

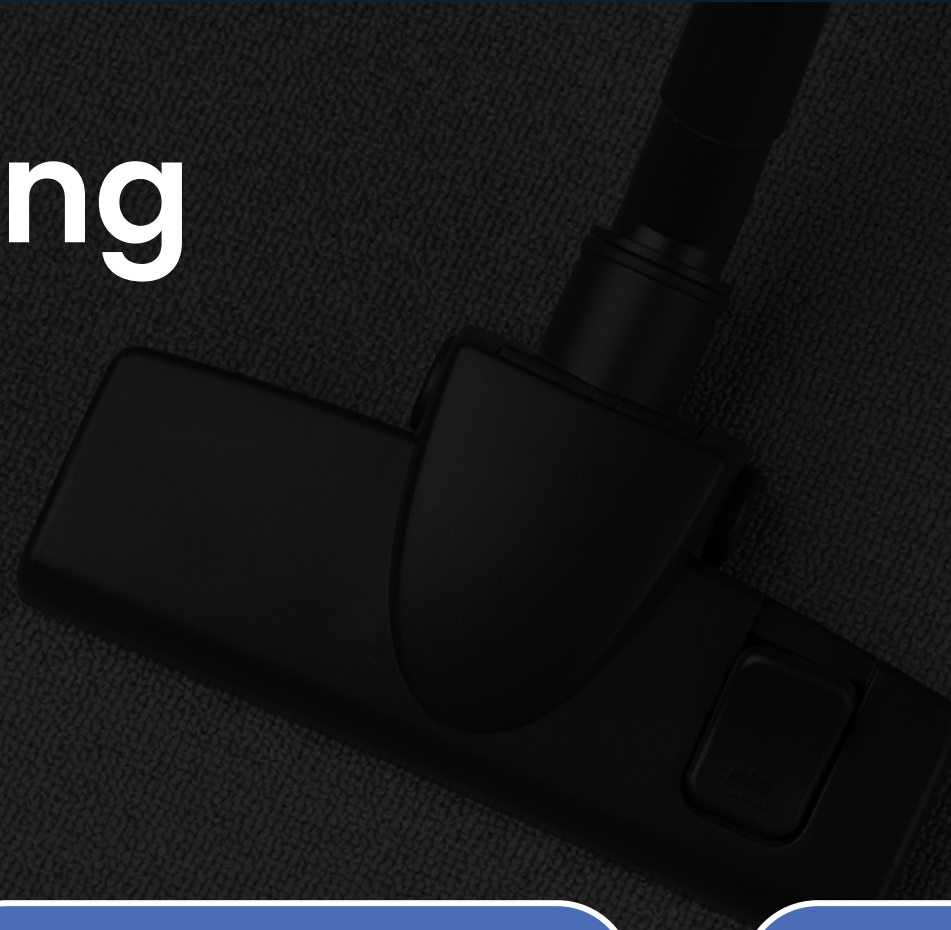


Bringing Efficiency and Compliance to Local Government Procurement

Implemented by Rockland, Ulster and Chemung Counties



Housekeeping



MICROPHONE / CAMERA



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 Demo

What's Next?

How to sign up

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)

- Karen Storm, Local Government Manager, SOVRA (Periscope)
- Nick Susi, Sr. Director Program Success, SOVRA (Periscope)
- Cheri Ray, Program Manager, SOVRA (Periscope)
- Suzanne O'Donnell, SOVRA (Periscope)



EPC



Benefits of Cooperative Purchasing

What would you rather do?

