



Bringing Efficiency and Compliance to Local Government Procurement

Implemented by Rockland, Ulster and Chemung Counties

**Spotlight: Public Safety
Contracts and Suppliers**



Housekeeping

MICROPHONE / CAMERA



Remember to stay muted unless you have a question. Cameras are disabled for attendees

RECORDING



This Webinar Is Being Recorded and will be shared after the presentation

Agenda

Introductions: the Empire State Procurement Alliance, SOVRA, and Public Safety Suppliers

The Empire State Procurement Alliance

Empire Procure Connect (EPC)

EPC Public Safety Contracts and Suppliers

Public Safety Supplier Breakout Sessions

Next Steps: Leverage Your Resources

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)

- 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 – Our Public Safety Suppliers on Contract

- Ryan Cullinane, Director of Sales from East Coast Emergency Lighting
- Jerry Ables, Goosetown Communications
- Chris Meyer, Area Sales Manager-NYS from Motorola Solutions
- Michael Harrell, Director of Sales- Northeast Region from Safeware



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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

**Visit empireprocureconnect.info to review
the active contracts list**

[Contracts June 2025 Final.pdf](#)



Upcoming EPC Contract Categories Include

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

Visit empireprocureconnect.info for news and updated contract lists



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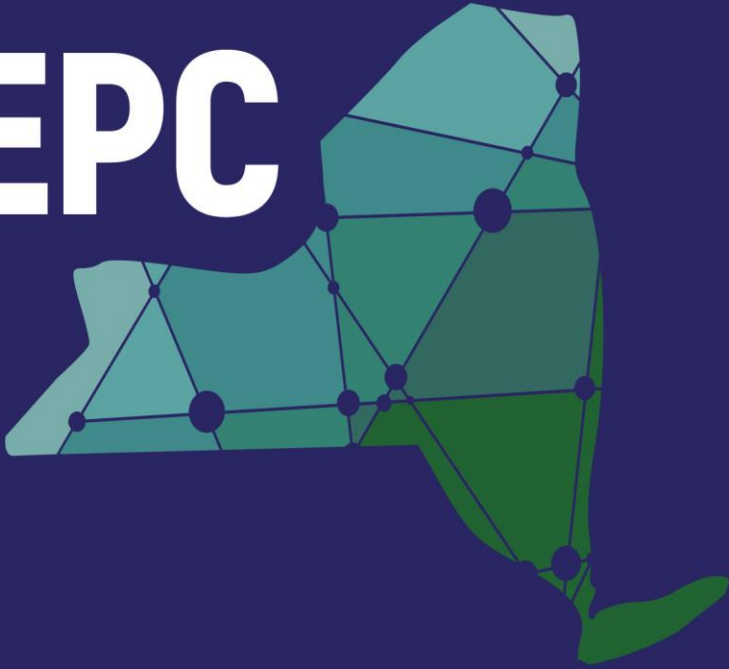
Regions by Area and County

Use for Reference when leveraging certain contracts

| Region | Area | Counties |
|-----------|--------------------|--|
| Region 1 | Long Island | Nassau, Suffolk |
| Region 2 | New York City | Bronx, Kings (Brooklyn), New York, Queens, Richmond (Staten Island) |
| Region 3 | Hudson Valley East | Dutchess, Putnam, Westchester |
| Region 4 | Hudson Valley West | Rockland, Orange, Ulster, Sullivan |
| Region 5 | Albany/Capital | Albany, Columbia, Delaware, Fulton, Greene, Montgomery, Otsego, Rensselaer, Schenectady, Schoharie |
| Region 6 | Adirondack | Clinton, Essex, Franklin, Hamilton, Saratoga, Warren, Washington |
| Region 7 | Syracuse | Cayuga, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, St. Lawrence |
| Region 8 | Finger Lakes | Broome, Chemung, Chenango, Cortland, Livingston, Monroe, Ontario, Schuyler, Seneca, Steuben, Tioga, Tompkins, Wayne, Yates |
| Region 9 | Buffalo | Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans, Wyoming |
| Statewide | All Areas | All Counties |



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Public Safety Supplier Breakout Sessions!



