



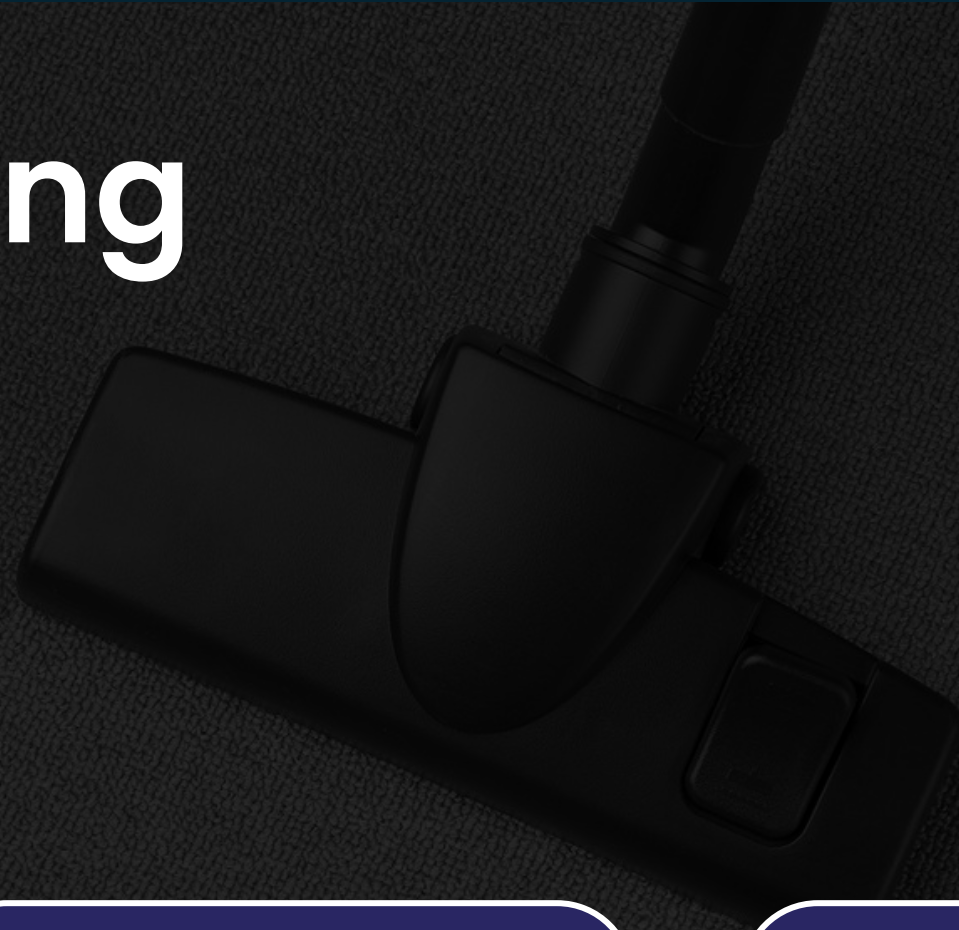
Bringing Efficiency and Compliance to Local Government Procurement

Implemented by Rockland, Ulster and Chemung Counties

Spotlight: Amazon Business



Housekeeping



MICROPHONE / CAMERA



Disabled for Attendees

QUESTIONS



Use Q&A Feature

RECORDING



This Webinar Is Being
Recorded

Agenda

Introductions: the Empire State Procurement Alliance, SOVRA, and Amazon Business

The Empire State Procurement Alliance

Empire Procure Connect (EPC)

Welcome the team from Amazon Business

Next Steps: Leverage Your Resources

Questions



EMPIRE PROCURE CONNECT | *A NYS Cooperative Procurement Alliance*

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)
- Holly Towle, Team Lead Supplier Success, SOVRA (Periscope)
- Brandy Raymond, Supplier Success Manager, SOVRA (Periscope)
- Cheri Ray, and Suzanne O'Donnell, Program Managers, SOVRA (Periscope)



