



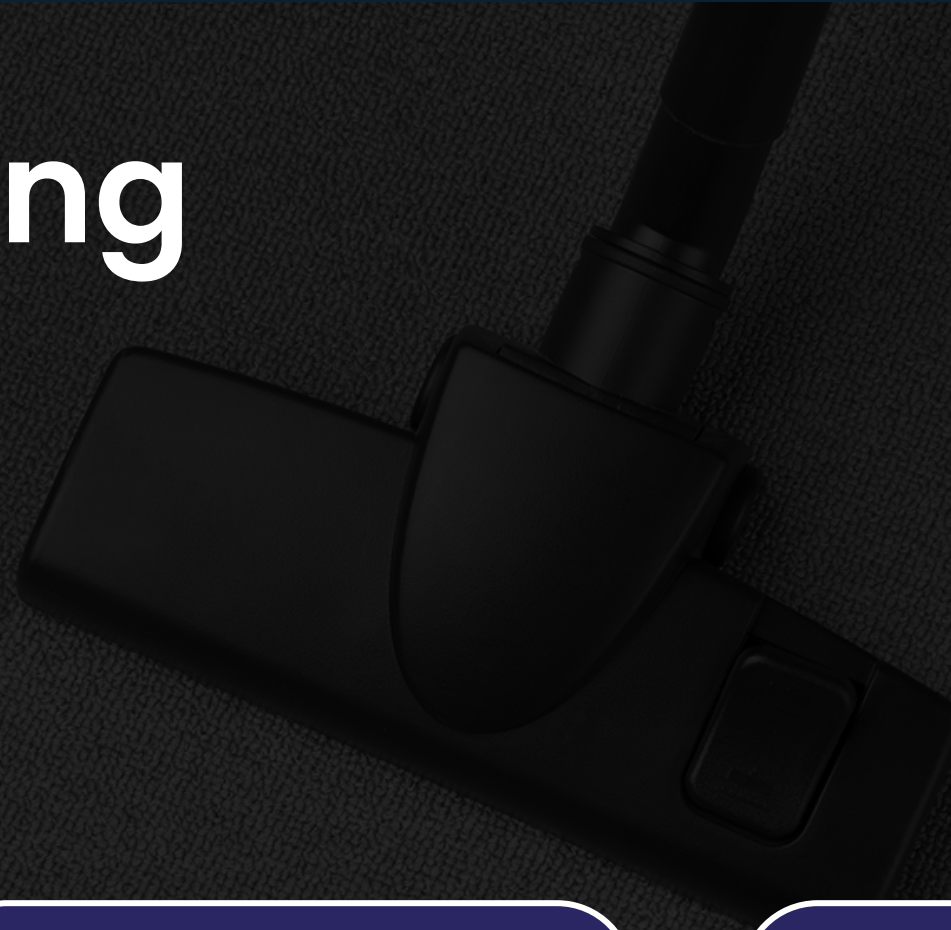
Bringing Efficiency and Compliance to Local Government Procurement

Implemented by Rockland, Ulster and Chemung Counties

Spotlight: B&H Photo



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 B&H Photo

The Empire State Procurement Alliance

Empire Procure Connect (EPC)

Welcome the team from B&H Photo

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)
- Nick Susi, Sr. Director Program Success, SOVRA (Periscope)
- Holly Towle and Kaleb Jensen, Supplier Account Managers SOVRA (Periscope)
- Cheri Ray, and Suzanne O'Donnell, Program Managers, SOVRA (Periscope)



