

Housekeeping

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Disabled for Attendees

QUESTIONS



Chat is Disabled Use Q&A Feature

RECORDING



This Webinar Is Being Recorded

Agenda

Introductions: the Empire State Procurement Alliance and SOVRA

Cooperative Purchasing

The Empire State Procurement Alliance

Empire Procure Connect (EPC)

EPC Marketplace Overview

What's Next?

How to sign up

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



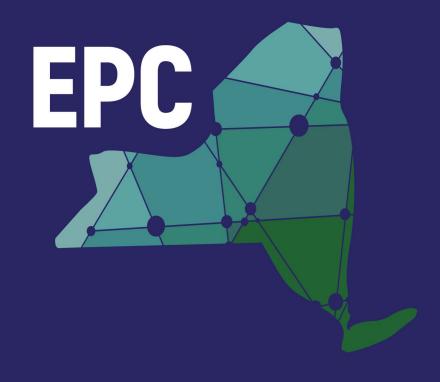
Introductions - SOVRA

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)
- Cheri Ray, Program Manager, SOVRA (Periscope)





Benefits of Cooperative Purchasing

What would you rather do?

Go it alone

Spread the load out







Cooperative Purchasing







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



Marketplace Benefits to Local Governments and Non-Profit Agencies

- Access to purchasable contracts from the 3 counties that meet statutory requirements
- Access to National Cooperative Contacts that have been vetted by the 3 Counties for compliance with GML 103(16)
- Access to NYSID catalog coming soon!
- Aggregated spend between the counties and local governments should result in lower prices





EPC Contracts



EMPIRE PROCURE CONNECT FOR PUBLIC PURCHASING ENTITIES

WHO

New York State political subdivisions (local governments, school districts, BOCES, special districts) and others authorized by New York State law are eligible to use contracts available on Empire Procure Connect.

HOW

Access the contracts through Empire Procure Connect; a comprehensive marketplace that showcases the Empire State Cooperative Procurement Alliance ("Alliance") contracts in a shoppable format. This service is available at no additional cost.

WHY

Empire Procure Connect contracts are created of solicited in the State of New York, specifically tailored to meet New York's unique needs. All Empire Procure Connect cooperative contracts fully comply with New York state procurement laws.

Streamlining New

empireprocureconnect.info



- Currently almost 40 Contracts across 17 portfolios negotiated by 3 of the counties
- Contracts cover a wide range of goods and services.
- All contracts vetted to State of New York Statutes and Rules
- Contracts created with New York needs
 - Visit empireprocureconnect.info to review the active contracts list

EPC Contracts Nov 2025.xlsx

Current EPC Contract Categories Include

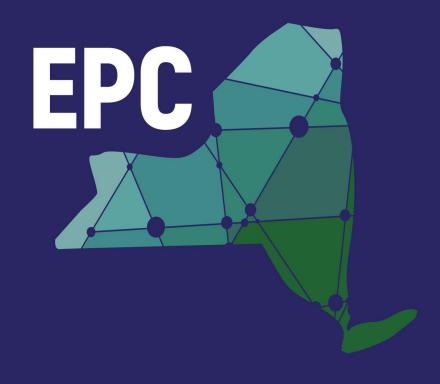
- Audio Visual Equipment and Supplies
- Commercial and Industrial Supplies
- Office Supplies
- Promotional Items

Visit empireprocureconnect.info to review the active contracts list

EPC Contracts Nov 2025.xlsx

- Highway Signs and Thermoplastic Pavement Markings
- Public Safety and Emergency Preparedness Equipment
- Public Safety Communications and Equipment
- Sustainable Janitorial Supplies
- Network Hardware and Software
- NYSID catalog COMING SOON!





Introduction to using EPC contracts

Immediate Impact

- Empire Procure Connect is a free platform available to all local Jurisdictions in New York State. Organizations can realize immediate benefits from using EPC to search across program contracts.
- Empire Procure Connect helps you leverage the volume purchasing of New York public agencies to reduce procurement staff time, costs, and risks, giving your community maximum efficiency for every dollar spent.
- You can access all active contracts now!



