

CEO's Message

PRESIDENT & CEO, JOHN A. SABO

I am pleased to share this report on OECM's performance and accomplishments in 2023, another exceptional year marked by several significant initiatives and exciting milestones. Of note, in 2023 OECM facilitated a record collaborative procurement spend of \$716 million and celebrated a new landmark achievement by surpassing \$4 billion in accumulated life-to-date collaborative procurement spend.

Continuing on a strong trajectory of business growth and transformation, in 2023, OECM completed a new record total of 21 strategic sourcing initiatives. We expanded our Marketplace to provide our growing customer base, consisting of 984 agencies and organizations from across Ontario's education, municipal, health, broader public sectors and not-for-profit communities, with greater savings, choice, and service. OECM's offerings now include 85 unique product and service agreements available through 418 active supplier partners.

In alignment with our Multi-Year Strategic Plan (MYSP) and building on our priorities for continued transformation and growth, OECM successfully initiated and delivered several key projects throughout the year. We invested in corporate brand awareness and positioning strategies, implementing a dedicated thought leadership and outreach program and completing over 70 engagements, including hosting OECM's inaugural College and University Procurement Summit in June 2023 and a Facilities Summit in October 2023. We progressed in the development of an Environmental, Social, and Governance (ESG) implementation roadmap for OECM and its stakeholders, explored opportunities to strengthen Indigenous community relations, and finalized plans for our highly anticipated 3rd Ontario Leadership & Collaboration Symposium to be held in February 2024.

OECM's future is deeply embedded in our approach to customer-centricity – our customers are at the heart of all that we do. Therefore, we have focused our efforts on supporting and enhancing customer satisfaction and high levels of engagement while also emphasizing the importance of positive collaborative partnerships with our supplier partners.

In 2023, we looked at ways to improve OECM's Supplier Recognition Program (SRP) and spearheaded the initiation of a Supplier Working Group (SWG) and a Supplier Success Program (SSP), initiatives that assist us in delivering enhanced value to all our customers.

Leadership and collaboration are important cornerstones of OECM's business strategies and growth plan and in 2023, we embarked on several supporting initiatives. Early in the year, OECM entered into a collaborative agreement with Supply Ontario, fueling joint opportunities to drive innovation, streamline supply chain processes, and further economic development across the broader public sector. OECM also continues to explore how collaboration and strategic partnerships can foster innovation amongst and between the sectors we serve. In December, OECM's Board of Directors approved an increase of \$1.6 million to OECM's Sector Success Sharing (SSS) reserve fund, which now totals \$10 million – funds that continue to be reinvested into Ontario's education and municipal sectors to support over 22 innovative and transformative collaborative initiatives.

In alignment with OECM's Board-approved People Strategy that promotes our team's professional and academic growth, we partnered with Supply Chain Management Association Ontario (SCMAO) to make their professional development offerings available to our staff. We also continue to support and foster diversity and inclusion practices that are meaningful and impactful to our staff, customers, supplier partners and other stakeholders, including nurturing relationships with Indigenous and Métis communities across the province. This report includes details on all these initiatives and much more.

OECM's financial and corporate achievements in 2023 further cement our position as a Centre of Excellence for collaborative supply management innovation, demonstrating our commitment to delivering value, generating savings, and facilitating opportunities for shared success across the public sector.

In October, OECM received the Daily Bread Food Bank's 2023 Workplace Champion award, which I proudly accepted on behalf of our organization. Through various initiatives this year we have raised \$23,000 in funds and food donations, creating awareness of food insecurity and hunger in Toronto. This award is a true testament to our deep-seated values, collective generosity, and goodwill to those in need.

This year is particularly significant for me as it will be my final full year at the helm as OECM's President and CEO. After spending nearly four decades in the public sector and serving over 8 years with OECM, I will be retiring in late June 2024. Looking back, I am truly proud of all that we have accomplished together over the years. OECM enters 2024 with a clear plan for continued growth, a healthy financial outlook, and a dedicated team with robust capabilities that will allow us to do even more for our customers during these deeply transformative times.

To our community of customers, supplier partners, champions, collaborators, and allies – thank you for your continued support, trust, and commitment to OECM. It has been my pleasure to work with our Board of Directors, Senior team, and staff members to keep building on our extraordinary path of growth and success. I invite you to follow OECM's progress in our quarterly publication, the **OECM Connection**, and on X (formerly Twitter) and LinkedIn as we anticipate another exciting and fulfilling year ahead!



John A. Sabo
President & Chief Executive Officer, OECM