Introductions – B&H Photo

Liad Cohen

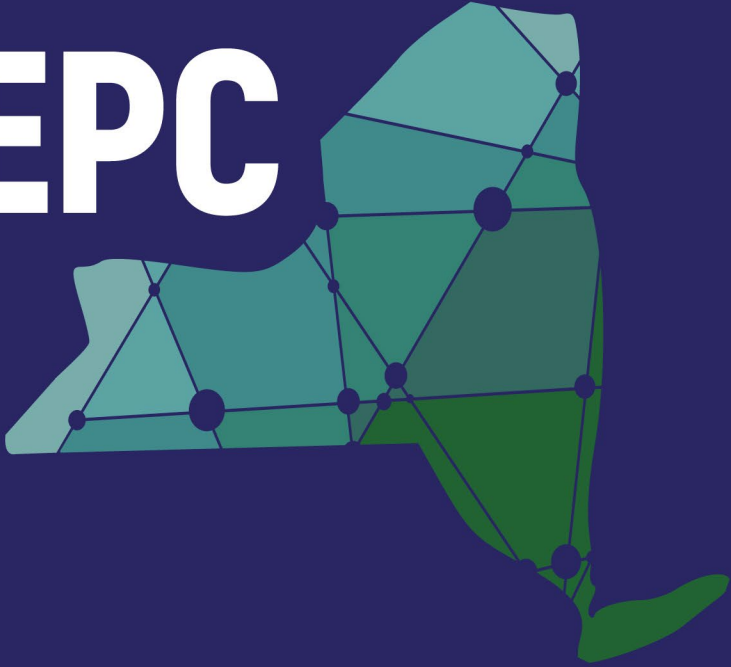
- Senior Account Manager, Business Development – Northeast
liadc@bhphoto.com 212.239.7500 x 2336

[Punchout Contract 0000221](#)

Short Description- RCO-RC-2024-003 Audio, Video



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 catalog available
- Office Supplies
- Promotional Items
- Public Safety and Emergency Preparedness Equipment
- Public Safety Communications and Equipment
- Sustainable Janitorial Supplies

Visit empireprocureconnect.info to review the active contracts list

[Contracts September 2025 Final.pdf](#)



Upcoming EPC Contract Categories Include

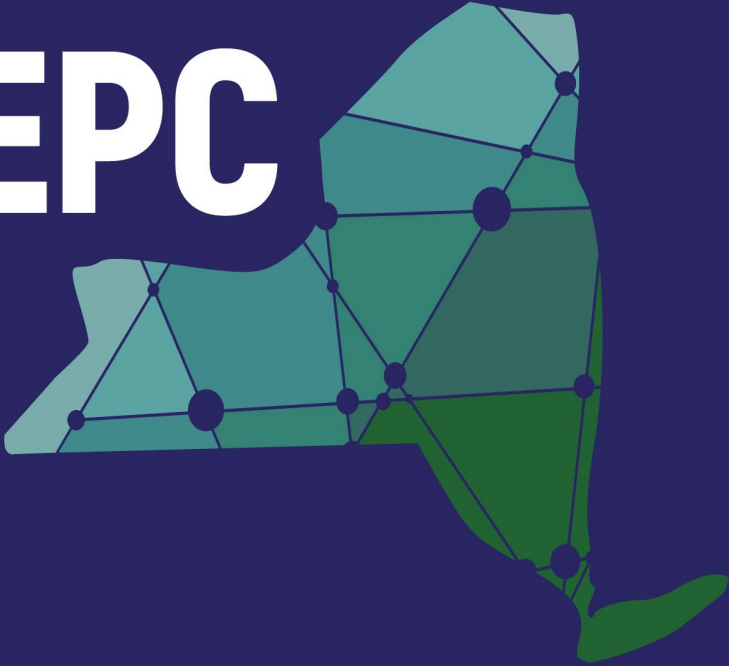
- IT Software and Hardware
- Online Marketplace
- Medium and Heavy-Duty Truck Parts
- Tires and Tubes

Visit empireprocureconnect.info for news and updated contract lists



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**Welcome the
team from
B&H Photo**



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B&H Circa 1973



B&H Today

Brief History

Since 1973, B&H has catered to professionals with an eye for quality, value and great service. Whether your company, school or organization is big or small, just beginning or enjoying long-term growth, we know how to equip you for every stage of success.