Online EPC Resources

 https://empireprocureconnect.info: an online resource informational site 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 Informational Site

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

- Learn more about the program
- Register for the platform
- Find a listing of the latest EPC contracts
- Contact the team for support



lome Local Government Buyers

Suppliers News and Events Go to empireprocureconnect.com

An Empire State Cooperative Procurement Alliance

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

View Our Latest Contracts

Login To Empire Procure Connect



The EPC Info Site





News and Events

Go to empireprocure connect.com

Click to the **Local Government**

Buyers tab to:

- Register for the platform and future communications
- Find a listing of the latest EPC contracts
- Review FAQs
- **NEW!** Request an EPC Bid

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 districts located in NYS. This revolutionary web-based hub streamlines the purchasing process by offering a wide range of products and services, all sourced from preferred vendors, pre-negotiated pricing and current contracts.



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

To register for access to the EPC Marketplace and receive more information about the program, sign-up using the button below. Signing-up will give you access to the EPC Marketplace and add you to our Buyer Communications List. Being on the list will provide you direct access to EPC contracts as well as getting special contract notices, quarterly newsletters, invites to webinars and training

Sign-up for Buyer Registration and **Communications**

Request a Bid through Empire Procure Connect

Have a need that could benefit from a cooperative contract?

Submit a request below to have a product or service considered for competitive bidding under the Empire State Purchasing Alliance. Each submission is carefully reviewed to determine if a new bid or contract is a good fit for EPC at this time.

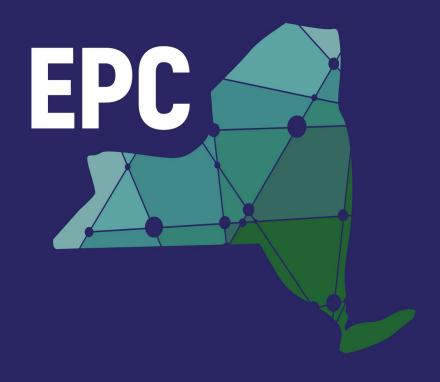
Request a Bid Through EPC







https://empireprocureconnect.com



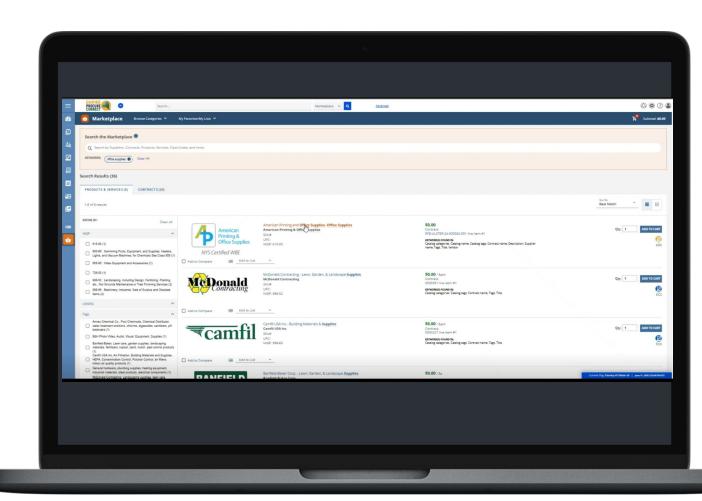
Marketplace Overview

About the Marketplace

Marketplace is a module within Empire Procure Connect that enables users to browse contracts and catalogs

- Easily shop vendor contracts and catalogs
- Lookup contracts, goods or services based on keyword, description, vendor, brand and even more...
- Populate and export your shopping cart to more easily share information for internal processes
- Comparison shop between vendors with like products
- Contact vendors directly





Types of Marketplace Presences



EPC Contracts are represented in the Marketplace as Contracts and Catalogs. There are three types of Marketplace Catalogs.

Informational

- Zero cost Generic Item can be added to the Shopping Cart .
- General Contract Information
- Who to contact in order to get item & pricing details

Itemized

- Individual Items with details (photos, pricing, etc.)
- Goods/services can be added to the shopping cart
- Shopping cart can be exported

Punchout

- Connect to Vendor's 3rd-Party e-commerce site
- Products and Services specific to County contracts
- Shopping cart can be exported

empireprocureconnect.com

Use the **empireprocureconnect.com** platform to:

