



# Where are we taking you today?

9<sup>th</sup> January 2025



# The WorldCC (IACCM) Story and Perspective



# The NCMA Story and Perspective

#StrongerTogether



**We are all about mission – and all about advocacy**

Together we serve almost  
**200k members**

We are: #strongertogether

# The Big Reveal

Elevating Our Future Through Research



**Commerce & Contract  
Management Institute**

# Who we are

We seek to improve the world through higher standards in buying and selling. Our rigorous, practical research and insights, both relevant and useful, shape global policy and practice.

We help society by driving up standards for the exchange of goods and services, resulting in better trading outcomes in both the private and public sectors.

As a not-for-profit organization, we were founded, and are supported, by World Commerce & Contracting and NCMA.



**Commerce  
& Contract  
Management  
Institute**

# Purpose of the Institute



**Commerce  
& Contract  
Management  
Institute**

## **CCM Institute will:**

- conduct research concerning commerce and contract management;
- publish research outcomes benefiting commercial and contract managers and their employing organizations;
- promote the profession of commercial and contract management through data, education, and standards;
- provide scholarships and grants for research in areas relevant to the profession; and
- enhance and continuously develop global contracting standards.

# Why the world is excited!

1. It fills a critical knowledge gap, addressing a blind spot in academia and industry.
2. It elevates the strategic value of Contract Management and Commercial Strategy, driving better outcomes from our trading relationships.
3. It will shape best practices and global standards, influencing policy and industry norms for ethical and effective commerce.
4. It pioneers innovation in a critical field, providing a hub for interdisciplinary dialogue, research and collaborative projects.
5. It offers professional development and thought leadership, a global forum for experts, academics and students to share insights and collaborate on studies and push to new heights of excellence.
6. It enhances organizational resilience and value creation, with solutions to optimize commercial and contracting strategies, tactics and relationship management.

# We are a mission driven organization



## Purpose

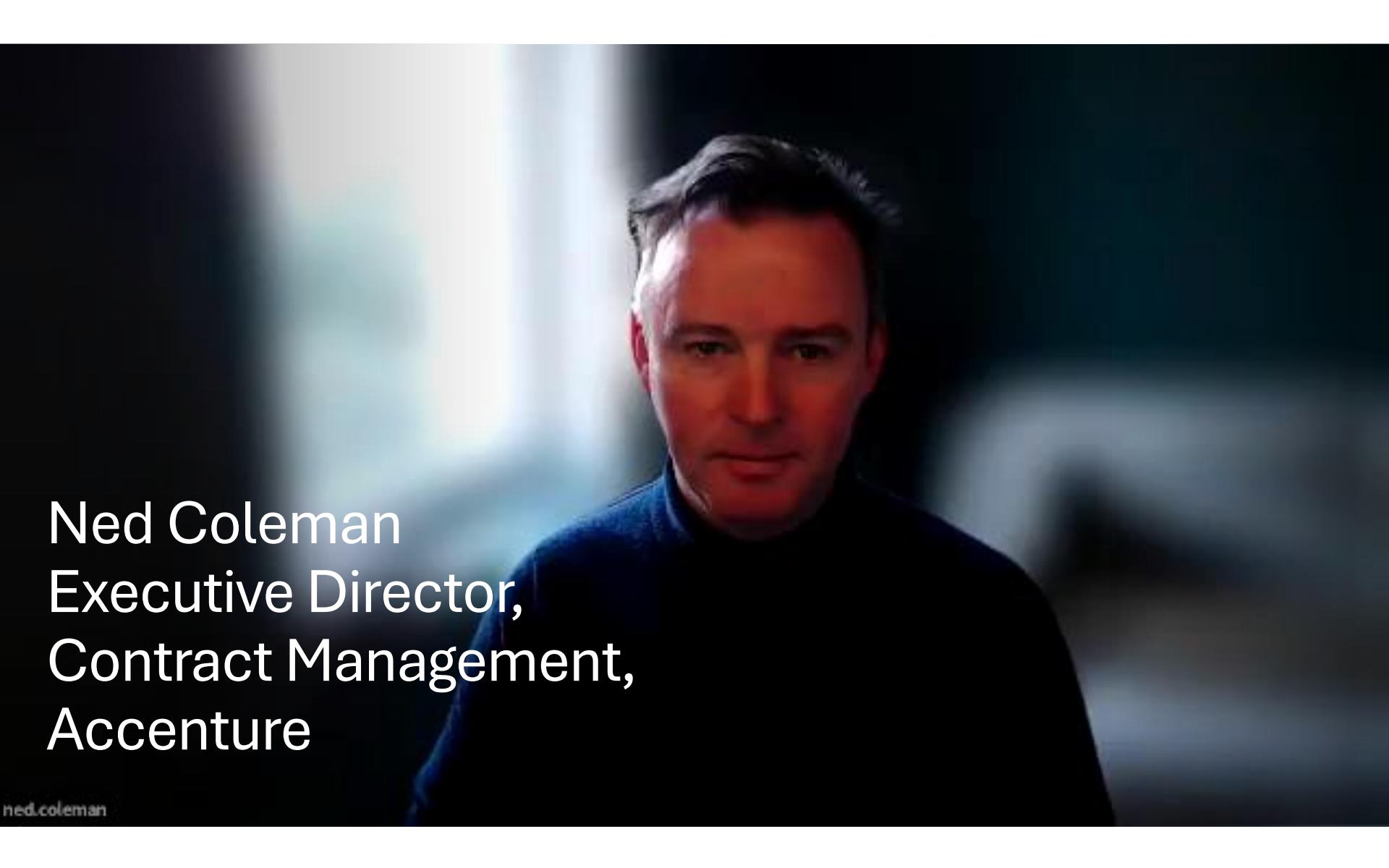
To empower, elevate, and advance our profession through knowledge and insights.

