PRISM: Platform for Research, Innovation, and Strategic Mission

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PRISM Member Anticipated Needs Survey for Members and Participants

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The technology procurement vehicle that EdgeMarket members have relied on since 2021, the **Technology Catalog for Hardware and Software (TeCHS).** In its place, NJEdge is developing a successor platform called PRISM, which stands for Platform for Research, Innovation, and Strategic Mission. This article introduces PRISM to EdgeMarket members, explains what it will cover, and describes how members can help shape it through the upcoming anticipated needs survey.

PRISM is not a continuation of TeCHS. It is a deliberately broader platform designed to meet the full range of technology investment needs that EdgeMarket institutions face today, from everyday hardware purchases to AI infrastructure, cloud platform economics, and strategic transformation services. If you have used TeCHS, PRISM is your next step. Your contract number will change. Your capability will expand.

What PRISM Is

PRISM is EdgeMarket's next-generation technology investment platform. Where TeCHS was designed primarily as a comprehensive catalog of hardware, software, and related services, PRISM is architected as a platform with three distinct procurement pillars and a structured set of partner ecosystem capabilities that members can access through the awardee's broader OEM relationships.

The name reflects the intent. A prism takes a single source of light and refracts it into a full spectrum, revealing structure that was always present but not always visible. PRISM does the same for technology investment. One competitively procured, compliance-ready contract refracts into the full spectrum of capability that institutions need to advance their missions: commodity procurement at the foundation, cloud and AI infrastructure for the work of the next decade, and strategic services for the planning and execution that turn technology investment into institutional outcomes.

Why PRISM, Why Now

TeCHS succeeded because it gave members a single, trusted vehicle for technology procurement at a time when running independent solicitations for every major IT purchase had become a significant administrative burden. By nearly every measure, TeCHS delivered on that promise. Through eight contract addenda and five years of relationship investment, it grew into one of the most comprehensive cooperative technology vehicles available in the United States.

But the technology landscape has shifted materially since 2021. AI infrastructure now defines the frontier of research computing. Cloud adoption has moved from exploration to operational dependency. Cybersecurity has become an institutional imperative at every level, from R1 research universities to small K-12 districts. The procurement vehicle that succeeded as a 2021 catalog cannot, by its original design, fully address what members need in 2026 and beyond.

PRISM is designed for where institutions are going, not only where they have been. It serves commodity needs efficiently. It also serves strategic needs ambitiously.

The Three Procurement Pillars

PRISM is organized around three procurement pillars. Each pillar is a first-class element of the contract with its own scope and pricing structure.

Pillar 1: The Technology Catalog is the foundation. It carries forward the comprehensive hardware, software, peripherals, and licensing coverage that TeCHS provided, with several important improvements. The catalog will be presented through a dedicated, EdgeMarket-branded interface with verifiable pricing benchmarked against GSA Schedule, NJ state contract, and other major cooperative references. AI hardware, including GPUs and high-density compute, is named as a first-tier category. A formal mechanism for adding new product categories and OEM partners during the contract term is built into the master agreement from day one.

Pillar 2: The Cloud and AI Platform addresses the fastest-growing area of member technology investment. It provides access to Microsoft Azure, Amazon Web Services, and Google Cloud at consortium-volume pricing that improves as aggregate member spending grows. It covers AI infrastructure procurement, including GPU-as-a-Service arrangements through hyperscalers and emerging cloud providers. And it includes structured pre-purchase access to AI and cloud lab environments where members can test workloads, validate designs, and develop grant-aligned technical requirements before making capital commitments.

Pillar 3: Strategic and Transformation Services is the dimension that most distinguishes PRISM from any national cooperative vehicle. National cooperatives provide purchasing mechanisms. PRISM adds structured access to the advisory, assessment, and planning services that help institutions make better technology decisions and execute their strategies more effectively. Pillar 3 is organized into two tiers. The first tier includes no-cost included services such as technology assessments, pre-sales consultation, OEM partner introductions, and licensing optimization guidance. The second tier covers fee-based engagements that require a Statement of Work, such as technology roadmap development, cybersecurity program design, AI readiness assessments, cloud migration strategy, and related implementation services.

Partner Ecosystem and Value-Add Capabilities

In addition to the three procurement pillars, PRISM will require its awardees to bring depth in OEM and technology partner relationships. This is not a separate pillar. Members do not purchase from it directly, and it carries no separate pricing. But it is a meaningful dimension of what PRISM is designed to deliver, and it will be evaluated as a scored exhibit in the RFP.