Your Technology Partner Since 1973



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Your Technology Partner Since 1973

- Photo
- Video + Aerial Imaging
- Pro Audio
- VR + E-sports
- A/V + Presentation IT + Computers + Peripherals
- Storage + Networking
- TVs + IFPs + Digital Signage
- Surveillance + Optics



Buy on contract to save time and money



Contracts

Real-time online contracted pricing



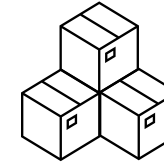
E-Procurement

cXML & EDI capabilities, easy integration with platforms such as JAGGAER, SAP, Ariba, ESM, Unimarket, Oracle, Workday, EqualLevel, Skyward, & more



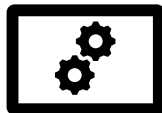
eQuotes

Create instant quotes or request a price review for large projects or quantities



Largest In Stock Inventory

Same day shipping available on most items



Account Management

Automated order tracking, invoice retrieval & RMA request



Professionals You Can Rely On

Technical advice, planning, solutions & integration from experienced industry professionals



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Quick
Add to Cart

See All
Quotes & Orders



My Cart

Empire Procure Connect - Rockland County

The Professional's Source Since 1973

IT Services

B2B Support



Photography

Computers

Pro Video

Lighting

Pro Audio

Drones

Camcorders

TVs & Entertainment

Audio-Visual

Optics

Mobile

Surveillance

More...

Used



Photography



Computers



Pro Video



Lighting



Pro Audio



Drones



Camcorders



TVs &
Entertainment



Audio-Visual



Optics



Surveillance



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A brief (91 seconds) history of B&H.

Learn More

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Company Information

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Our NYC SuperStore

Manufacturers Directory

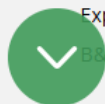
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What's next?
Leverage
your
Resources

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*

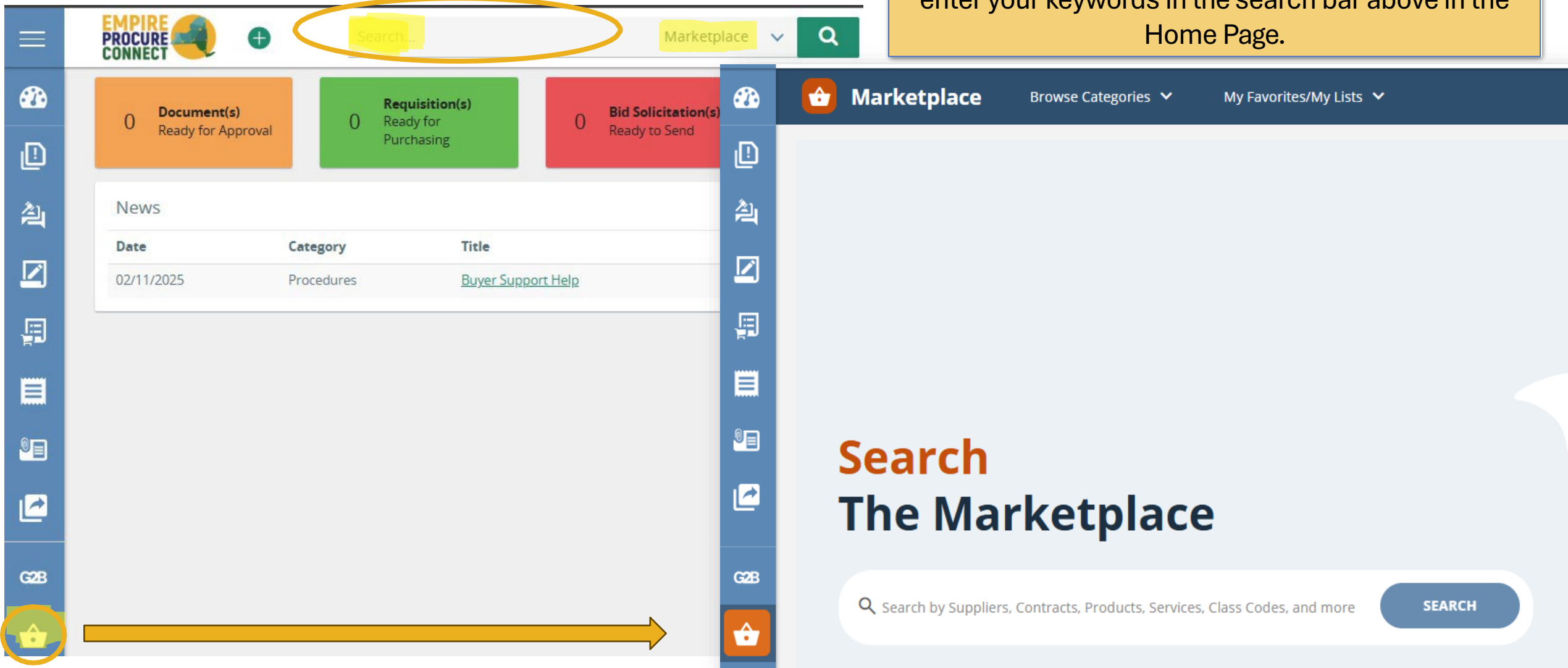
Welcome to Empire Procure Connect




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.