Go it alone

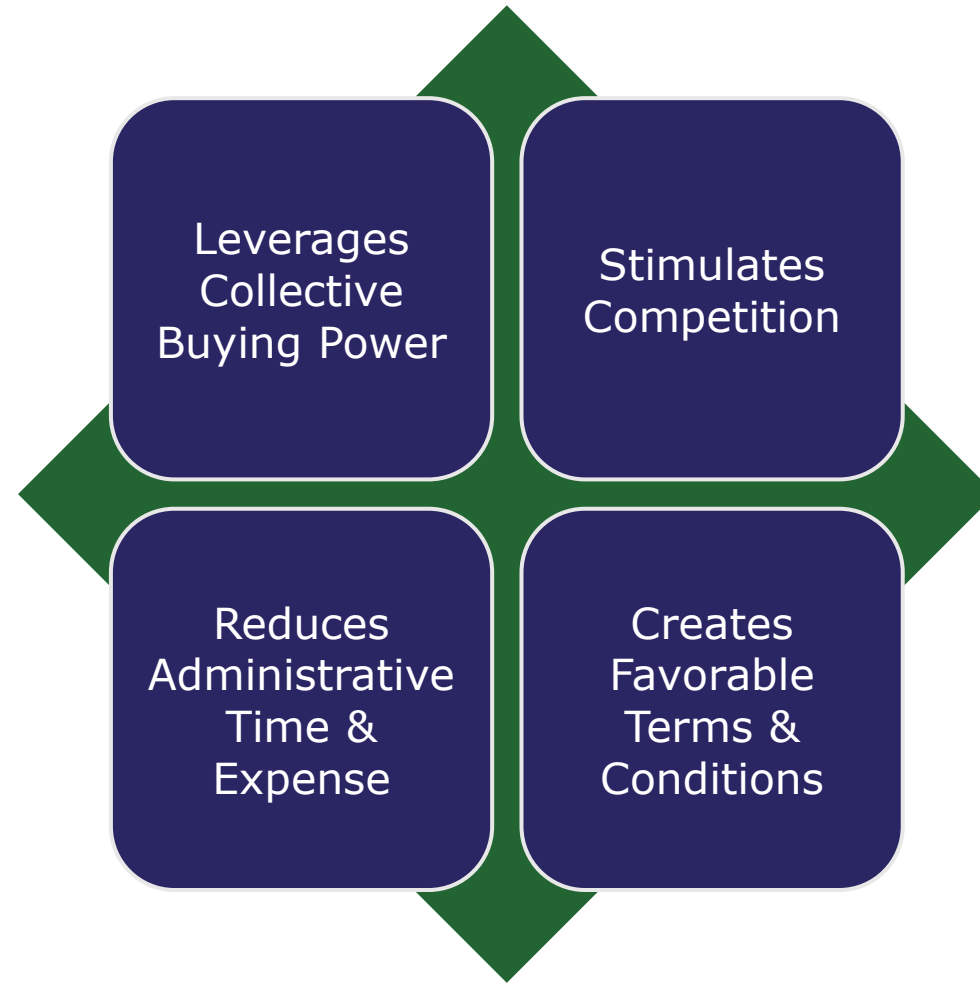


Spread the load out

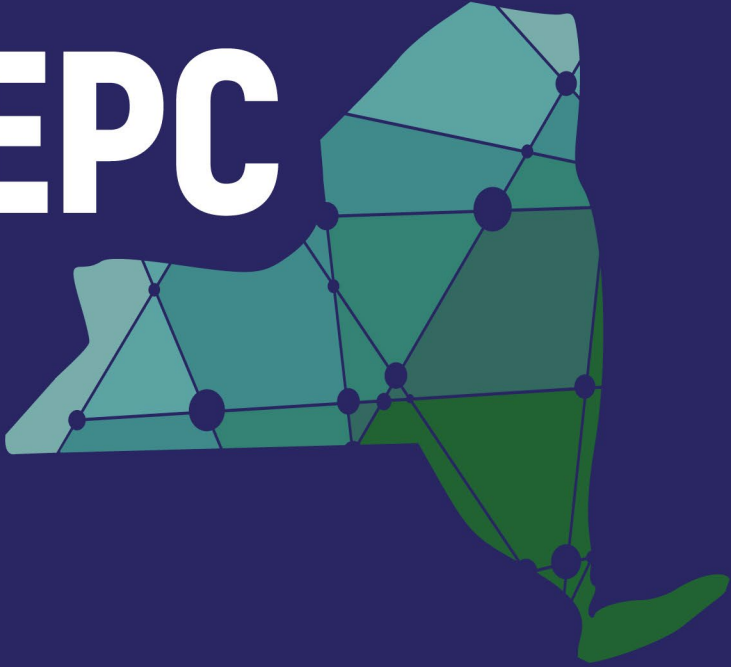


EMPIRE PROCURE CONNECT | *A NYS Cooperative Procurement Alliance*

Cooperative Purchasing



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



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

- Currently almost 30 Contracts across 15 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
- **Many more contracts coming!**

Visit
empireprocureconnect.info
to review the active
contracts list

[Contracts June 2025 Final.pdf](#)



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 or 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

ABOUT EMPIRE STATE COOPERATIVE PROCUREMENT ALLIANCE

Chemung, Orange, Rockland, and Ulster Counties have organized (in accordance with section 119-o of the New York State General Municipal Law) the Empire State Cooperative Procurement Alliance to serve all Public Participating Entities in the state of New York.

The Alliance will issue cooperative bids, operate and maintain Empire Procure Connect and enable Alliance members to be in compliance with New York State bidding requirements.

Alliance goals include:

- Identifying suppliers for commodities, good and services
- Potential cost saving through the aggregation of spend
- Administrative cost and time savings for its members

CONTRACTS COMING SOON ON EMPIRE PROCURE CONNECT

- Auto Parts & Lubricants
- AV Equipment & Services
- Commercial & Industrial Supplies
- Copy Paper
- Facilities MRO
- Inmate Clothing
- Law Enforcement Equipment
- Office Supplies
- Promotional Items
- Radios
- Uniforms
- Vehicle Warning Lights & Sirens
- Wastewater Chemicals



For more information scan this code and visit empireprocureconnect.info today!



