

# CEO's Message

## PRESIDENT & CEO, JIM HADJIYIANNI

I am pleased to share OECM's 2025 Annual Report, which reflects the strongest-performing year in our organization's history. In a dynamic and evolving procurement landscape, OECM achieved a record **\$821 million in total Spend** – the highest annual customer Spend to date. We advanced our growth and transformation priorities while continuing to deliver strong value to Ontario's broader public sector. We strengthened our strategic sourcing model, accelerated speed-to-market, expanded our reach across non-education sectors, and achieved unprecedented customer satisfaction results. Together, these accomplishments underscore the resilience and relevance of our collaborative approach, as well as the trust our customers and suppliers continue to place in OECM.

In 2025, we successfully launched and refreshed key agreements, including the third generation of our End-User Computing agreement, which generated significant customer uptake and expanded choice and value. We deepened engagement across municipal, health, and community sectors, and continued modernizing our operations through digital transformation, enhanced analytics, and responsible adoption of AI tools. At the same time, we strengthened supplier partnerships, advanced ESG and Indigenous procurement initiatives, and reinforced our role as a trusted partner within the public procurement ecosystem. As a result of this strong performance, OECM surpassed **\$6 billion in life-to-date collaborative Spend in January 2026** – a significant milestone as we also prepare to celebrate OECM's 20th anniversary this summer.

These accomplishments are the result of collective effort. I extend my sincere appreciation to our Board of Directors for their strategic guidance and oversight, to our dedicated staff for their professionalism and commitment, and to our customers, suppliers, and partners for their trust and confidence in OECM. Together, we are building a more connected, efficient, and sustainable procurement model. As we look to 2026 and beyond, we remain focused on innovation, collaboration, and delivering exceptional value to the organizations and communities we are proud to serve.



**Jim Hadjiyianni**

*President & Chief Executive Officer, OECM*