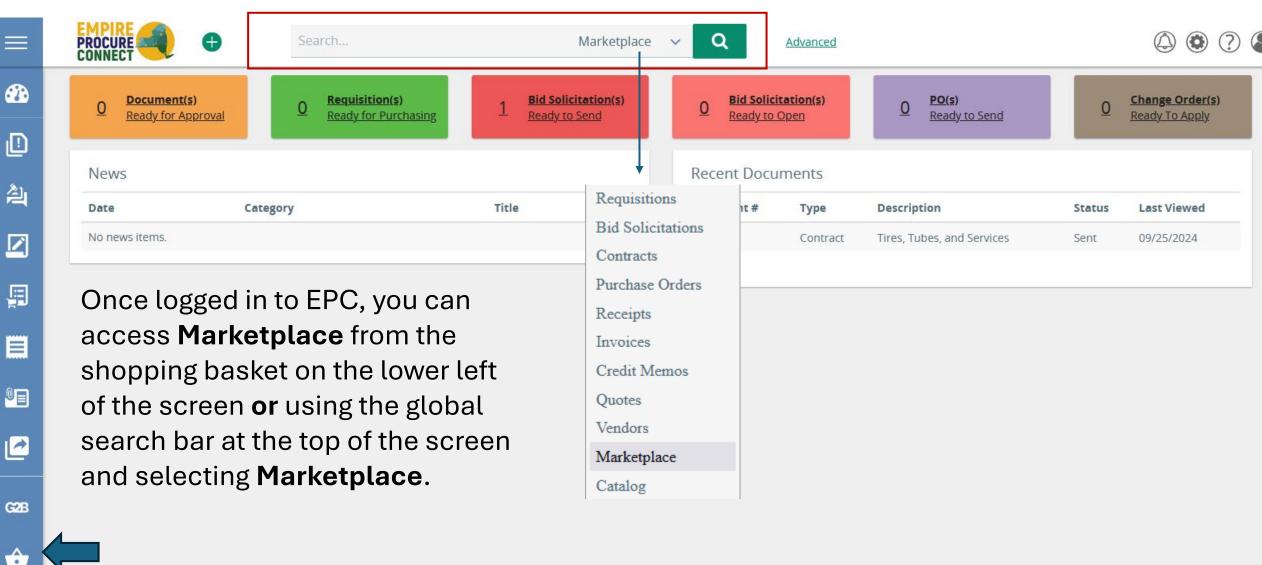
- Login to find the contracts and catalogs you need
- Review contract details and related attachments
- Contact vendors directly
- Export your shopping cart for internal processing needs