Current EPC Contract Categories Include

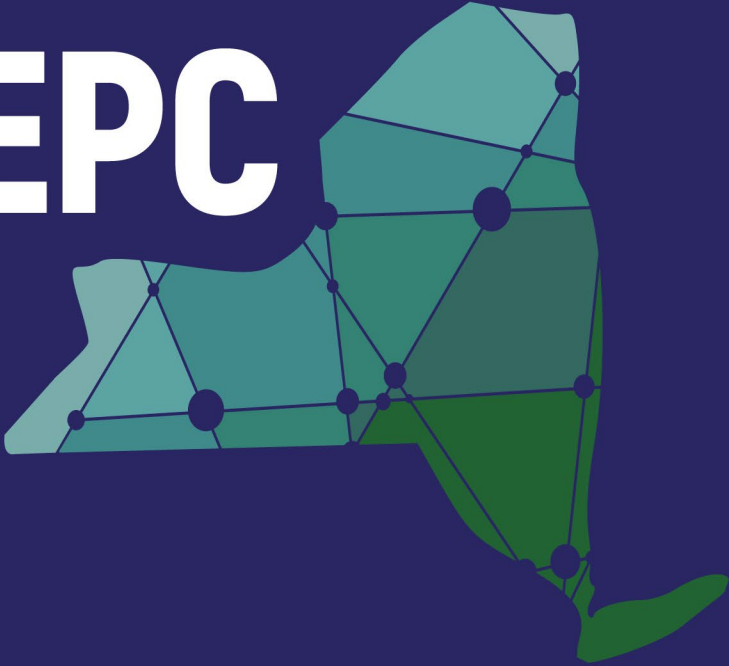
- Audio Visual Equipment and Supplies
- Commercial and Industrial Supplies
- Highway Signs and Thermoplastic Pavement Markings
- NYSID catalog available
- Office Supplies
- Promotional Items
- Public Safety and Emergency Preparedness Equipment
- Public Safety Communications and Equipment
- Sustainable Janitorial Supplies

Visit empireprocureconnect.info to review the active contracts list

[Contracts June 2025 Final.pdf](#)



EPC



Introduction to the EPC Marketplace

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 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.