Introductions – Amazon Business

Travis Brown

Sr. Government Customer Advisor

brwndax@amazon.com

Jessica Rice

Sr. Government Customer Advisor

jesrichb@amazon.com

Frank Doering

Sr. Government Customer Advisor

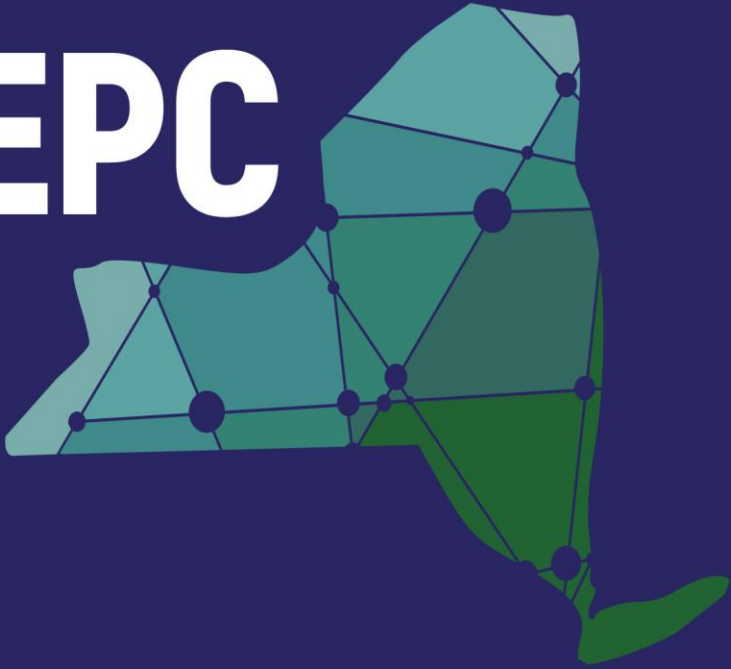
doefrank@amazon.com

[Amazon Business Contract](#)

Short Description-Online Marketplace on Behalf of
GVMVMT Purchasing Cooperative and other
Government Agencies



EPC



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
- Office Supplies
- Promotional Items
- Public Safety and Emergency Preparedness Equipment
- Public Safety Communications and Equipment
- Sustainable Janitorial Supplies
- IT Hardware and Software
- **Online Marketplace**
- Uniforms



Upcoming EPC Contract Categories Include

- Medium and Heavy-Duty Truck Parts
- Police Vehicles
- Walk-in Building Supplies
- Surplus Auction Services

Visit empireprocureconnect.info
for news and updated
contract lists

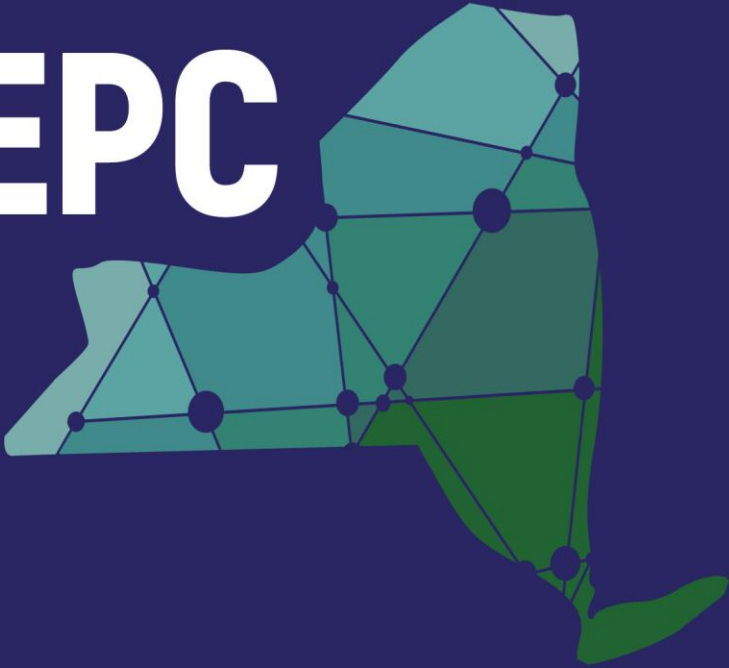


Compliance

- GML 103(3) Allows local governments to piggyback from County contracts
- It is considered an exception to competitive bidding
- Local governments can purchase from a County contract just as they would a state contract
- Local governments should save all of the bid documents for auditing purposes



EPC



**Welcome the
team from
Amazon
Business**

Introductions



Sr. Customer Advisor
brwndax@amazon.com



Sr. Customer Advisor
jesrichb@amazon.com



Sr. Customer Advisor
doefrank@amazon.com

For every stage of your procurement journey

Top-down discovery

- > Share purchasing challenges we see across all sizes and verticals.
- > Participate in the Amazon Business Discovery Program so we can support your specific procurement goals.

Tail spend adoption

- > Build trust in a B2B store for tail spend.
- > Consolidate suppliers into one experience.
- > If global, consider launch to other countries.

Category adoption

- > Reframe typical strategic categories as commodities and let the store manage these.
- > No longer sign term, fixed-price contracts.
- > Redeploy resources.