Search...


Marketplace 





[Advanced](#)




**Marketplace**

Browse Categories 

My Favorites/My Lists 

⁰ Subtotal: \$0.00

[Search Results](#) > Product Details



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B&H Photo Video - Audio, Video


B&H Photo Video

SKU#



UPC:


NIGP: 655-95

 Contract: 0000221 line item #1

 EPC Cooperative Contract

SHOP SITE

 Add to List 

 Email Supplier

☐ Add to Compare



B2B

Search



Quick
Add to Cart

See All
Quotes & Orders



My Cart

Empire Procure Connect - Rockland County

The Professional's Source Since 1973

IT Services

B2B Support



Photography

Computers

Pro Video

Lighting

Pro Audio

Drones

Camcorders

TVs & Entertainment

Audio-Visual

Optics

Mobile

Surveillance

More...

Used



Photography



Computers



Pro Video



Lighting



Pro Audio



Drones



Camcorders



TVs &
Entertainment



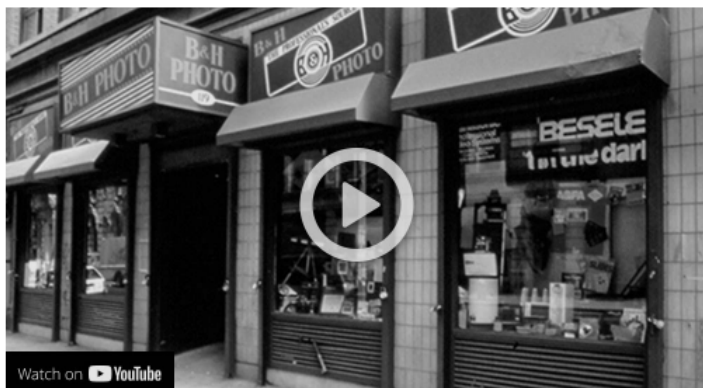
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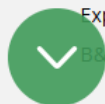
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Thank You!

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

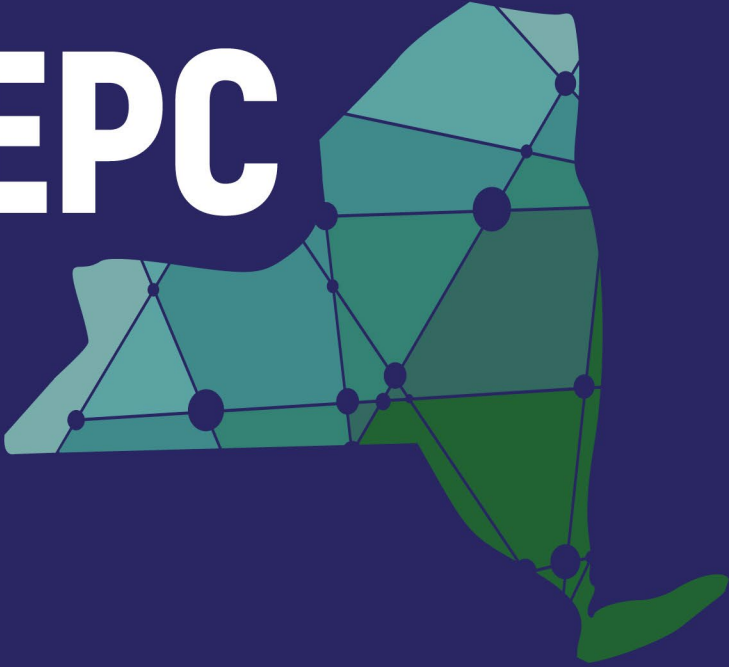
Nick Susi, CPPO, Sr. Director of Program Success

www.empireprocureconnect.info



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Questions?