## Vision

Applied research and insights shaping policy and practice globally, delivering better outcomes for society.

## Mission

Through rigorous, practical, and focused research on commerce and contracting, we deliver actionable insights and standards that improve the exchange of goods and services in both the private and public sectors.

A professional portrait of Ned Coleman, an executive director at Accenture. He is a middle-aged man with short, dark hair, wearing a dark turtleneck sweater. The background is a soft-focus, colorful gradient of blues, greens, and yellows, suggesting a modern and dynamic environment.

Ned Coleman  
Executive Director,  
Contract Management,  
Accenture



**Commerce & Contract  
Management Institute**



Bruce McLennan  
Director, Maritime  
Systems, Australian  
Dept. of Defence



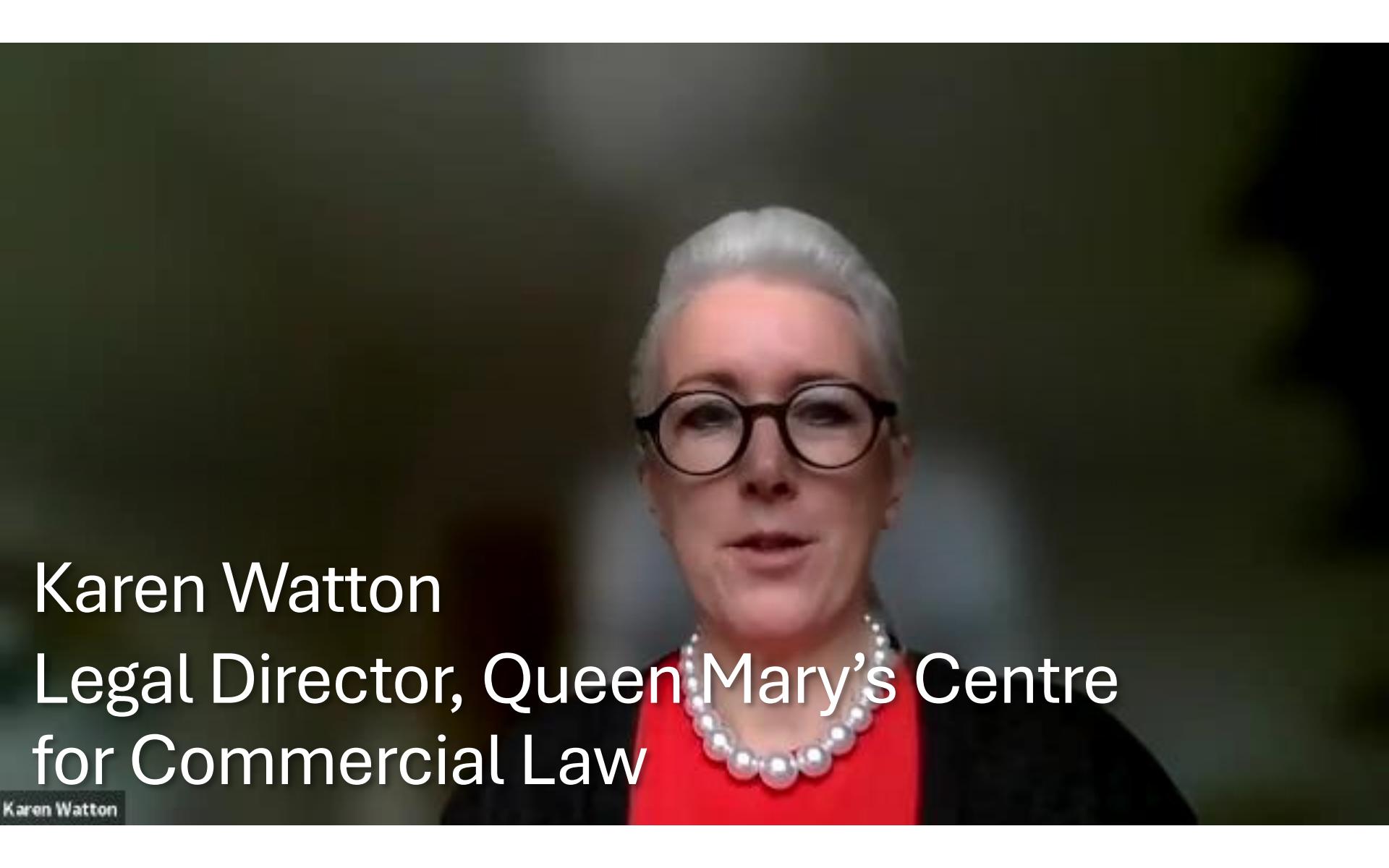
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Management Institute**

**Peter Guinto**  
Sr. Advisor,  
Defense Pricing  
& Supplier Mgt.





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**Karen Watton**  
**Legal Director, Queen Mary's Centre**  
**for Commercial Law**



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**Tom Nash**  
Former Vice-  
President & CPO,  
American Red  
Cross

# Research already underway



## Most Negotiated Terms 2024

A focus on US government procurement and contracting



Enhancing collaboration through effective Relationship Management

A joint research report by



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\$100bn opportunity.... And much more to come in 2025



# Any questions?



# Our journey to a global standard



Respond to the JTA Survey to ensure you have a say in shaping the new Contract Management Standard, Fourth Edition:



[Click here to open the JTA Survey and HAVE YOUR SAY!](#)

# We are your resource



Here to serve you



Commerce & Contract  
Management Institute