The premise is straightforward. A top-tier technology solution provider sits at the center of an elaborate ecosystem of OEM partnerships, partner-funded programs, market development resources, and technical relationships. Those resources are real and substantial. Under TeCHS, they were often invisible to most members, accessible only to institutions with strong individual account relationships. PRISM will make partner ecosystem access an explicit, documented, and evaluated dimension of the awardee's offering, visible to all members through a published Partner Ecosystem Catalog, accessible through structured programs, and reported on annually.

Who PRISM Serves

PRISM is designed for the full range of institutions that make up the EdgeMarket community:

- R1 and R2 research universities
- State colleges and universities
- County colleges and community colleges
- K-12 school districts
- Municipalities, counties, and public authorities
- Public healthcare members and affiliates
- Out-of-state participants through the EdgeMarket Affiliate framework

Each segment has different technology priorities, different procurement realities, and different operational constraints. PRISM is built to recognize that. Where one institution may engage heavily with the Pillar 1 catalog for an annual device refresh, another may use Pillar 2 for an AI infrastructure expansion, and another may engage Pillar 3 for a multi-year cybersecurity program. All three are PRISM, and the platform is structured so that each institution finds what it needs.

What Is Changing from TeCHS

If you have used TeCHS, the continuity story is straightforward. The compliance assurance is preserved. The simplicity of a single master agreement is preserved. The relationship with a trusted, world-class solution provider is preserved. What PRISM adds is architecture.

A few specific changes worth noting for members planning to use PRISM:

- The catalog interface will be dedicated and EdgeMarket-branded, not a redirect to the awardee's general commercial storefront.
- Pricing will be presented with benchmark comparisons at the line-item level, so members can verify competitive value.
- Cloud consumption pricing will improve meaningfully over the current baseline through a consortium-volume tiered structure that rewards aggregate EdgeMarket member spending.
- A No-Cost Services Catalog of pre-purchase consultation, technology assessments, OEM introductions, and licensing optimization guidance will be published at contract launch.
- A Partner Ecosystem Catalog identifying OEM-funded and partner-enabled member benefits will be published and updated quarterly.
- Performance standards and accountability mechanisms will be defined in the master agreement, with annual contract performance reviews.

How You Can Help: The Member Needs Survey

To shape PRISM into a platform that genuinely meets member needs, EdgeMarket is conducting an Anticipated Needs Survey. The survey is brief, non-binding, and open to all current and prospective EdgeMarket members.

Member responses serve two purposes. They inform what the RFP will ask for, ensuring that the awardee's capabilities are calibrated to actual member demand. And they satisfy a procurement requirement under N.J.A.C. 5:34-7.9(e)(1), which provides that the RFP identify members who have provided anticipated needs, the nature of those needs over the course of the contract, and other information relevant to proposers.

- **PRISM Member Anticipated Needs Survey**

The survey covers each of the three procurement pillars and asks about anticipated 12- and 24-month spending in each. At the end of the survey, we also invite your institution to:

- Review RFP language
- Participate in proposal evaluation as a content expert reviewer

Survey responses are not binding commitments. You are free to procure, or not procure, any amount through PRISM regardless of what you indicate in the survey. The purpose of the survey is to give EdgeMarket and the eventual awardee a clear picture of what the membership needs, so that the contract is built to serve it.

Timeline and Next Steps

The current TeCHS master agreement has been extended until the PRISM contract(s) have been awarded. The general timeline:

- Member needs survey: open now

- Office of the State Comptroller pre-advertisement notification: in progress
- PRISM RFP publication: target Summer 2026
- Proposal evaluation, oral presentations, and award determination: Fall 2026
- Contract execution: Fall 2026

Questions and Engagement

If you have questions about PRISM, want to discuss your institution's anticipated technology investment needs, or want to be added to the list of members willing to participate in RFP review or proposal evaluation, please contact your EdgeMarket account team or reach out to Edge directly. The PRISM team is actively engaging with members throughout the procurement design phase, and your input now shapes what the contract will deliver from day one.

EdgeMarket PRISM is being designed for you, for the institutions that make up the Edge community, and for the technology investment needs that will define the next decade of public sector and higher education work. Your participation in the needs survey is the most direct way to ensure that the platform meets the moment.