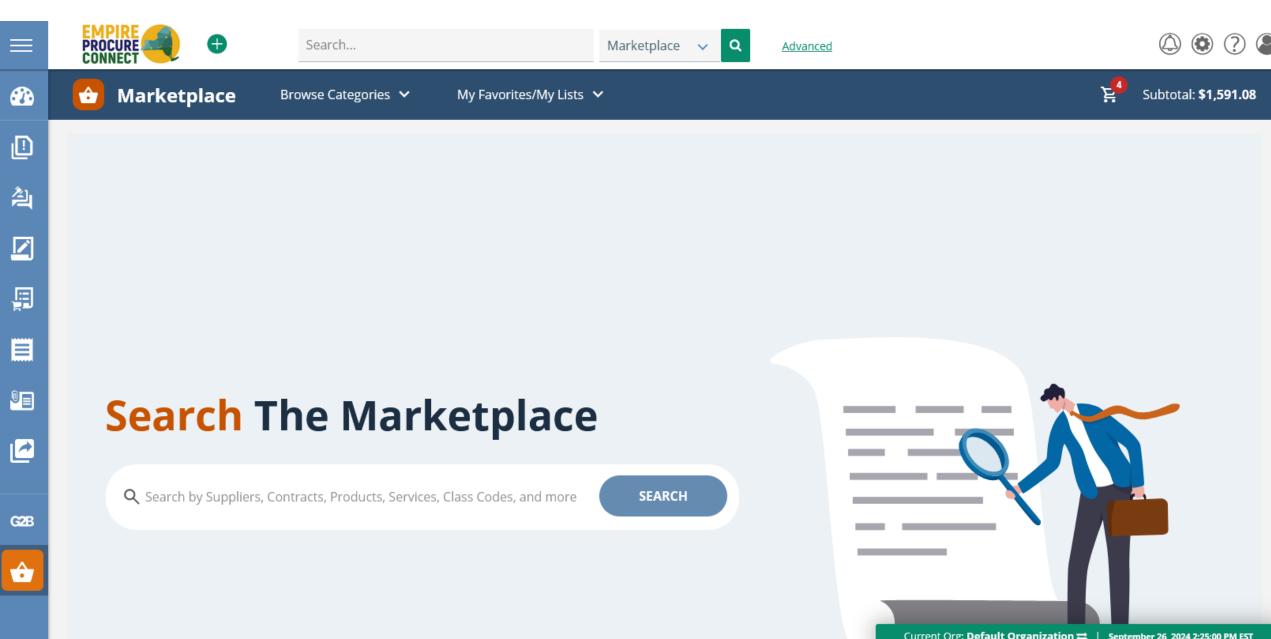
https://empireprocureconnect.com



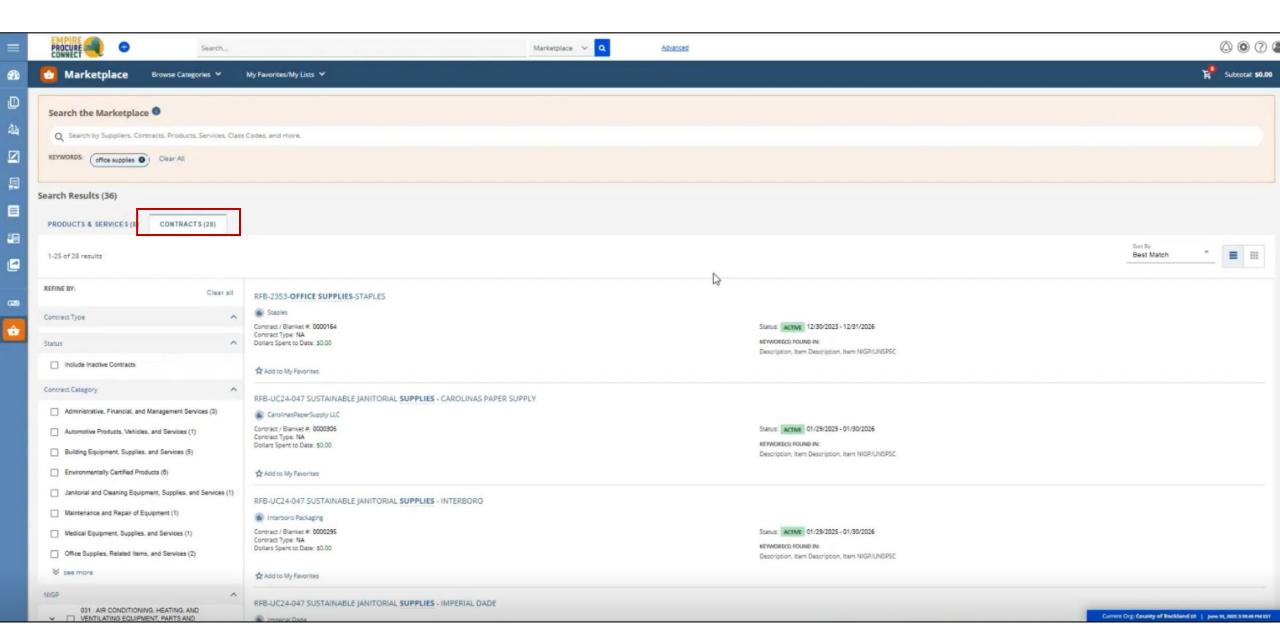
Navigating to the EPC Marketplace after login