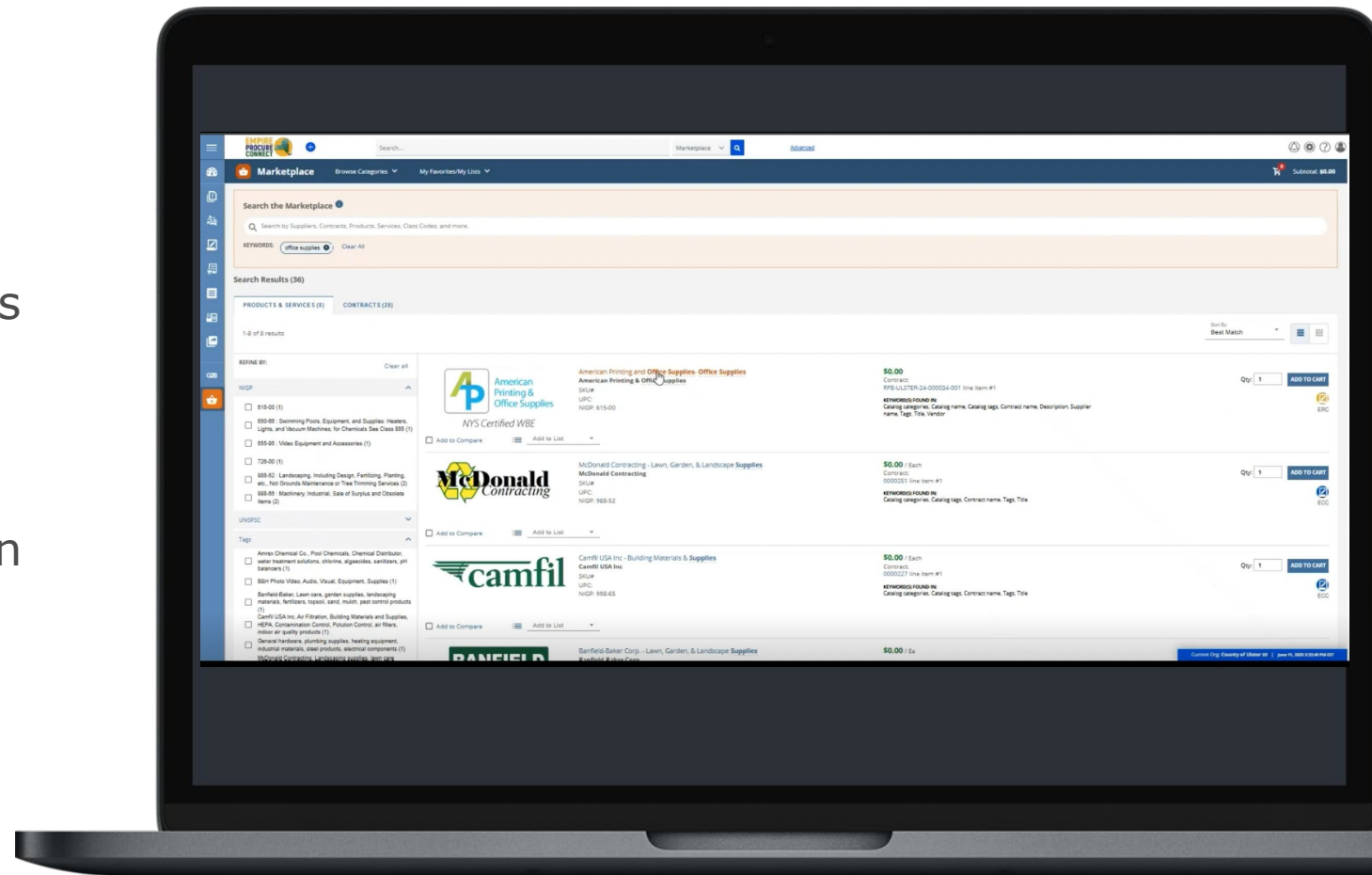
MORE INFORMATION



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 Presence



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

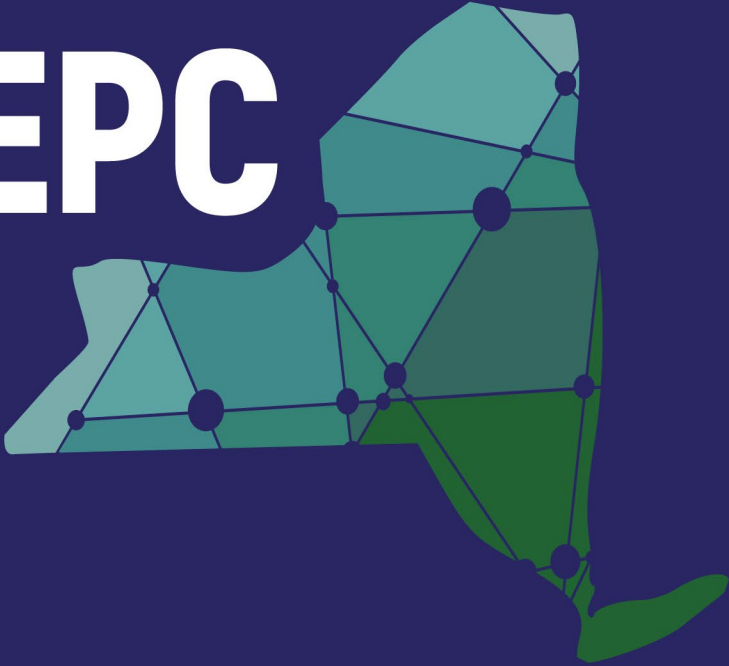
Punchout

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

Marketplace Demo and Sample User Journey



EPC



Demo Recap

The EPC Info Page

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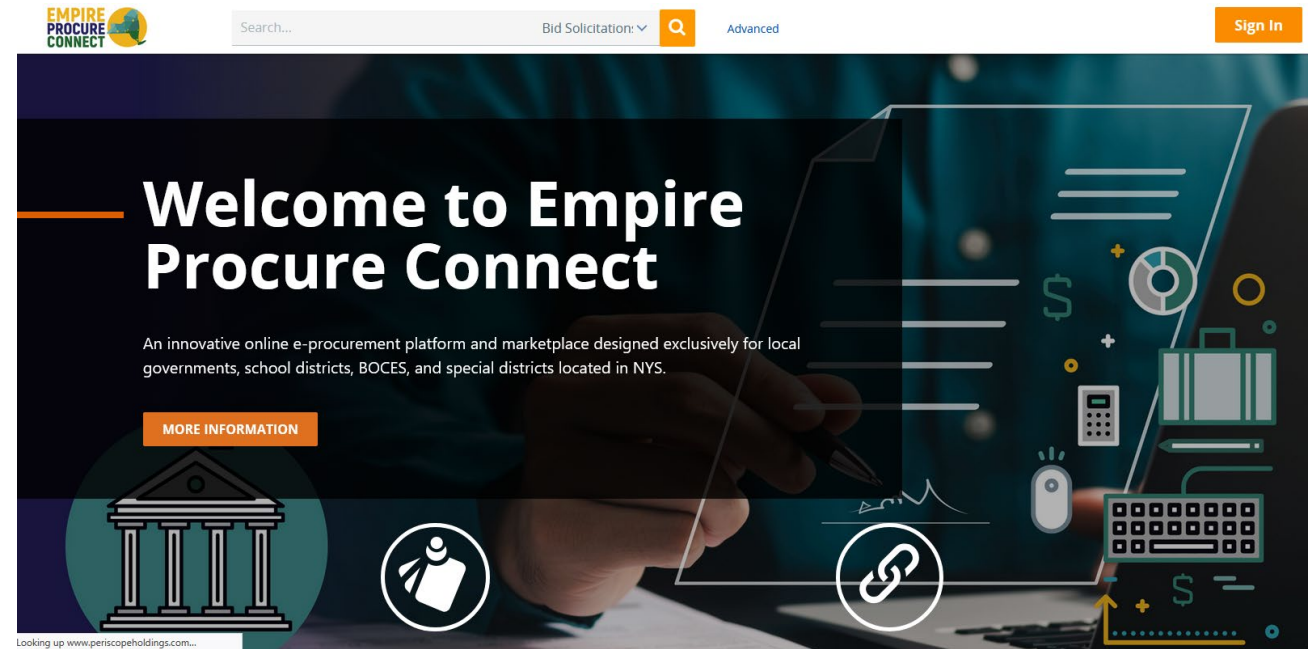


