

APAC Summit Agenda | August 7-8 | 2023

Pullman Melbourne On the Park, Melbourne, Australia

From operational overload to strategic value

Welcome & Pre-event – Sunday, August 6th

All times listed in AEST

18:00-19:30 **Champagne Reception & Awards Ceremony**
Come and be celebrated amongst your peers

Day One – Monday, August 7th

8:00-9:00 **Registration & Breakfast**

9:00-9:05 Switchover

9:05-10:05 **Workshop One**
Boosting your Communication by Playing Both Sides
Join Renée Giarrusso, CEO of RG Dynamics and Limitless leaders, in this 1-hour interactive and dynamic workshop. You will get to understand the power of effective and connective communication and what gets in the way. You will gain insight into the 12 strategies to communicate to cut through and play the evolutionary new game “2 Sides IN 2 Minutes”. This game helps boost communication within teams and organizations and provides a framework to appreciate both sides of a story, opinion or idea. This workshop is for anyone looking for dynamic and proven strategies and ideas to accelerate the most important skills in any role and in life.

Renée Giarrusso Founder and CEO
RG Dynamics & Limitless Leadership, Author, Coach and Trainer

Workshop Two
Collaborative Contracting
In this workshop, learn the ABC’s of effective collaborative contracting. Find out which contracts benefit most from this approach and how you can apply its principles and avoid unnecessary and costly conflict.

By the end of the workshop participants will:

- Define a Collaborative Contract including benefits and when (and when not) to use it
- Understand the process for building a Collaborative Contracting including principles and key success factors

Andrew Jacopino, Principal Adviser,
Ngamuru Advisory

Else Bright, Senior Director - Member Engagement - Australia and New Zealand,
World Commerce & Contracting

10:05-10:20 **Coffee Break**

10:20-11:20 **Workshop Three**
Contract Economics
Look beyond the content of a contract and tackle the how and why of

Workshop Four
Trust Blind Spots in Negotiation & Business Relations

	<p>reducing contracting costs and finding additional value. Dive deep in this collaborative workshop and walk away with the knowledge and tools for better contracting.</p>	<p>Do you ever have that nagging feeling of doubt right before closing a major deal? Perhaps you've missed something, been taken advantage of, or lost the upper hand? Do you trust the other side and do they trust you to deliver your end of the bargain? In this workshop learn how to identify trust blind spots in negotiation and business deals. Find out how to transform your vulnerability to a feeling of security and good deal making.</p> <p>Stuart van Rij, Negotiation Trainer & Coach</p>
11:20-11:25	Switchover	
11:25-12:00	<p>Grand Opening & Acknowledgement of Country</p> <p>From Operational Overload to Strategic Value The turmoil experienced in the last 3 years has tested every business, every process, and every assumption as we've reinvented work and commerce. As economic uncertainty lies ahead, it will be more important than ever for the CCM community to step up and contribute value. Our 2021 Benchmark data tells us that "increasing strategic value and demonstrating relevance is the #1 priority for managers, yet they report that they spend their time on low-value transactional activities that do not enable them to deliver value. Join WorldCC CEO, Sally Guyer, and President, Tim Cummins as they will be kicking off the APAC Summit which will set you up.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting Else Bright, Senior Director - Member Engagement - Australia and New Zealand, World Commerce & Contracting</p>	
12:00-13:00	Lunch	
13:00-13:30	<p>Keynote Address – The Art of the Possible, Moving from Confrontation to Collaboration Leading strategic and procurement adviser, Harry Dunstall, will discuss how to move from arms-length contracts to co-designed, collaborative commercial arrangements by exploring the drivers, key success factors and pitfalls to avoid in your journey to success. As former acting CEO of Defence Material Organisation / Deputy Secretary CASG, Deputy CEO DMO, General Manager Commercial and Special Counsel to CEO DMO, Harry's experience and insights are unparalleled. Through real life case studies, Harry will demonstrate what is possible.</p> <p>Harry Dunstall, Managing Director, Ngamuru Advisory</p>	
13:30-13:35	Switchover	
13:35-14:05	<p>Case Study Our case studies will examine a real-life challenge or situation in the industry, how this issue was addressed, and what conclusions and</p>	<p>Keeping ESG Alive How do we maintain ESG relevance in procurement and contracting in a constant state of global evolution?</p>

