

Facilities and Operations Highlights

Between January and August of 2021:

\$57.6 M

of purchases were made by Facilities and Operations customers, an increase of **70%** compared to the same period in 2020.

7 New Agreements added in 2021 (with 3 more on the way!)

33%

of all services and products available through *OECM's Marketplace* are in the Facilities and Operations category.

241

OECM Customers have used at least one Facilities and Operations Agreement

27

Facilities and Operations Agreements available through OE CM

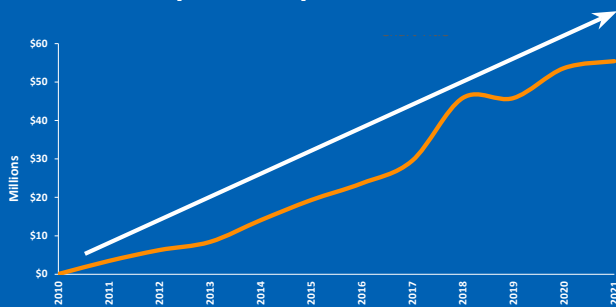
99

Facilities-related Supplier Partners

A TRAJECTORY OF GROWTH

Greater Customer Demand = Increased Spend!

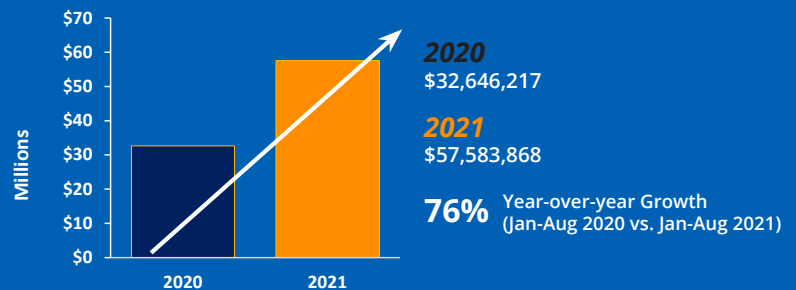
Facilities and Operations Spend: 2010-2021 Growth Chart



Note: 2021 figures are up to August only.

As of August 2021, we have already surpassed 2020 total spend by **\$1.8M!**

Year-over-Year (YoY) Spend (2020 vs. 2021)



Note: figures are up to August only.

Spend by Portfolio

3

Within 11 categories, Facilities and Operations sits **third overall with nearly \$300M in spend Lifetime to date (LTD)**, after IT Hardware (#1) and Office Stationary / Supplies & Services (#2).

2

And for 2021 thus far, Facilities and Operations is **second in overall spend** (following IT Hardware).



A true testament to the growth in OE CM's agreement offering!

Most inquired about agreements in 2021:

- Custodial Supplies and Equipment
- HVAC System Air Filter HEPA Air Filtration Units and Related Products
- Plumbing Products

DID YOU KNOW?

The top five OE CM Facilities and Operations Agreements, based on purchases made between January and August 2021:

1. [Custodial Supplies and Equipment](#)
2. [Plumbing Products](#)
3. [Portable Classroom and Modular Building Supply and Installation](#)
4. [LED Lighting Retrofit Contractor Services](#)
5. [HVAC System Air Filter and HEPA Air Filtration Units and Related Products](#)



Three of OE CM's five Platinum supplier partners fall within the Facilities and Operations portfolio.



Data as of August 2021