



SUPPLIER RECOGNITION PROGRAM

2026 Supplier Recognition Program Guidebook

Recognizing
OECEM Supplier
Partners





Delivering **value**
through savings,
choice, and service

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OECM is a trusted not-for-profit sourcing partner for Ontario's education, municipal and Broader Public Sector (BPS) customers. We contract with innovative, reputable suppliers to offer a comprehensive choice of quality products and services, to generate significant savings for our customers.



BACKGROUND

As OECM's Marketplace of products and services continues to grow, so do our partnerships with our many Supplier Partners. They play a fundamental role in ensuring our Customers' needs are met with consistent and exceptional service.

As part of our efforts to provide greater value to OECM Customers and foster collaboration with Supplier Partners, OECM is proud to continue recognizing our Supplier Partners with the 2026 Supplier Recognition Program (SRP).

The SRP was piloted in 2019 as an integral first step in strengthening OECM's relationships with Supplier Partners and driving greater performance. Building on the success of the program in previous years, OECM will continue to objectively evaluate Supplier Partner performance using an open, fair, and transparent framework.

The SRP is not intended to constitute an endorsement by OECM for any particular Supplier Partner or product and/or service. OECM Customers will continue to apply their own policies and procedures in selecting OECM Supplier Partners.

OBJECTIVE

The SRP aims to drive long-term performance by recognizing and motivating Supplier Partners to deliver continued savings, value, choice, and service to our Customers.

Through the SRP, OECM will recognize Supplier Partners in one of four recognition levels: Diamond, Platinum, Gold, and Silver.

Each category has been carefully formed based on objective criteria outlined in this Guidebook.

A Supplier Partner's SRP result may be considered by OECM when determining whether to extend the term of the Master Agreement with that respective Supplier Partner. However, it will not be taken into account in the evaluation of future submissions made by that Supplier Partner in response to RFPs issued by OECM.

PROGRAM TIMELINE AND DETAILS



ELIGIBILITY

All Supplier Partners who have an active OEM agreement in 2026 are automatically enrolled in the 2026 SRP.

EVALUATION PERIOD

The evaluation period is from January 1 to December 31, 2026.

At the end of the evaluation period, Supplier Partners will be evaluated using the evaluation methodology outlined in this Guidebook.

RESULTS

Supplier Partners will be recognized as either Diamond, Platinum, Gold, or Silver based on their results. All Supplier Partners have the option to request meetings to discuss their results and address any questions and/or concerns.

The 2026 SRP results will be published in April 2027.

OVERVIEW OF THE 2026 SRP

The 2026 Supplier Recognition Program (SRP) builds on the success of previous years, maintaining a consistent and transparent framework for evaluating and recognizing Supplier Partner performance.

Evaluation Methodology

The evaluation methodology remains consistent with last year, providing a fair and transparent framework for recognizing achievement, with enhancements made to Customer Excellence and Strategic Alignment for the 2026 SRP to better recognize supplier contributions. Supplier Partner performance will continue to be evaluated based on the following five key criteria: Spend/Savings, Customer Excellence, Business Growth, Strategic Alignment, and Compliance.

Update for 2026

- **Customer Excellence**

For 2026, the Customer Excellence criterion continues to offer flexibility allowing Supplier Partners to submit either Customer surveys or testimonials.

Customer submissions will now require averaging 80% or higher to meet the criterion, up from 70% of higher in 2025 program.

- **Strategic Alignment (ESGI + Innovation)**

For 2026, the Strategic Alignment criterion focuses on ESGI (Environmental, Social, Governance, and Indigenous) + Innovation. This builds on last year's focus on ESGI by incorporating Innovation as a key component.

Innovation recognizes supplier-led innovative procurement practices, products, services, and technologies that deliver measurable value and improved outcomes for OECM customers.



Recognition Levels

Supplier Partners will continue to be recognized across the following levels: Diamond, Platinum, Gold, and Silver.



EVALUATION METHODOLOGY: FIVE EVALUATION CRITERIA

The evaluation methodology will continue at the supplier level rather than at the awarded agreement level, and will be based on meeting the following five Evaluation Criteria during the SRP evaluation period.

SPEND / SAVINGS

Achieves \$5M or more in Total Spend
- OR -
Demonstrates significant savings to Customers

CUSTOMER EXCELLENCE

Achieves at least 10 combined customer submissions (surveys and/or testimonials), with surveys averaging 80% or higher.