EMPIRE PROCURE CONNECT | *A NYS Cooperative Procurement Alliance*

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>



EMPIRE PROCURE CONNECT | *A NYS Cooperative Procurement Alliance*

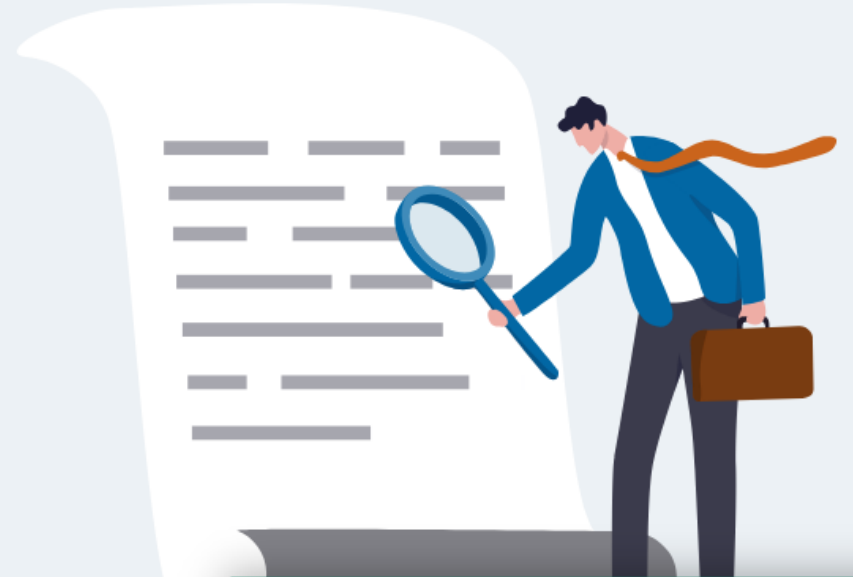
Navigating to the EPC Marketplace after login

The screenshot displays the EPC dashboard interface. At the top, there is a navigation bar with the 'EMPIRE PROCURE CONNECT' logo, a search bar, and a 'Marketplace' dropdown menu. Below the navigation bar, there are several status cards: 'Document(s) Ready for Approval' (0), 'Requisition(s) Ready for Purchasing' (0), 'Bid Solicitation(s) Ready to Send' (1), 'Bid Solicitation(s) Ready to Open' (0), 'PO(s) Ready to Send' (0), and 'Change Order(s) Ready To Apply' (0). The main content area is divided into two sections: 'News' and 'Recent Documents'. The 'News' section shows 'No news items.' The 'Recent Documents' section shows a table with columns: 'Document #', 'Type', 'Description', 'Status', and 'Last Viewed'. A dropdown menu is open from the 'Marketplace' button, listing various procurement options: Requisitions, Bid Solicitations, Contracts, Purchase Orders, Receipts, Invoices, Credit Memos, Quotes, Vendors, Marketplace (highlighted), and Catalog. A blue arrow points from the 'Marketplace' button to the dropdown menu. Another blue arrow points to the shopping basket icon in the left sidebar.

Once logged in to EPC, you can access **Marketplace** from the shopping basket on the lower left of the screen **or** using the global search bar at the top of the screen and selecting **Marketplace**.

Marketplace 

SEARCH



Contract Search Results

EMPIRE
PROCURE
CONNECT

Search...

Marketplace

Advanced

Marketplace

Browse Categories

My Favorites/My Lists

Subtotal: \$0.00

Search the Marketplace

Search by Suppliers, Contracts, Products, Services, Class Codes, and more.