Optimize your procurement

- > Leverage technology with Integrations and robust reporting
- > Go Paperless
- > Share your procurement innovation with others.
- >

Shopping Local – Did You Know...

369,490

NY Based local sellers

Top 3 Counties

- **Kings County 59,539**
- **Queens County 55,587**
- **NY County 46,594**

☐ Albany County (6,029 sellers)

☐ Allegany County (345 sellers)

☐ Bronx County (22,156 sellers)

☐ Broome County (2,476 sellers)

☐ Cattaraugus County (645 sellers)

☐ Cayuga County (749 sellers)

☐ Chautauqua County (1,246 sellers)

☐ Jefferson County (1,234 sellers)

☐ Kings County (59,534 sellers)

☐ Lewis County (178 sellers)

☐ Livingston County (556 sellers)

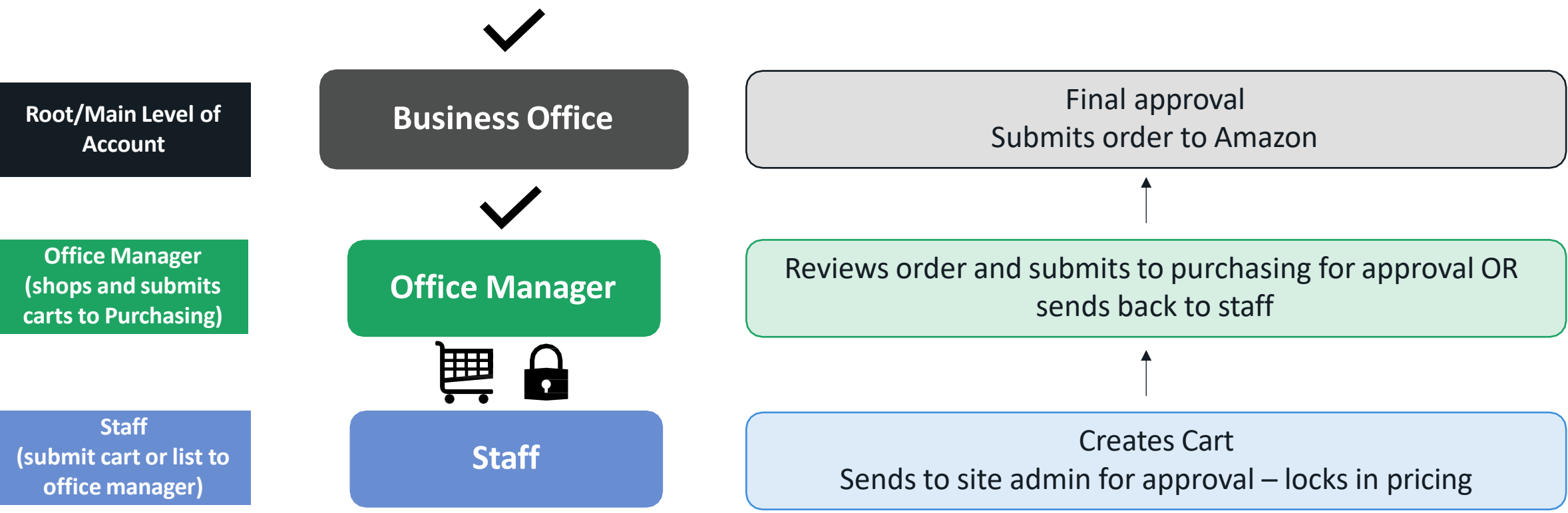
☐ Madison County (793 sellers)

☐ Monroe County (10,309 sellers)

☐ Montgomery County (564 sellers)

☐ Nassau County (31,418 sellers)

Streamlined Account Structure: Using Approval Workflows



Amazon Business integrates with

300+

of the leading software and
business applications.



Quantity Discounts:

Powering Smarter Procurement Practices

- Quantity discounts starting at **2+ units**
- See price-per-unit **comparisons across pack sizes**
- Access **volume discount history** for better planning



EXPO Low Odor Dry Erase Markers, Chisel Tip, Assorted Fashion Colors, 36 Count for Classroom, Office & Home Use

Visit the EXPO Store

4.7 ★★★★★ 4,312 ratings | Search this page

10K+ bought in past month

List Price: \$29.99 Details

Price: **\$23.99** (\$0.67 / Count)

You Save: \$6.00 (20%)

Buy more, save more

24 units **Lowest price**
-27% \$526.80
\$21.95/unit

Available with free Prime shipping from [other sellers on Amazon](#).