*Each testimonial counts as three submissions; each survey counts as one submission.
View the Testimonial Guideline.*

BUSINESS GROWTH

Achieves 50% or more in Spend Growth
- OR -
Execute 10 or more new Customer-Supplier Agreements (CSAs) with Active Spend

STRATEGIC ALIGNMENT

Demonstrates commitment to ESGI (Environmental, Social, Governance, and Indigenous) and Innovation

COMPLIANCE

Complies with the OECM's Supplier Code of Conduct and meets all contractual obligations as per the Master Agreement(s), such as KPIs, Spend Report and others

Note: OECM reserves the right to modify evaluation metrics or apply reasonable discretion in the interpretation and application of the evaluation criteria to ensure fairness among Supplier Partners and to align with the specific nature of each agreement. In exceptional circumstances, OECM may also consider qualitative factors when determining the final recognition level.

ESGI + Innovation Evaluation Framework

For 2026, Innovation has been introduced as a new component of the Strategic Alignment criteria. This builds on last year's focus on ESGI (Environmental, Social, Governance, and Indigenous). Innovation recognizes supplier-led innovative procurement practices, products, services, and technologies that deliver measurable value and improved outcomes for OECM customers. This update reflects OECM's continued commitment to collaboratively advancing innovative and enhanced procurement practices with our Supplier Partners.

ESGI	Key Focus Area	Description	Examples of Demonstration
Environmental	Climate Change - Transition	Climate Change focus area addresses supply chain efforts to mitigate climate change by transitioning to sustainable energy sources and reducing greenhouse gas emissions. It includes initiatives such as adopting renewable energy within the supply chain, improving energy efficiency, and promoting environmentally friendly practices among suppliers.	<ul style="list-style-type: none"> • % reduction in Scope 1, 2 and 3 emissions • # tonnes annually of CO2 emissions
	Circular Economy	Circular Economy within the supply chain involves designing out waste and pollution, keeping products and materials in use, and regenerating natural systems. This includes practices such as sourcing from suppliers that prioritize recycling, reusing materials, and integrating circularity considerations into their products and processes.	<ul style="list-style-type: none"> • % of waste diversion from landfills • lbs/kg reduction in waste (i.e. paper, water, electronics, toner, ink, battery) • lbs/kg of recycled materials (i.e. lighting units, glass, mercury, metals, plastics, porcelains) • % of recycled fibers or materials in products • % of organic certified textiles in production • \$ sales of products with certified environmentally-friendly or locally made products
Social	Social Procurement	Social Procurement within the supply chain involves sourcing goods and services in a way that generates positive social impact. This includes prioritizing suppliers from diverse or underrepresented groups, supporting inclusive economic growth, and fostering a more equitable supply chain.	<ul style="list-style-type: none"> • # of collaborations or partnerships with local and/or diverse businesses • \$ sales sourced from local and/or diverse businesses
	Community Relations	Community Relations in the supply chain encompasses efforts to positively impact local communities through investments, donations, and volunteer work. This focus area highlights the company's role in ensuring that supply chain operation contributes to community development and social well-being.	<ul style="list-style-type: none"> • \$ raised in donations, employee giving and/or corporate donations • \$ invested in community grants • \$ raised for crisis and emergency relief efforts • # of volunteer hours (traditional and skill based) • # of hours dedicated to pro bono services and initiatives • \$ awarded through scholarship programs

ESGI + Innovation Evaluation Framework (continued)

