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OCP Governing Board Meeting

16 April 2026 | Virtual Meeting

Public Minutes

Objectives of the meeting

The objectives of this meeting are:

- Finance:
  - Decisions: Approve the December Board meeting minutes and YTD spending.
  - Discussion: Review fundraising goals for 2027 and the audit.
- Governance:
  - Discussion: Review governance updates, including the new establishment in the Netherlands and planning for the in-person Board meeting in London.
- Strategy and Program:
  - Discussion: Discuss target pipeline progress and challenges for 2026.

Attendance

Governing Board

- Sally Guyer, Alan Detheridge, Michael Owh, Joseph Asunka, Jennifer Bradley, Aidan Eyakuze, Caroline Nicholas, Max Nefyodov, Juan Ricardo Ortega, Tania Perich

OCP

- Attending: Gavin Hayman, Kathrin Frauscher, Steve Chaplain, Oscar Hernández, Lindsey Marchessault, Cindy Cervantes

The Governing Board approved the following:

Finance

- The minutes from the last Board meeting.

Docusign Envelope ID: DFFBB1A1-435F-81EB-8200-554BCC4D1CA2

- The FY26 YTD report.
- The FY25 audit report.

Governance

- The promotion of Viktor Nestulia.

Action Items

The OCP team will:

- Share the annual pay review memo with the Board.
- Organize a deeper discussion in London on the service model and opportunities to further productize areas of work.

Summary of discussions and decisions

Conflict of Interest declarations

At the beginning of the meeting, Sally, Alan, Michael, Joseph, Jennifer, Aidan, Caroline, Max, Juan Ricardo, and Tania declared that they had no conflict of interest with the April 16th meeting agenda or decisions.

ED's opening commentary

The discussion opened with reflections on the significant shifts in the funding landscape following the abrupt reduction in international aid funding in 2025. Despite the challenging environment, the OCP team secured new funding, including more than $2 million for Ukraine-related work, balanced the budget, and expanded fee-for-service (FFS) work.

The discussion focused on how these changes are reshaping OCP's operating model, with work increasingly supported through restricted project funding and targeted service engagements. Current priorities include strengthening reusable service offerings related to business intelligence, OCDS implementation, and eGP reform support, while maintaining OCP's partner-led and context-specific approaches.

The team also highlighted progress in strengthening the organization's financial position, project pipeline, and team capacity, including a reduced funding gap for 2027, a strong 2026 pipeline, positive community feedback, and continued strong team morale.

Board members supported a deeper strategic discussion on the service model at the upcoming London Board meeting and noted that a framework categorizing different types

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of projects and services, including policy, governance, and data work, would help guide the discussion.

Financial Updates

Fundraising

The OCP team shared an update on fundraising and the organization's financial outlook for 2026 and 2027. The current 2026 fundraising target is approximately $100K, primarily related to travel costs for the in-person Board meeting and team retreat. The team expressed confidence that this gap can be closed in the coming months, with fundraising efforts now increasingly focused on FY27.

The FY27 fundraising goal is currently projected at approximately $3.8 million against a planned $7.5 million budget. Several major multi-year partnerships are expected to continue, including support connected to UNODC, FCDO programs, and Ukraine work, which would significantly reduce the funding gap once confirmed. Additional proposals and partnership discussions are underway, including new opportunities in Africa and the Philippines.

The discussion also highlighted continued growth in fee-for-service (FFS) work, with approximately $600K projected but not yet formally included in forecasts. Board members discussed the increasing operational demands associated with managing a larger number of smaller grants and service engagements, including the impact on finance, operations, and fundraising capacity. Members also shared perspectives on overhead rates and broader trends across peer organizations navigating similar funding shifts.

Board members noted the OCP team's adaptability and strong positioning relative to many peer organizations in the current funding environment. The discussion also emphasized the importance of relationship-building and strategic positioning in an increasingly competitive fundraising landscape.

YTD Updates

The OCP team presented YTD financial updates through February 28, 2026.

During the reporting period, approximately $2.1 million was received in cash, including funding from UNODC for both global and Ukraine-specific work, FCDO, Eurasia Foundation, CAF, Recoding for America, and several smaller fee-for-service projects.

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Total expenses for the period were approximately $1.1 million and remained on target. The largest expense category continued to be program and contract service expenses.

The team also noted that approximately $1.18 million remains in reserves and is currently invested across short-term certificates of deposit, generating interest income.

The discussion included a brief update that a budget refresh may be presented at the June Board meeting if financial variance thresholds are met later in the year.

The Board approved the YTD financial report.

FY25 Audit update

The OCP team shared the completed FY25 audited financial statements prepared by Rogers & Co. The organization received a clean audit, with auditors confirming that OCP followed appropriate accounting practices and procedures and identifying no material issues or recommendations for improvements.

The audit reflected a positive net change in assets of approximately $1.9 million, compared to a decrease in the previous year. Management and general expenses remained at approximately 8% of total spending, with 92% of expenses categorized as programmatic.

Board members noted the strength of the audit results given the broader funding environment and organizational adjustments during the year, including the transition to a new accounting provider.

The Board approved the FY25 audit report.

Promotion for Viktor Nestulia

The Board approved Viktor Nestulia's promotion to the Director 1 band.

<u>Targets, Progress, Challenges & Team</u>

Final 2025 Targets

The OCP team shared final updates on organizational targets and impact for 2025. Despite the challenging funding and operating environment, most organizational targets were met, including progress related to mandates, data improvements, effective use of open

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contracting data, and partner capacity strengthening. The annual partner survey also recorded the organization's highest score to date for supporting partner capacity.