Buying multiple items? [Go to multi-select](#)

Style: **36-count - Vibrant**

36-count - Vibrant

36-count - Assorted 2

One-time purchase:

\$23.99 (\$0.67 / Count)

FREE delivery **March 25 - 27**.

[Details](#)

Or fastest delivery **March 21 - 25**.

[Details](#)

📍 Deliver to Heather - Frisco 75034

In Stock

Type a quantity...

6+	\$23.24 Save 23%
12+	\$22.75 Save 24%
24+	\$21.95 Save 27%

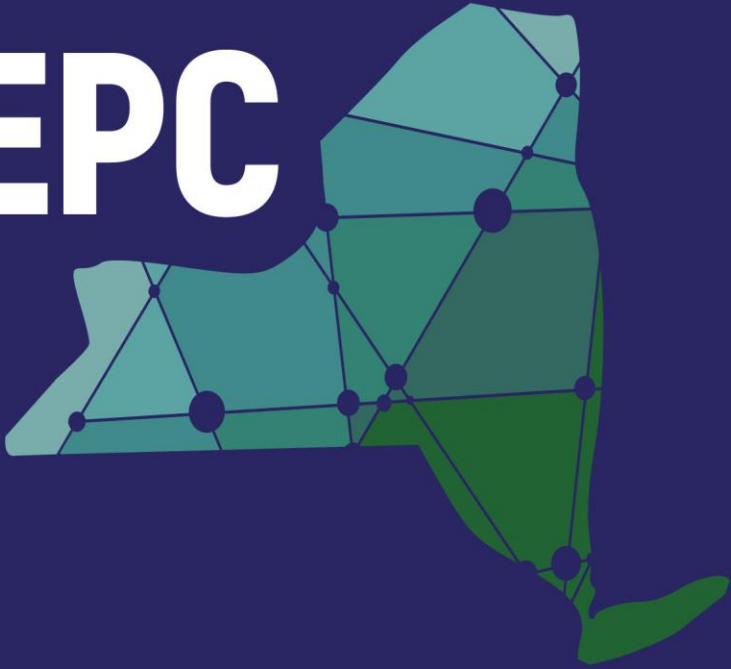
[Load more](#)

WHALE 1 INC.

Seller Credentials:

Minority-Owned Business,
Registered Small Business, 889
certification, Classified Small