ESGI	Key Focus Area	Description	Examples of Demonstration
Governance	Human Capital Management	Human Capital Management pertains to the policies and projects initiated and implemented within the supply chain to manage and develop the workforce. It includes efforts related to supplier workforce training, promoting diversity and inclusion among suppliers, ensuring fair labour practices, and enhancing overall talent management within the supply chain.	<ul style="list-style-type: none"> Any policy or project initiated in 2026 for human capital management that was not in place before
	Data Security & Privacy	Data Security & Privacy in the supply chain involved implementing policies and projects to protect sensitive information and secure privacy across all supply chain partners. This focus area addresses the measures taken to safeguard data from breaches and unauthorized access throughout the supply chain network.	<ul style="list-style-type: none"> Any policy or project initiated in 2026 for data security privacy that was not in place before
	ESG Governance	ESG Governance in the supply chain refers to the framework and processes put in place to ensure that environmental, social, and governance considerations are integrated into the supply chain's decision-making processes. This includes policies initiated to oversee ESG performance and compliance among all supply chain partners.	<ul style="list-style-type: none"> Any policy or project initiated in 2026 for ESG governance that was not in place before
Indigenous	Indigenous Relations & Opportunities	<p>Practices you use to engage with Indigenous communities and/or provide socio-economic opportunities.</p> <p>Commitment to build relationships with Indigenous economic development organizations to identify and engage qualified Indigenous suppliers.</p>	<ul style="list-style-type: none"> Partnering with # Indigenous organizations/associations to contribute to economic development for Indigenous communities in Ontario and beyond Sponsoring/participation in # Indigenous events/conferences creating partnership opportunities. (e.g. Ontario First Nations Economic Developers Association (OFNEDA)) Providing employment/paid internship opportunities, direct purchasing and sub-contracting from or with Indigenous businesses
	Indigenous Knowledge in Procurement	Utilizing Indigenous expertise to create environmentally sustainable procurement solutions.	<ul style="list-style-type: none"> Sourcing % of forestry-related products (e.g., paper, timber) from Indigenous-certified sustainable suppliers Including Indigenous-led certifications such as First Nations Forest Certification as a criterion in RFP evaluations

ESGI + Innovation Evaluation Framework (continued)

ESGI	Key Focus Area	Description	Examples of Demonstration
Indigenous	Indigenous Community Support & Cultural Awareness	Meaningful contributions to Indigenous communities to promote economic, education, and social well-being by aligning efforts with community needs	<ul style="list-style-type: none"> Showing quantifiable efforts to increase competency and awareness of indigenous culture within your organization. (e.g. trainings, workshops with guest speakers from indigenous community) Showcasing # of initiatives to support you polices and/or practices to promote and uphold Indigenous rights and reconciliation Allocated budget (\$) for funding initiatives/events/needs aimed to support indigenous people/youth or related projects (e.g. educational kits, supply of essential equipment and supplies)
		Commitment to demonstrate impactful actions toward reconciliation, cultural understanding, and collaborative efforts.	
Innovation	Innovative Procurement Practices	Leveraging innovative procurement approaches, digital tools, process automation, and artificial intelligence (AI) to enhance efficiency, value, and procurement outcomes for OECM customers.	<ul style="list-style-type: none"> Digital, automated, or AI-enabled solutions resulting in % or \$ cost savings or efficiency gains Reduction in procurement administrative effort by % AI-driven analytics improving demand forecasting, spend visibility, or compliance by % Demonstrate reduction in manual processing or error rates by %
	Innovative Products, Services, or Technologies	Introducing new or significantly improved products, services, or technologies that deliver savings or value to OECM Customers.	<ul style="list-style-type: none"> Delivered % or \$ cost savings or maintenance costs through innovative product performance or reliability Generated \$ in cost avoidance by optimizing specifications, usage, or replacement cycles Achieved % reduction in downtime, outages, or services disruptions

Submission Form: forms.office.com/r/vnHrwPiayB

Deadline: December 31, 2026

Please note that submissions can be made multiple times throughout 2026. All details related to the new ESGI + Innovation initiatives and any actions undertaken in 2026 and prior years will be considered and evaluated as part of the 2026 SRP. Please note that submissions or materials provided in past years will not be taken into account.

Your submission should provide us with sufficient detail and be written as a narrative for the demonstrated impact related to the focus area. Your submission will also be used for OECM's ESGI + Innovation-related materials and may be distributed to OECM's stakeholders. Should there be any confidential information, please omit the sensitive details in your submission.

RECOGNITION LEVELS

The 2026 SRP will continue to recognize Supplier Partner performance in the following Recognition Levels:



DIAMOND

Met
all five
Evaluation Criteria



PLATINUM

Met
any four
Evaluation Criteria



GOLD

Met
any three
Evaluation Criteria



SILVER

Met
any two
Evaluation Criteria

Note: *The aggregated data will be used across all agreements that Supplier Partner is awarded under.*



SUMMARY

OECM's 2026 Supplier Recognition Program is designed to drive Supplier Partner performance to ensure the continued delivery of quality products and services to our Customers. To support our growing Marketplace, OECM remains committed to fostering collaboration by creating positive working relationships with Supplier Partners and providing savings, value, choice, and service to OECM Customers.

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“At OECM, strategic partnerships with our Supplier Partners are the foundation of procurement excellence. Together, we deliver innovation, value, and impact to the public procurement.”

Justin Sin
Director, Supplier Relationship Management, OECM