

CEO's Message

PAST PRESIDENT & CEO, JOHN A. SABO

As I reflect on my time with OECM, I am incredibly proud of what we have accomplished together. Since 2016, I have had the privilege of leading OECM through an ambitious transformation agenda, driving substantial growth, financial sustainability, and the value we provide to our customers and supplier partners. Together, we achieved tremendous success, including reaching \$4 billion in accumulated collaborative Spend and a record 300 percent increase in customer growth in 2023. The first half of 2024 continued this momentum, with OECM on a strong trajectory to realize several new financial and organizational milestones.

I have always been passionate about the power of collaboration and transformative initiatives that push boundaries and create new opportunities. Throughout my tenure, I have worked to solidify OECM's partnerships with key provincial stakeholders, including the Ministry of Education, the Ministry of Colleges and Universities, and others. Strengthening relationships with national group purchasing organizations, shared services entities, customers, and supplier partners has been central to OECM's growth and success. These connections reinforce OECM's role as a leader in collaborative procurement, ensuring we can continue to deliver service, choice, savings, and value to Ontario's communities.



On June 30, 2024, I had the privilege of concluding my tenure as President and CEO, passing the leadership of this exceptional organization to Jim Hadjiyianni. Having worked closely with Jim during his time as Vice President of Supply Management and Business Development, I have every confidence that OECM will continue to thrive under his leadership, building on the strong foundation we have established. The organization's future is bright, with a dedicated team and a clear strategic vision that will propel it forward.

I would like to extend my deepest gratitude to the OECM team, whose dedication and expertise have been the driving force behind our success. I also want to thank the Board of Directors for their guidance and trust, as well as our customers and supplier partners for their ongoing support and confidence in OECM. It has been an honour to serve as President and CEO, and I look forward to seeing OECM's continued growth and impact in the years ahead.

John A. Sabo
President &
Chief Executive Officer, OECM
(May 2016 – June 2024)



CURRENT PRESIDENT & CEO, JIM HADJIYIANNI

It is an honour to share OECM's 2024 Annual Report with you in my first year as President and CEO. Stepping into this role on July 1, 2024, I was fortunate to inherit a strong and thriving organization built on a foundation of collaboration, innovation, and unwavering commitment to delivering value. I want to extend my deepest appreciation to John Sabo for his leadership in transforming OECM into the trusted partner it is today.

2024 was a record-breaking year for OECM, reinforcing our position as a leader in collaborative strategic sourcing. Life-to-date collaborative Spend surpassed \$5 billion, and we achieved our highest-ever annual customer Spend of \$768 million. Our impact extended to over 1,000 active customers and 510 suppliers, demonstrating the strength of our self-sustained procurement model. We expanded the active Marketplace, increased supplier participation, and ensured compliance with evolving regulatory frameworks, all while embedding Environmental, Social, Governance, and Indigenous (ESGI) principles and innovation into our sourcing strategies.

Our investment in technology and efficiency, including workflow automation and enhanced data visualization tools, has enabled more effective decision-making, improved service delivery, and introduced self-service tools that our customers can access 24/7.

Additionally, we advanced our Truth and Reconciliation goals by increasing Indigenous participation in OECM contracts to 40+ organizations with \$9 million in total Spend.

Looking ahead, OECM is poised for continued growth, and business diversification, as we implement our Strategic Growth Plan and adapt to the evolving needs of Ontario's broader public sector. By strengthening government relations, deepening strategic partnerships, and leveraging advanced technology, we will drive innovation and enhance the efficiency, sustainability, and value of Ontario's public procurement system.

I am deeply grateful to our dedicated team, the Board of Directors, our various committee members, partners and allies, and the customers and suppliers who trust in OECM wholeheartedly. Thank you for your loyalty and support. Together, we will advance procurement excellence, optimize efficiencies, and create lasting value for the communities we serve.

Jim Hadjiyianni
President &
Chief Executive Officer, OECM
(July 2024 – Ongoing)