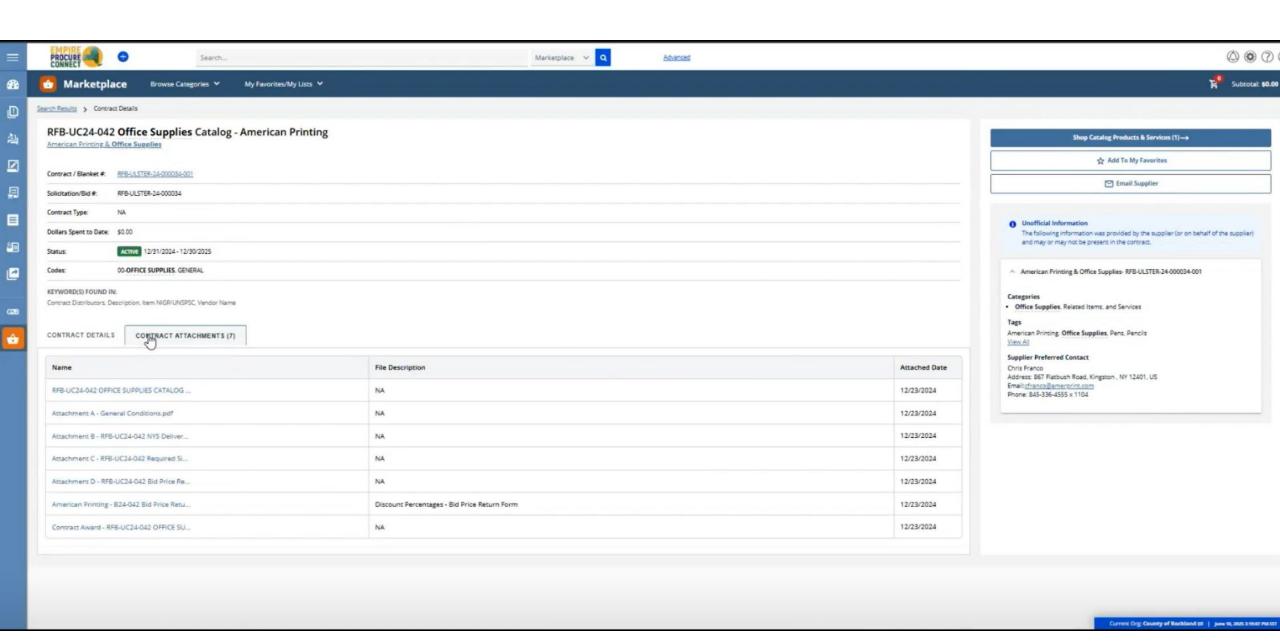
Searching the Marketplace



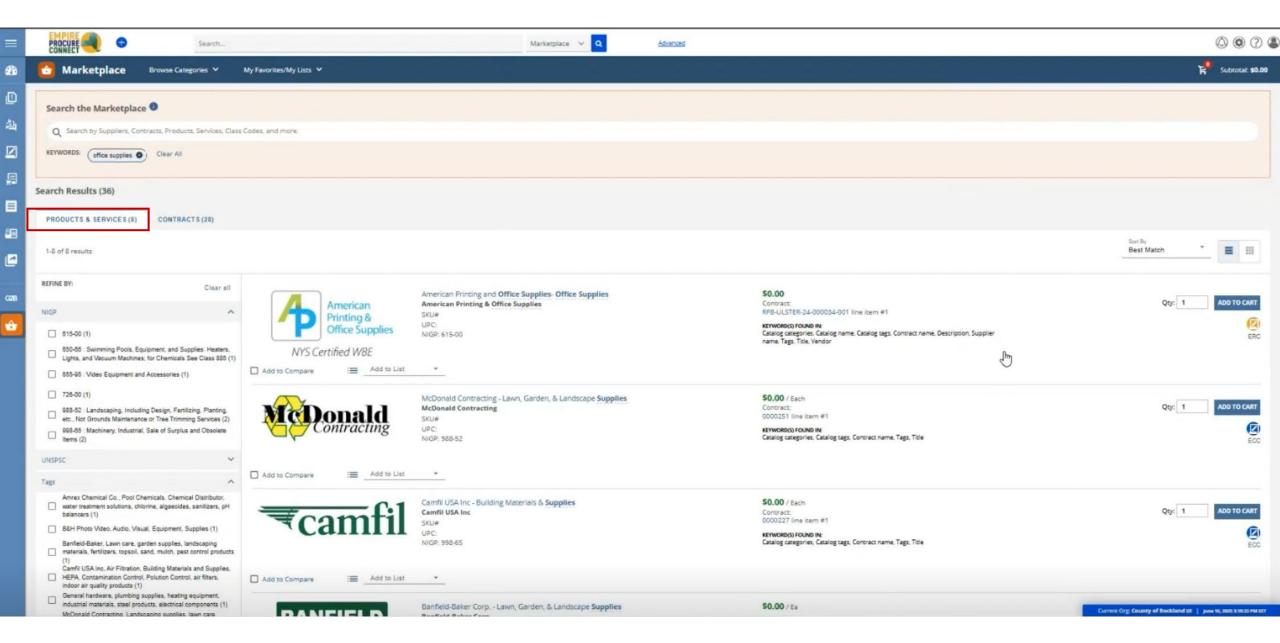