	<p>lessons can be drawn. See first-hand what mistakes to avoid and what insights can be gained to make better decisions in the future.</p>	<p>In this session, explore the key global focus areas now, what are tactics to create an evidence-based foundation, and how do we efficiently update our internal mechanisms.</p> <p>Tanya Harris, Head of Sustainable & Ethical Procurement, Edge</p>
14:05-15:20	<p>Industry Café Roundtables – Contract Data Management The game-changer for value delivery or the nemesis for those who ignore it. What is the current practice for managing contract data in your industry? What challenges does it face and what direction is it heading?</p> <p>In two 20-minute rounds executives grouped in the same industry will discuss the same set questions that genuinely matter to everyone. After the last round of conversation, table hosts are invited to harvest, sharing insights from their discussions with the rest of the large group.</p> <p>Roundtables facilitated by</p> <ul style="list-style-type: none"> • Aerospace & Defence • Energy & Natural Resources • Public Sector • Telecoms & IT & Business Services • All Industries 	
15:20-15:40	<p>Coffee Break & Refreshments</p>	
15:40-16:10	<p>Case Study Our case studies will examine a real-life challenge or situation in the industry, how this issue was addressed, and what conclusions and lessons can be drawn. See first-hand what mistakes to avoid and what insights can be gained to make better decisions in the future.</p>	<p>Benchmark Initial Findings Research Join this session where you will gain critical insights into how organizations are adjusting and reshaping their businesses.</p> <p>Tim Cummins, President, World Commerce & Contracting</p>
16:10-16:15	<p>Switchover</p>	
16:15-17:25	<p>Big Debate & Audience Vote The motion: AI powered negotiations will be more effective than human powered negotiations</p> <p>Arguing for the motion: Jennie Vickers, CEO, ZeopardLaw</p> <p>Arguing against the motion: Charles Cho, General Counsel, NSW Treasury Jorden Lam, Head of Members Service & Operations, Hesta</p>	
17:25-18:00	<p>Cocktails</p>	
19:00	<p>WorldCC Dinner An opportunity to relax and unwind at the end of our first day. Catch up with fellow attendees as we gather for a special evening of food, drink and music.</p>	