KEYWORDS: office supplies Clear All

Search Results (36)

PRODUCTS & SERVICES (8) CONTRACTS (28)

1-25 of 28 results

REFINE BY: Clear all

Contract Type

Status

☐ Include Inactive Contracts

Contract Category

☐ Administrative, Financial, and Management Services (3)

☐ Automotive Products, Vehicles, and Services (1)

☐ Building Equipment, Supplies, and Services (5)

☐ Environmentally Certified Products (6)

☐ Janitorial and Cleaning Equipment, Supplies, and Services (1)

☐ Maintenance and Repair of Equipment (1)

☐ Medical Equipment, Supplies, and Services (1)

☐ Office Supplies, Related Items, and Services (2)

see more

NIGP

☐ 031 : AIR CONDITIONING, HEATING, AND VENTILATING EQUIPMENT, PARTS AND

RFB-2353-OFFICE SUPPLIES-STAPLES

Staples

Contract / Blanket #: 0000164

Contract Type: NA

Dollars Spent to Date: \$0.00

Status: ACTIVE 12/30/2023 - 12/31/2026

KEYWORD(S) FOUND IN: Description, Item Description, Item NIGP/UNSPSC

Add to My Favorites

RFB-UC24-047 SUSTAINABLE JANITORIAL SUPPLIES - CAROLINAS PAPER SUPPLY

CarolinasPaperSupply LLC

Contract / Blanket #: 0000305

Contract Type: NA

Dollars Spent to Date: \$0.00

Status: ACTIVE 01/29/2025 - 01/30/2026

KEYWORD(S) FOUND IN: Description, Item Description, Item NIGP/UNSPSC

Add to My Favorites

RFB-UC24-047 SUSTAINABLE JANITORIAL SUPPLIES - INTERBORO

Interboro Packaging

Contract / Blanket #: 0000295

Contract Type: NA

Dollars Spent to Date: \$0.00

Status: ACTIVE 01/29/2025 - 01/30/2026

KEYWORD(S) FOUND IN: Description, Item Description, Item NIGP/UNSPSC

Add to My Favorites

RFB-UC24-047 SUSTAINABLE JANITORIAL SUPPLIES - IMPERIAL DADE

Imperial Dade

Current Org: County of Rockland 08 | June 10, 2025 3:10:46 PM EDT

Viewing Contracts

EMPIRE
PROCURE
CONNECT

Search...

Marketplace

Advances

Marketplace

Browse Categories

My Favorites/My Lists

Subtotal: \$0.00

Search Results

Contract Details

RFB-UC24-042 Office Supplies Catalog - American Printing

American Printing & Office Supplies

Contract / Blanket #: RFB-ULSTER-24-000034-001

Solicitation/Bid #: RFB-ULSTER-24-000034

Contract Type: NA

Dollars Spent to Date: \$0.00

Status: ACTIVE 12/31/2024 - 12/30/2025

Codes: 00-OFFICE SUPPLIES, GENERAL

KEYWORD(S) FOUND IN:
Contract Distributors, Description, Item NIGR/UNSPSC, Vendor Name

CONTRACT DETAILS

CONTRACT ATTACHMENTS (7)

Name	File Description	Attached Date
RFB-UC24-042 OFFICE SUPPLIES CATALOG ...	NA	12/23/2024
Attachment A - General Conditions.pdf	NA	12/23/2024
Attachment B - RFB-UC24-042 NYS Deliver...	NA	12/23/2024
Attachment C - RFB-UC24-042 Required SI...	NA	12/23/2024
Attachment D - RFB-UC24-042 Bid Price Re...	NA	12/23/2024
American Printing - B24-042 Bid Price Retu...	Discount Percentages - Bid Price Return Form	12/23/2024
Contract Award - RFB-UC24-042 OFFICE SU...	NA	12/23/2024

Shop Catalog Products & Services (1) →

Add To My Favorites

Email Supplier

Unofficial Information

The following information was provided by the supplier (or on behalf of the supplier) and may or may not be present in the contract.

American Printing & Office Supplies- RFB-ULSTER-24-000034-001

Categories

Office Supplies, Related Items, and Services

Tags

American Printing, Office Supplies, Pens, Pencils

View All

Supplier Preferred Contact

Chris Franco

Address: 867 Flatbush Road, Kingston, NY 12401, US

Email: cfranco@ameriprint.com

Phone: 845-336-4555 x 1104

Current Org: Casady of Rockland 18 | June 10, 2025 3:19:07 PM EDT

Products and Services Search Results

EMPIRE
PROCURE
CONNECT

+

Search...

Marketplace

Advanced

Marketplace

Browse Categories

My Favorites/My Lists

Subtotal: \$0.00

Search the Marketplace

Search by Suppliers, Contracts, Products, Services, Class Codes, and more.