EPC



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

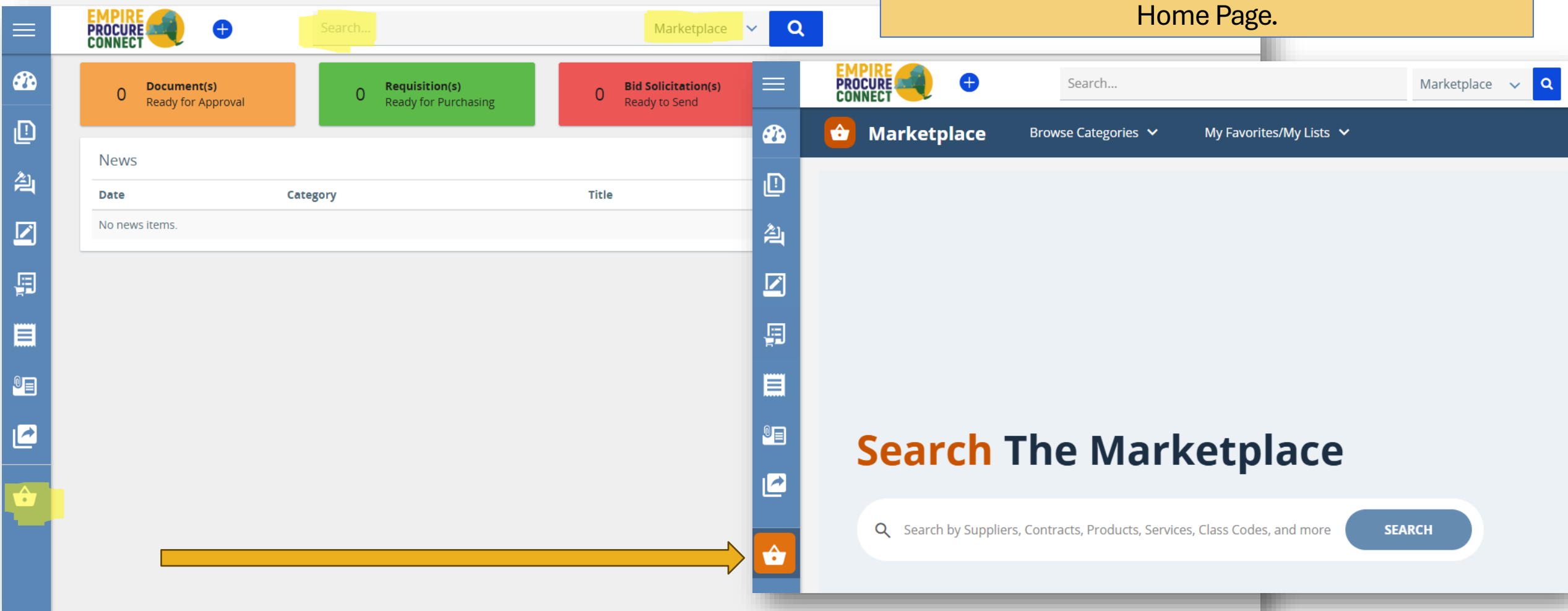


Looking up www.periscopeholdings.com...

<https://empireprocureconnect.com>

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.



Amazon's Marketplace Presence



Amazon Business Online Marketplace

SKU#

UPC:

NIGP: 615-00, 785-00, 045-00, 393-00, 204-68, 495-00, 200-00

\$0.00 / Ea



^ DESCRIPTION

Contract Information

Empire Procure Connect Contract #: 0000388
Rockland County Reference Number: RCO-RC-RPC-2025-007
GOVMVMT Amazon Business Supplier Page Available [HERE](#)

About the Vendor

Amazon Business combines the selection, convenience, and value customers have come to know and love from Amazon, with benefits for Public Sector organization, including government and education entities that streamline procurement and enhance operational efficiency. Organizations access business-only pricing and compliance driving tools like the Amazon Tax Exemption Program to simplify tax management and Guided Buying to drive organizational buying behaviors.

Since launching in the U.S. in 2015, Amazon Business actively serves more than eight million organizations globally. Procurement and business leaders benefit from convenient shipping options on hundreds of millions of supplies across categories like office, IT, janitorial, and food service, along with business-tailored features including a curated site experience, Business Prime, business-only pricing and selection, single- or multi-user business accounts, approval workflows, purchasing system integrations, payment solutions, tax exemptions, and dedicated customer support. Working closely with customers to understand their business buying challenges, Amazon Business continues to develop new technologies that make it easy for organizations and administrators to define, meet, and proactively measure progress toward their purchasing budgets and goals.

Please visit the Amazon Business website [here](#) to start shopping today!

Thank You!

For questions and support contact:

buyers@empireprocureconnect.info

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

Karen Storm, CPPB, Local Government Manager

Cheri Ray, MBA, Program Manager

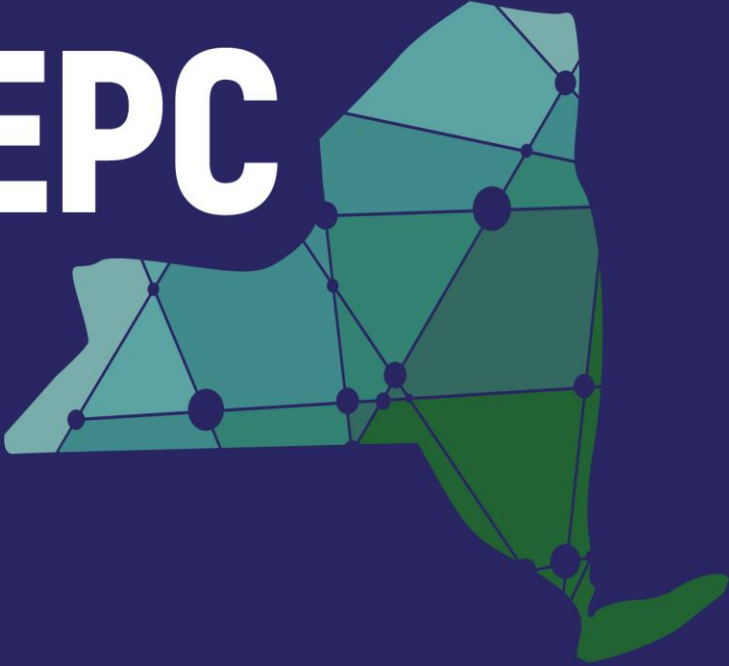
Suzanne O'Donnell, PMP, Program Manager

www.empireprocureconnect.info



EMPIRE PROCURE CONNECT | *A NYS Cooperative Procurement Alliance*

EPC



Questions?