The team reported that 7 of 10 planned proof points were documented in 2025, reflecting disruptions experienced across partner countries and the organization's increased focus on fundraising during the year. Documented proof points included work related to procurement reform, beneficial ownership transparency, vendor inclusion, access to medicines, procurement modernization, social inclusion, and green procurement across several countries and regions.

Looking ahead, the team noted strong progress toward 2026 targets, including a documented proof point in Tanzania and additional pipeline opportunities across Latin America, Ukraine, and the United States. The team also shared updated estimates that OCP's work has influenced more than $32 billion in procurement spending and benefited more than 99 million people.

The discussion focused in part on approaches to strengthening engagement with international financial institutions (IFIs). Board members discussed the use of disbursement-linked indicators and conditionalities within IFI programs, as well as opportunities to position open contracting approaches as practical implementation tools that can support broader institutional goals while minimizing political sensitivities.

Watching out for in 2026:

Regional developments

LATAM
Updates highlighted continued implementation and growth opportunities across Brazil, Chile, Paraguay, Mexico, and the Dominican Republic. Brazil and Mexico were identified as major strategic priorities, including work related to sustainable public procurement, procurement oversight, and state-owned enterprise reform. Discussions also highlighted emerging opportunities connected to transparency and anti-corruption reforms in the region.

US
The US discussion focused on ongoing work supporting procurement modernization and safety net systems, including projects in Colorado and work related to Electronic Benefit Transfer systems. Board members also discussed emerging opportunities related to

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Medicaid contracting practices and SME financing initiatives. Securing additional funding for the US portfolio beyond 2026 remains a priority.

Europe
Updates focused on the new OECD collaboration in Poland, advocacy related to future EU procurement legislation, and continued work connected to the UK Procurement Act. Board members discussed the strategic importance of shaping future procurement data models, AI-enabled data management approaches, and broader transparency reforms across Europe.

Ukraine
The update highlighted continued scaling of DREAM, including expanded training and user engagement efforts, as well as ongoing development of an AI assistant to support users navigating the system.

AI: Plans for the Year

The discussion highlighted continued interest in AI across both partner engagements and OCP's internal work. The Buying AI guide remains one of the organization's most-accessed resources, and team members continue to participate in discussions and events related to responsible AI procurement and governance.

Several practical AI use cases were discussed, including procurement data extraction and analysis in Poland, AI-supported user guidance tools in DREAM, medicine classification work in Brazil, and supplier matching tools in Paraguay. The team noted that these projects are helping shape future offerings while also creating new fundraising opportunities connected to AI-enabled public interest technologies.

The discussion also covered internal use of AI tools, including the rollout of Claude subscriptions for staff alongside updated internal guidance and cybersecurity policies related to responsible AI use.

Board members discussed broader trends in government AI adoption, including recurring challenges related to procurement, governance, ethics, and implementation readiness. Members noted that many governments are still in early stages of understanding where AI can be most effectively and responsibly applied.

Team

Docusign Envelope ID: DFFBB1A1-435F-81EB-8200-554BCC4D1CA2

The OCP team shared results from an end-of-year pulse check survey conducted to better understand team morale and gather feedback following the challenges of 2025. Overall results were positive, with strong scores across most categories, including peer and management support.

The discussion highlighted continued focus on team capacity, sequencing priorities carefully, and supporting staff managing multiple projects and deadlines. The team also noted plans to continue supplementing capacity through project-specific consultants and potential future hiring, particularly in data-related roles, if additional funding is secured.

Board members welcomed the strong survey results and discussed the value of continuing regular pulse check surveys in the future. The discussion also highlighted the importance of maintaining strong communications support and carefully managing team capacity during a period of continued organizational growth and change.

Governance

Netherlands Update

Following Board approval in December 2025, Stichting voor Open Contracting (SvOC) has now been formally established in the Netherlands to support European work and fundraising efforts.

A Governing Board and Supervisory Board have been established, and JTC, a Netherlands-based management services firm, has been engaged to support operational management and incorporation activities.

In March 2026, the Supervisory Board approved the initial Board appointments, accounting policies, Memorandum of Understanding between OCP and SvOC, and the Board Manual. Shortly afterward, the Governing Board formally accepted its appointments and approved the opening of a Dutch bank account, the inaugural budget, and associated organizational policies.

The first-year operating budget for SvOC is expected to be approximately $30,000, covering management services, operational setup costs, and initial capitalization of the organization's bank account.

The OCP team also acknowledged Alan's support and advice in developing the governance and policy framework for the new entity.

Docusign Envelope ID: DFFBB1A1-435F-81EB-8200-554BCC4D1CA2

In-Person Meeting in London

The OCP team shared preliminary plans for the upcoming in-person Board meeting in London. In addition to regular governance and program updates, proposed discussion topics include Board expansion, Asia-focused work, and the organization's evolving service model, including productization and fee-for-service approaches. The meeting will also include a learning journey with UK partners.

Board members suggested incorporating perspectives from UK government partners into the agenda and supported deeper discussion on scaling and organizational sustainability. The discussion also revisited the importance of maintaining a balanced operational model that supports both growth and long-term team sustainability.

Board members expressed appreciation for how the OCP team has navigated the broader geopolitical and funding environment over the past year, highlighting the team's adaptability, resilience, and continued focus on impact.

Next Steps

The second FY26 Board meeting is scheduled for June 9–10, 2026, in London. The OCP team will continue coordinating travel logistics and agenda planning for the meeting.

Minutes submitted and approved by: DocuSigned by: Kathrin Frauscher B0C80517E5C74E7...