Safeware's extensive experience in emergency response, combined with its robust distribution network, ensures that agencies receive high-quality equipment promptly, enhancing their readiness and operational efficiency.

### Contract Categories / Users :

- Law Enforcement and Corrections
- Fire, EMS, and Search and Rescue
- Medical, Health Service and Public Health
- Educational Facilities, K-12 and Higher Education
- Emergency Management
- Public Utilities and Public Works
- Transit and Transportation
- Human Services, Housing, Homelessness and Mental Health
- Services for Public Safety and Emergency Management Solutions

### CONTACT INFORMATION

#### Customer Service Inquiries

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### LINKS

- [New York State](#)
- [Empire Procure Connect](#)
- [Sign Into EPC](#)
- [EPC Contract 0000314](#)
- [Contact Safeware](#)

#### View More Info

- [SafewareInc.com](#)

# Thank You!

**For questions and support contact:**

[buyers@empireprocureconnect.info](mailto:buyers@empireprocureconnect.info)

Valerie Bollinger, J.D., CPPO, CPPB, General Manager

Karen Storm, CPPB, Local Government Manager

Cheri Ray, MBA, Program Manager

Suzanne O'Donnell, PMP, Program Manager

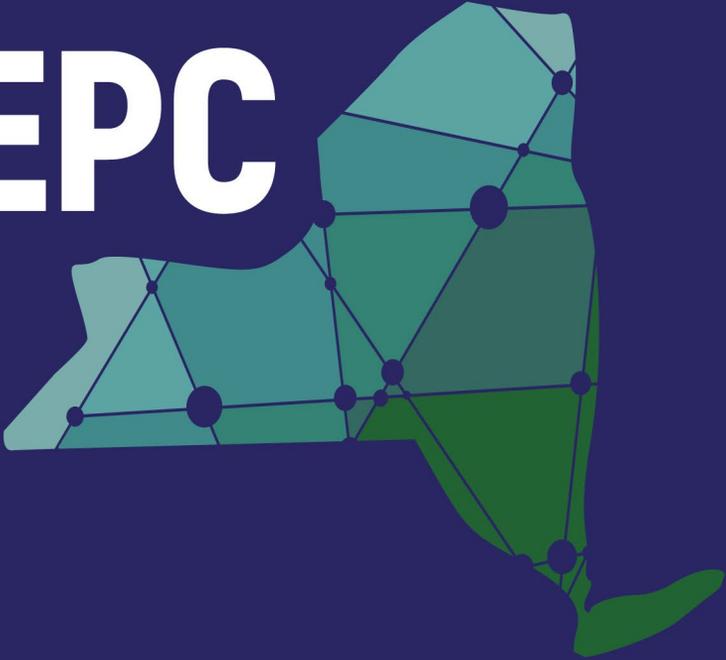
Nick Susi, CPPO, Sr. Director of Program Success

**[www.empireprocureconnect.info](http://www.empireprocureconnect.info)**



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**EPC**



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**Questions?**