KEYWORDS: office supplies Clear All

Search Results (36)

PRODUCTS & SERVICES (8) CONTRACTS (28)

1-8 of 8 results

Sort By Best Match

REFINE BY:

Clear all

NIGP

☐ 615-00 (1)

☐ 650-05 : Swimming Pools, Equipment, and Supplies: Heaters, Lights, and Vacuum Machines; for Chemicals See Class 885 (1)

☐ 655-95 : Video Equipment and Accessories (1)

☐ 728-00 (1)

☐ 988-52 : Landscaping, Including Design, Fertilizing, Planting, etc., Nor Grounds Maintenance or Tree Trimming Services (2)

☐ 988-85 : Machinery, Industrial, Sale of Surplus and Obsolete Items (2)

UNSPSC

Tags

☐ Amrex Chemical Co., Pool Chemicals, Chemical Distributor, water treatment solutions, chlorine, algaecides, sanitizers, pH balancers (1)


☐ B&H Photo Video, Audio, Visual, Equipment, Supplies (1)

☐ Banfield-Baker, Lawn care, garden supplies, landscaping materials, fertilizers, topsoil, sand, mulch, pest control products (1)

☐ Camfil USA Inc, Air Filtration, Building Materials and Supplies, HEPA, Contamination Control, Pollution Control, air filters, indoor air quality products (1)

☐ General hardware, plumbing supplies, heating equipment, industrial materials, steel products, electrical components (1)

☐ McDonald Contracting, Landscaping supplies, lawn care



American Printing & Office Supplies

NYS Certified WBE

American Printing and Office Supplies- Office Supplies

American Printing & Office Supplies

SKU#

UPC:

NIGP: 615-00

☐ Add to Compare

☐ Add to List

\$0.00

Contract:

RFB-ULSTER-24-000034-001 line item #1


KEYWORD(S) FOUND IN:

Catalog categories, Catalog tags, Contract name, Description, Supplier name, Tags, Title, Vendor

Qty: 1

ADD TO CART

ERC



McDonald Contracting

McDonald Contracting - Lawn, Garden, & Landscape Supplies

McDonald Contracting

SKU#

UPC:

NIGP: 988-52

☐ Add to Compare

☐ Add to List

\$0.00 / Each

Contract:

0000251 line item #1


KEYWORD(S) FOUND IN:

Catalog categories, Catalog tags, Contract name, Tags, Title

Qty: 1

ADD TO CART

ECC



camfil

Camfil USA Inc - Building Materials & Supplies

Camfil USA Inc

SKU#

UPC:

NIGP: 998-65

☐ Add to Compare

☐ Add to List

\$0.00 / Each

Contract:

0000227 line item #1


KEYWORD(S) FOUND IN:

Catalog categories, Catalog tags, Contract name, Tags, Title

Qty: 1

ADD TO CART

ECC



BANFIELD

Banfield-Baker Corp. - Lawn, Garden, & Landscape Supplies

Banfield-Baker Corp.

SKU#

UPC:

NIGP: 988-52

☐ Add to Compare

☐ Add to List

\$0.00 / Ea

Contract:

0000227 line item #1

KEYWORD(S) FOUND IN:

Catalog categories, Catalog tags, Contract name, Tags, Title

Qty: 1

ADD TO CART

ECC

Correct Org: County of Rockland US | June 10, 2025 3:30:22 PM EDT

Viewing Catalogs – Products and Services

EMPIRE
PROCURE
CONNECT

+

Search...

Marketplace

Advanced

Marketplace

Browse Categories

My Favorites/My Lists

Subtotal: \$0.00

Search Results

Product Details

AP

American
Printing &
Office Supplies

NYS Certified WBE

Contract: RFB-ULSTER-24-000034-001 line item #1

EPC Regional Contract

\$0.00

Qty: 1

ADD TO CART

Add to List

Email Supplier

Add to Compare

DESCRIPTION

This is a Regional Contract and is not available for all shoppers. Please refer to the contract documents for eligibility.

This contract is available for use in the following Regions (Counties):

Region 3: Hudson Valley East (Dutchess, Putnam, Westchester)

Region 4: Hudson Valley West (Rockland, Orange, Ulster, Sullivan)

Region 5: Albany/Capital Region (Albany, Columbia, Delaware, Fulton, Greene, Montgomery, Otsego, Rensselaer, Schenectady, Schoharie)

American Printing utilizes an online catalog available at **BiggestBook.com**. The website includes all items available for purchase through this contract. You can access this website by clicking **here**. Please see the instructions for piggybacking off this contract below and refer to the contract attachments for additional details regarding relevant discounts and discount categories. The discounts are applied to the list prices shown on **BiggestBook.com**

Current Org: County of Chemung

June 16, 2025 1:26:09 PM EST

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

Marketplace
Advanced

Contract RFB-ULSTER-24-000034-001

Status: SPG - Sent

[General](#)
[Items](#)
[Vendor](#)
[Routing](#)
[Control](#)
[Attachments\(7\)](#)
[Notes](#)
[Change Orders\(2\)](#)
[Reminders](#)
[Summary](#)