Contract Search Results



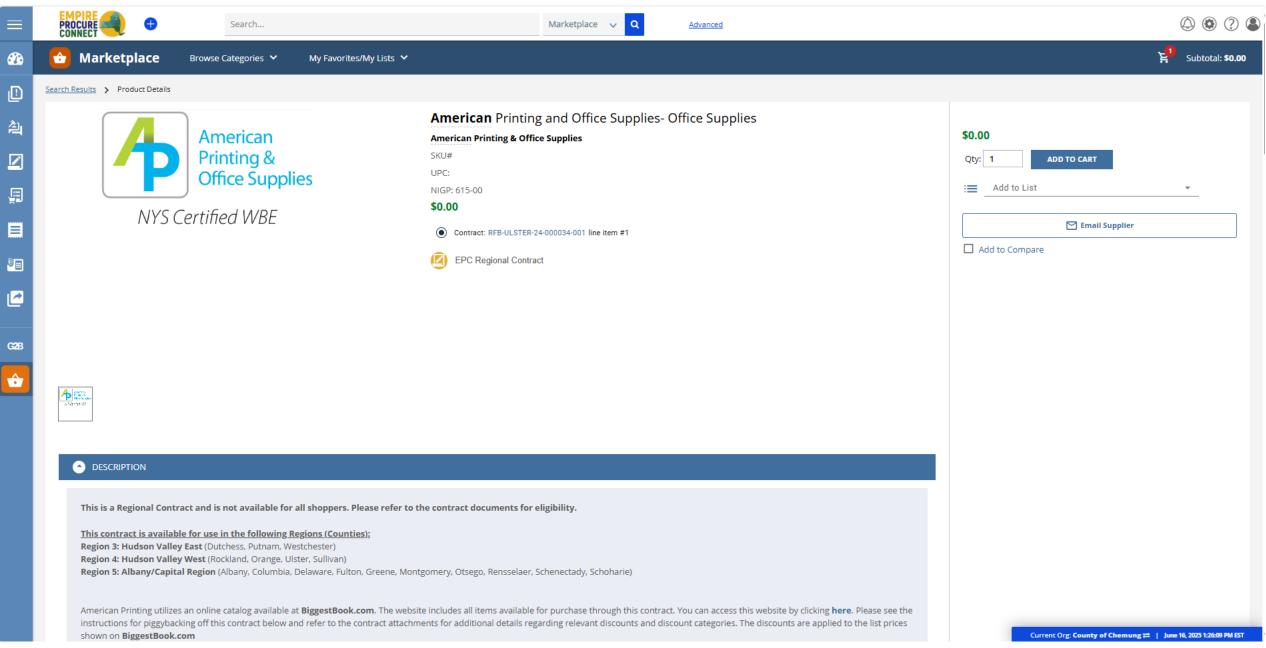
Viewing Contracts



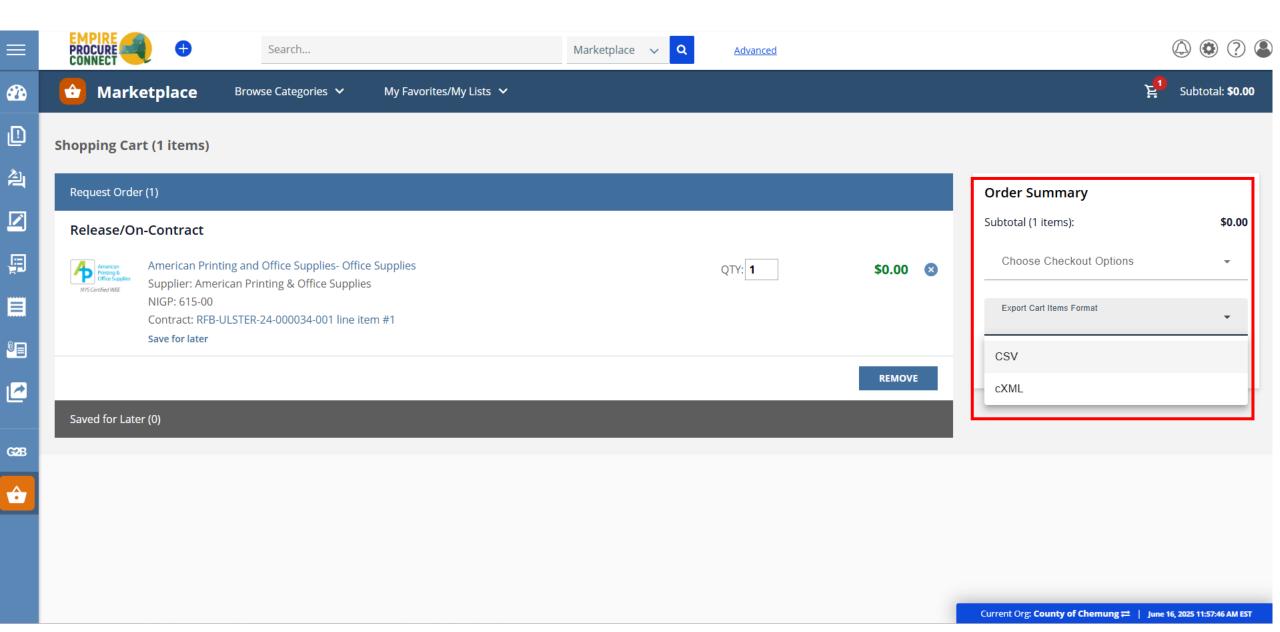
