A Better Way to Shop for Everything Right Now: COVID-19 Supplies & Beyond

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COVID-19 has forced the Government to change the way it does a lot of things.
Shopping for goods and services is more challenging than ever.
4 reasons why you need a better way to shop.
1. The Sudden and Complete Shift to Remote Working and Learning

- Including the need to digitalize all government services due to COVID-19.
- Yet, there has not been an equivalent hiring surge to scale up the procurement function accordingly.
- In fact, some procurement professionals have been furloughed.
- Even with strategic prioritization of the increased purchase requests, most procurement teams – especially smaller ones – are finding it difficult to keep up with demand.
2. Go-To Suppliers are Experiencing Frequent Out-of-Stocks

- Contracted service providers are maxed out and unable to increase capacity.
- With the number of rush order requests having grown exponentially, especially for products that are currently in high demand but low supply such as medical supplies, PPE and IT equipment like laptops and tablets – this is a problem.
- Buyers are forced to scour the market for alternative suppliers, which takes a lot of time they simply don’t have for the reason mentioned in the first point above.
3. Budget Cuts are Further Shrinking Supplier Pools

• Finding suppliers that can offer goods and services for a reasonable cost is a huge challenge right now. Trying to negotiate volume discounts to hit target pricing for every item is a tiresome and sometimes fruitless task.
4. Conducting thorough Market Research to Find the Best Product or Service at the Best Price is Time Intensive

- Many public sector agencies, especially smaller ones, are still having to login to multiple platforms to shop statewide or local agency contracts, co-op contracts and the open market.
- Even more, many supplier catalogs are still only viewable in dense PDF documents
There is a better way to shop.

An online shopping platform exclusive to the public sector.
THE POWER OF “SHOP-TO-PAY” IS MASSIVE

- **40% REDUCTION**
  - Requisition Cycle Time
- **50% REDUCTION**
  - Time Spent Comparison Shopping
- **15% REDUCTION**
  - Price on Goods/Services
- **500% INCREASE**
  - Vendor Preference Spend
Exclusive to the Public Sector

Publicly Sourced Contracts & Open Market Catalogs

Consumer Shopping Experience

Maintains Accountability & Compliance
A ONE-STOP SHOP

- Your Own Contracts
- Government Cooperative Contracts
- Publicly Sourced Contracts from Government Organizations in the Periscope Network
- Open Market Catalogs

Integrates to any eProcurement, ERP or Financial System

Purchase Standalone or with Periscope’s eProcurement Solution
DEFINE YOUR BUYER JOURNEY

- Select which contract and catalog types can be viewed
- Prioritize the order contracts appear
- Set rules for how and when buyers can purchase

BUILT FOR EVERYONE

- Encourages adoption by buyers & suppliers
- Savvy user interface
- Drag & drop to upload catalogs
- Supplier enablement
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1,000 LOCAL AGENCIES & SPECIAL DISTRICTS
500,000 SUPPLIERS

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