Chris Meyer, Area Sales Manager-NYS:
christopher.meyer@motorolasolutions.com

- Contract #: [0000236](#)
- Contract Descriptions:
 - Public Safety Communications Technology
 - All NY political subdivisions
- About Motorola:
 - Motorola provides a comprehensive portfolio of public safety communications technology and hardware solutions available through the Empire State Cooperative Procurement Alliance. Local governments across New York State can access discounted pricing on Motorola products and services including two-way radios (APX and MOTOTRBO), dispatch consoles, private LTE systems, body-worn cameras, and the full Avigilon video surveillance suite. The offering supports mission-critical operations for law enforcement, fire, EMS, and emergency management agencies, and includes infrastructure, encryption, and software services such as ASTRO, Critical Connect, and Moto Locator. Contracts are structured for regional or statewide use via the Empire Procure Connect Marketplace, providing streamlined access and compliance with NYS procurement laws.



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Michael Harrell, Director of Sales – Northeast Region:

mharrell@safewareinc.com

Brad Prol, Territory Manager:

bprol@safewareinc.com

- Contract #: [0000314](#)
- Contract Descriptions:
 - Public Safety Emergency Preparedness Equipment & Related Products & Services
 - National Cooperative
- About Safeware:
 - Safeware is a national distributor of public safety and emergency preparedness equipment, offering a wide range of products and services to support law enforcement, fire/rescue, EMS, and emergency management agencies. Through the Empire State Cooperative Procurement Alliance (via the GOVMVMT contract), Safeware provides New York local governments with a 41% discount on over 20 categories of products and a 10% discount on related services and training. Their offerings include personal protective equipment (PPE), decontamination and detection equipment, air purification systems, interoperable communications, cybersecurity, medical supplies, physical and perimeter security, CBRNE tools, vehicles and upfitting, and more. Safeware's extensive supplier network includes hundreds of leading brands, and their contracts allow for rapid access to the latest innovations without waiting on state contract update —ensuring public safety agencies have what they need, when they need it.



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David Gottlieb, Executive Vice President: dgottlieb@goosetown.com

Jerry Ables, Inside Sales Director: JAbles@goosetown.com

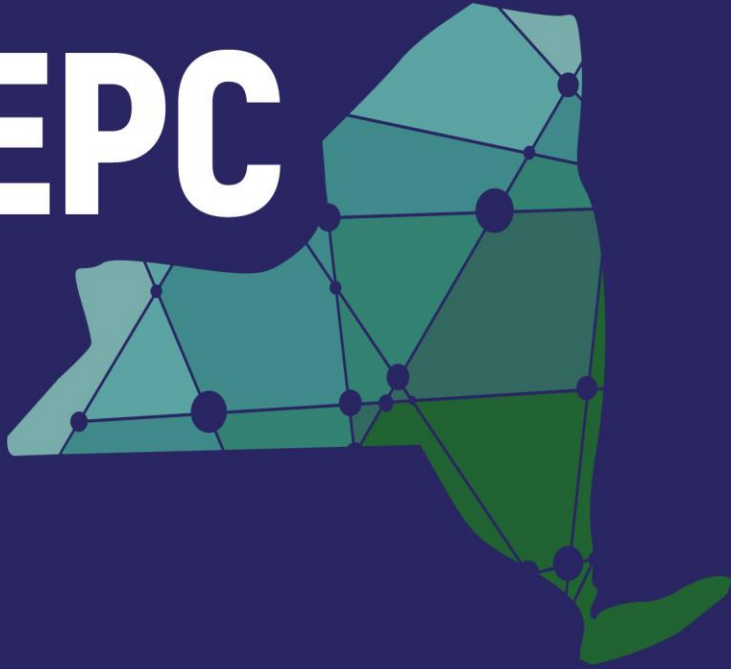
- Contract #'s: [0000294](#), [0000290](#), [0000288](#), [0000287](#)
- Contract Descriptions:
 - 0000294: Maintenance, Repair, Installation for Radios and Misc Equip. for Emergency Vehicles
 - [Regions 1,2,3,4,5, and 8](#)
 - 0000290: Wide-Area UHF Digital Trunking Services
 - [Regions 1,2,3,4,5, and 8](#)
 - 0000288: Lease, 60 Month of Radio Communication System for Rockland County Correctional
 - [Regions 1,2,3,4,5, and 8](#)
 - 0000287: Kenwood Portable Radios, Accessories & Trunking Services
 - [Regions 1,2,3,4,5, and 8](#)
- About Goosetown Communications:
 - Goosetown Communications is a trusted provider of mission-critical wireless, data, and security solutions with over 30 years of experience serving public safety and local government agencies across New York and the Northeast. Headquartered in Congers, NY, Goosetown offers end-to-end services including two-way radio systems, broadband and LTE networks, video surveillance, and in-building communication systems. Known for 24/7 support, certified technicians, and deep public-sector expertise, Goosetown partners with leading technology providers like Motorola, Kenwood, and Avigilon to deliver reliable, scalable solutions tailored to the needs of state and local government operations.