Products and Services Search Results



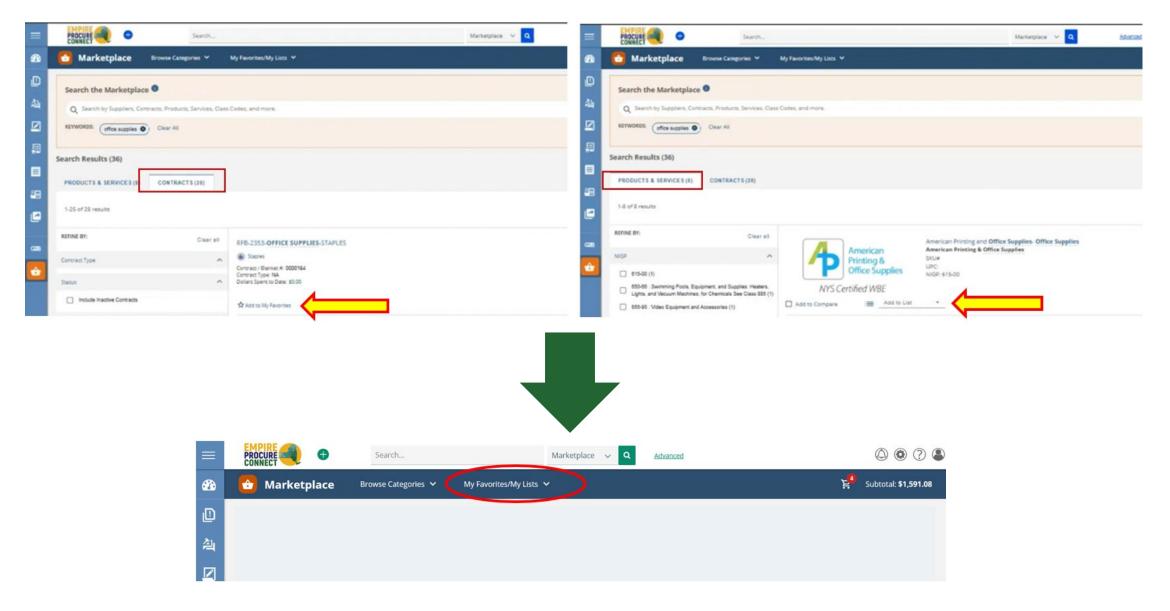
Viewing Catalogs – Products and Services