Day Two – Tuesday, August 8th

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8:00-8:45	Morning refreshments for all attendees		
8:00-8:45	<p>Inspiring Women Breakfast Join us as we bring together some of our Inspiring Women from the last 3 years to discuss the theme of this year’s UN Asia-Pacific International Women’s Day, ‘Innovation & Technology for Gender Equality’.</p> <p>Hosted by Sally Guyer, Global CEO, World Commerce & Contracting</p>		
8:45- 9:45	<p>Battle of the Tech There has never been a greater need for investment in contract technology - but how do you assess the right one for you? What questions do you need to ask? How do you differentiate between providers?</p> <p>Our Contract Tech Gurus are here to help answer these questions in The Battle of the Tech. They will play a 2-minute video demonstration to our panel of Business Gurus, who will then fire back at them the all-important questions you need to be thinking about.</p>		
9:45-12:00	Blue Sky Room – By Invitation Only		
9:45- 10:45	<p>Keynote Panel Discussion - Strategic Value at its Core: Mastering What it Means and How to Execute a Success Plan Formulating the guiding principles for how an organization makes decisions can be the difference between an organizations’ success and failure. You not only want to avoid operational overload but also create a competitive advantage and building this solid business strategy relies on knowing the ins and outs of what makes your organization tick.</p> <p>Using tools like market intelligence, where we can see what is and isn’t working, could/will help support your strategic decisions. Our expert panel will discuss what strategic value means in their organizations and what approaches and tools they use to tackle challenges and achieve greater outcomes.</p> <p>Melanie Moore, Commercial Director, Canberra University William Cox, CEO, Aurecon Lois Lin, Chief Legal Officer, Wewynn Corporation Chris Kuchel, Procurement Director, Cabrini Health; Supply Chain and Business Strategy Consultant</p>		
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11:00-11:30	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top; padding-right: 10px;"> <p>Case Study Our case studies will examine a real-life challenge or situation in the industry, how this issue was addressed, and what conclusions and lessons can be drawn. See first-hand what mistakes to avoid and what insights can be gained to make better decisions in the future.</p> </td> <td style="width: 50%; vertical-align: top;"> <p>Negotiation Room Live The ChatGPT Negotiation Challenge With so much hype around AI Chatbots and the promise that it can transform contract and commercial management, we decided it was time to put this technology to the test in our Negotiation Room.</p> <p>We’ve challenged two buy-side / sell-side teams with the same negotiation scenario. One team will run a traditional negotiation</p> </td> </tr> </table>	<p>Case Study Our case studies will examine a real-life challenge or situation in the industry, how this issue was addressed, and what conclusions and lessons can be drawn. See first-hand what mistakes to avoid and what insights can be gained to make better decisions in the future.</p>	<p>Negotiation Room Live The ChatGPT Negotiation Challenge With so much hype around AI Chatbots and the promise that it can transform contract and commercial management, we decided it was time to put this technology to the test in our Negotiation Room.</p> <p>We’ve challenged two buy-side / sell-side teams with the same negotiation scenario. One team will run a traditional negotiation</p>
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		<p>and in the other team, one side will negotiate with the help of ChatGPT.</p> <p>Our negotiation and AI experts will join Tim Cummins live as they provide commentary on this fascinating experiment of man versus machine.</p> <p>Tim Cummins, President, World Commerce & Contracting</p>
11:30-12:00	<p>Global Industry Trends & Foresights from The Voices That Count Hear from senior industry experts to find out more about the future of contract and commercial management- where are things headed? Be in the know about managing contract data, emerging technologies, and the latest contract management operating models.</p>	
12:00-13:00	Lunch	
13:00-14:10	<p>Contract Corner – TOP TIPS FOR MAKING CONTRACTS BETTER Contract corner is designed to give you actionable insights and skills to make your contracting practices more efficient. Choose your roundtable and hear from experts who will deliver short presentations identifying top tips in that area. You will have a chance to share your experiences, ask questions and tackle challenges you face today.</p> <ul style="list-style-type: none"> • Competitive bidding: a thing of the past? <ul style="list-style-type: none"> ○ Katherine Stevens, Commercial Director, Thales Australia • Termination for convenience: in every contract? • Should public sector accept supplier T's & C's? • Beyond Compliance: Procurement as a business enabler • Motivational Drivers: Do you understand them? <ul style="list-style-type: none"> ○ Bruce McLennan, Director, Maritime Lifecycle Support, Maritime Support Branch, MSD, Department of Defence 	
14:10-15:20	<p>Futureproofing Talent During the pre-covid period of 2016-2019, three quarters of jobs had over 40% of the required skills change (Gartner Research). Then covid forced +15% of the workforce to be laid off due to the economic fallout (Bain Research). The 85% remaining, and their employers, had to adopt technology-based ways of working almost overnight. Organisations that want to go back to “normal” (e.g. old familiar patterns) will fail. The rest of us must embrace the future. This session shows what that future is likely to look like and how we future proof ourselves and our workforce talent.</p> <p>Dr. Sara Cullen, Director, The Cullen Group Justine Figo, Author, HR Director, Founder of the HR Exec Co-mmunity Cathy Riach, Head of Talent, Acquisition and Planning, QinetiQ</p>	
15:20-15:40	Coffee break & refreshments	
15:40-16:10	<p>Keynote Panel – Tackling Supply Chain Complexities Geographical spread, risk and security considerations, and regulatory obstacles are all factors that influence the complicated inner workings of a supply chain. What are the different approaches to supply chain management in today’s global world and how can you unlock the key to making confident supply chain decisions?</p> <p>AJ Karliner, CPO, Victoria Police</p>	

	Sharyn County , General Manager- Procurement, Property and Fleet, Jemena Samantha Young , CPO, Melbourne Polytechnic
16:10-16:40	Keynote Address – Leading from the Middle: How to Have More Impact, More Easily Learn from award-winning talent and leadership expert, Rebecca Houghton, author of ‘Impact: 10 Ways to Level up your Leadership’ about how to challenge the status quo and drive transformation in your organisation even without direct authority. Discover the secrets to impact and influence at all levels of leadership. With actionable insights and real-world examples, you’ll leave inspired and empowered. Rebecca Houghton , CEO, BoldHR
16:40-17:00	Closing Remarks Sally Guyer , Global CEO, World Commerce & Contracting Tim Cummins , President, World Commerce & Contracting
17:00-18:00	Beer & Burgers Bye Bye