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- Contract #: [0000237](#)
- Contract Description:
 - Vehicle Warning Lights
 - All NY political subdivisions
- About East Coast Emergency Lighting:
 - East Coast Emergency Lighting supplies and installs high-performance emergency vehicle lighting systems and accessories for public safety fleets across New York State. Through the Empire State Cooperative Procurement Alliance, local governments can access competitively awarded pricing on products such as light bars, sirens, consoles, control systems, and other warning light accessories. The contract supports a wide range of vehicle outfitting needs for law enforcement, fire, EMS, and public works agencies. Their solutions are backed by decades of experience in emergency vehicle outfitting, ensuring safety, visibility, and regulatory compliance for municipal fleets.

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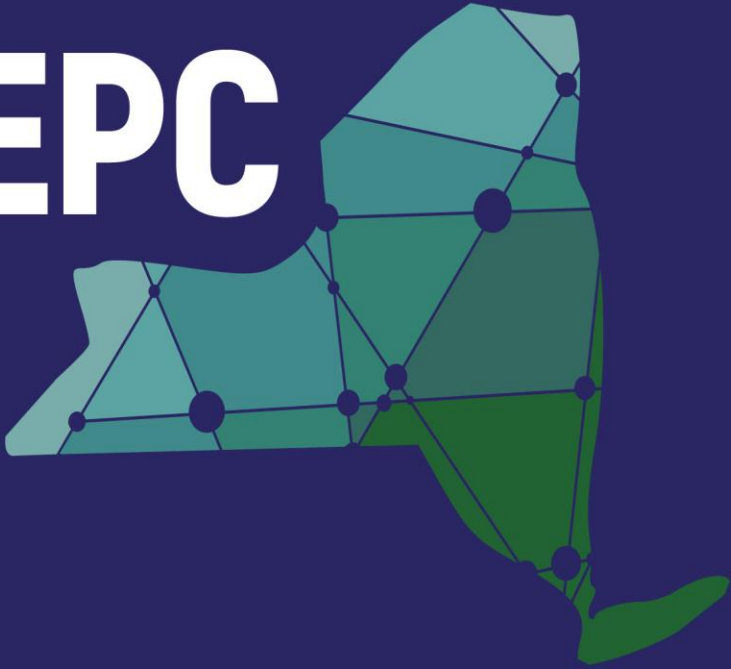


Let's Meet Your Suppliers!

Breakout Room Overview for Buyers

After this opening session, you'll be automatically placed into one of three breakout rooms with a small group of fellow buyers. Each room will host three supplier presentations, one at a time. Suppliers will rotate every 10 minutes, while **you stay in the same room throughout**. No action is required on your part - just sit back, learn about the suppliers, and ask questions as time allows!

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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!



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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](#)

Thank You!

For questions and support contact:

buyers@empireprocureconnect.info

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?