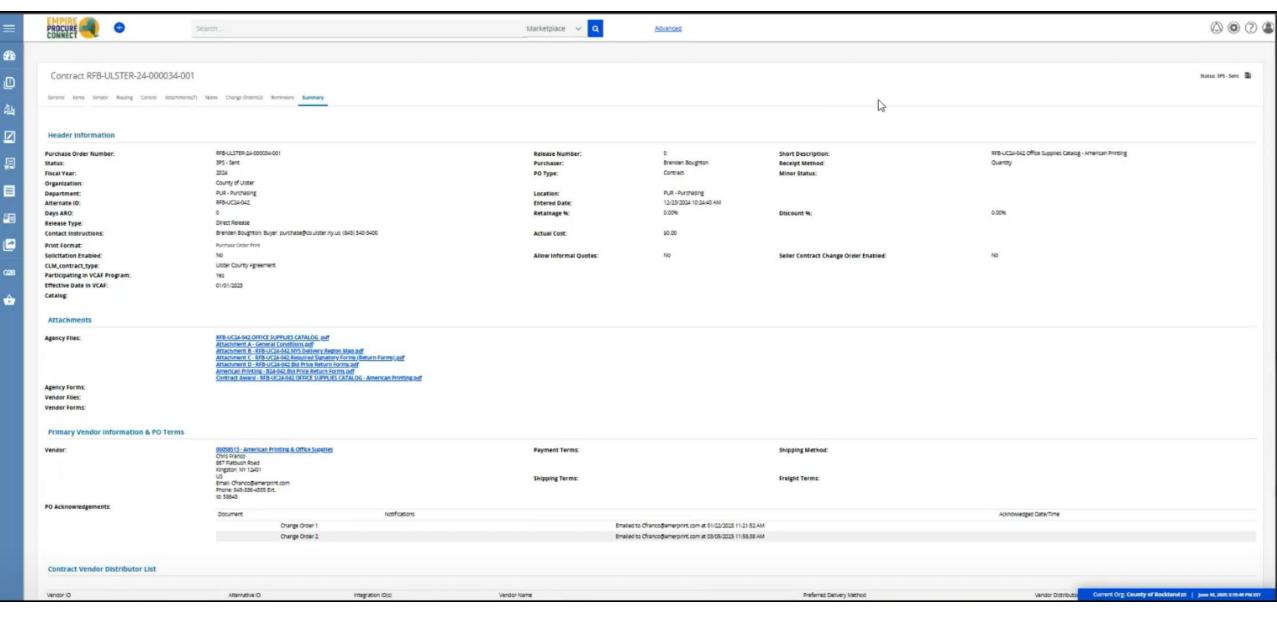
Products and Services Cart Export



Save Time – Save Your Favorites!



Marketplace is connected to ePro where the counties build their contracts. You may also view contract information there.



Placing your Order

There are several ways to place your order on an EPC contract:

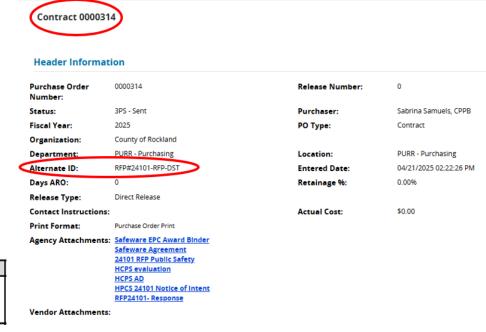
- Export your cart from Marketplace or Vendor Punchout and attach to a PO
- Contact vendors directly through Marketplace to get a quote

Please include the EPC Contract # and the County Solicitation # on your PO!

Contracts Available through the Empire State Cooperative Procurement Alliance



ı	Contract # Description		Extended Description	Vendor
<u>314</u>		Hillsborough County Public	Public Safety and Emergency	Safeware
ı		Schools RFP#24101-RFP-DST	Preparedness Equipment, and	
ı			Related Products and Services	







What's next?



Go to empireprocureconnect.info to sign up and add additional users using the registration form.

Use this <u>form</u> to sign up additional users

The EPC team will review you request and add your organization and users to the EPC platform once your request has been vetted with your procurement department.

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Sign-up for Buyer Registration and Communications



Empire State Purchasing Entity *						
Fiscal Year Start Date						
MM	1	DD	1	YYYY		
			J			
Fiscal Year End Date						
MM	1	DD	1	YYYY		
	J		J			
First Name *						

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Sign-up for Buyer Registration and Communications





Have Ideas?

Don't forget to submit your ideas for a great cooperative contract \rightarrow access the form from the **Local Government Buyer** page on www.empireprocureconnect.info.

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Request a Bid Through EPC

Does your entity want to lead an EPC Bid? Consider **becoming a member of the Alliance** and contributing contracts to EPC!



Thank You!

For questions and support contact:

buyers@empireprocureconnect.info

Valerie Bollinger, J.D., CPPO, CPPB, General Manager Karen Storm, CPPB, Local Government Manager Nick Susi, CPPO, Sr. Director of Program Success Cheri Ray, Program Manager

www.empireprocureconnect.info