Header Information

Purchase Order Number:	RFB-ULSTER-24-000034-001	Release Number:	0	Short Description:	RFB-UC24-042 Office Supplies Catalog - American Printing
Status:	SPG - Sent	Purchaser:	Brenden Boughton	Receipt Method:	Quantity
Fiscal Year:	2024	PO Type:	Contract	Minor Status:	
Organization:	County of Ulster	Location:	PUR - Purchasing	Discount %:	0.00%
Department:	PUR - Purchasing	Entered Date:	12/29/2024 10:24:40 AM	Seller Contract Change Order Enabled:	No
Alternate ID:	RFB-UC24-042	Retainage %:	0.00%		
Days ARO:	0	Actual Cost:	\$0.00		
Release Type:	Direct Release	Allow Informal Quotes:	No		
Contact Instructions:	Brenden Boughton, Buyer, purchase@co.ulster.ny.us, (845) 340-3400				
Print Format:	Purchase Order Print				
Solicitation Enabled:	No				
CLM_contract_type:	Ulster County Agreement				
Participating In VCAF Program:	Yes				
Effective Date in VCAF:	01/01/2025				
Catalog:					

Attachments

Agency Files:

- [RFB-UC24-042 OFFICE SUPPLIES CATALOG .pdf](#)
- [Attachment A - General Conditions.pdf](#)
- [Attachment B - RFB-UC24-042 NYS Delivery Region Map.pdf](#)
- [Attachment C - RFB-UC24-042 Required Signatory Forms \(Return Forms\).pdf](#)
- [Attachment D - RFB-UC24-042 Bid Price Return Forms.pdf](#)
- [American Printing - 824-942 Bid Price Return Forms.pdf](#)
- [Contract Award - RFB-UC24-042 OFFICE SUPPLIES CATALOG - American Printing.pdf](#)

Agency Forms:

Vendor Files:

Vendor Forms:

Primary Vendor Information & PO Terms

Vendor:	00058513 - American Printing & Office Supplies Chris Franco 687 Flatbush Road Kingston, NY 12401 US Email: cfranco@amerprint.com Phone: 845-336-4555 Ext. 10-58643	Payment Terms:	Shipping Method:
		Shipping Terms:	Freight Terms:

PO Acknowledgements:

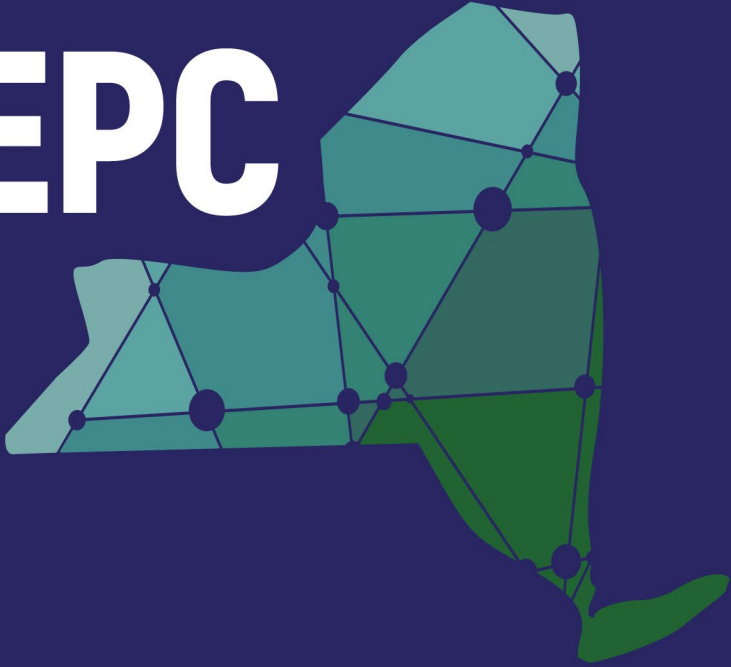
Document	Notifications	Acknowledged Date/Time
Change Order 1	Emailled to cfranco@amerprint.com at 01/22/2025 11:21:52 AM	
Change Order 2	Emailled to cfranco@amerprint.com at 03/05/2025 11:59:38 AM	

Contract Vendor Distributor List

Vendor ID	Alternative ID	Integration ID(s)	Vendor Name	Preferred Delivery Method	Vendor Distributor	Current Org: County of Rockland.co
-----------	----------------	-------------------	-------------	---------------------------	--------------------	------------------------------------

June 16, 2025, 9:15:40 PM EDT

EPC



**What's
next and
how to sign
up**



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

Use this [form](#) to sign up additional users

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

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 sessions, updates on news and events, and more!

Sign-up for Buyer Registration and Communications



Empire State Purchasing Entity *

Fiscal Year Start Date

 / /

Fiscal Year End Date

 / /

First Name *

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Sign-up for Buyer Registration and Communications



Empire State Purchasing Entity *

Fiscal Year Start Date

 / /

Fiscal Year End Date

 / /

First Name *

Last Name *

Buyer - Department *

Job Title *

Phone Number *

Email *



EMPIRE PROCURE CONNECT | *A NYS Cooperative Procurement Alliance*

Thank You!

For questions and support contact:

buyers@empireprocureconnect.info

Karen Storm, CPPB, Local Government Manager

Cheri Ray, Program Manager

Suzanne O'Donnell, PMP, Program Manager

Nick Susi, CPPO, Sr. Director of Program Success

www.empireprocureconnect.info



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