

Americas Summit Agenda | October 16-17 | 2023

The Westin Irving Convention Center at Las Colinas, Irving, TX

From operational overload to strategic value

Welcome & Pre-event – Sunday, October 15 th		
All times listed in CDT		
6:00-7:30pm	Welcome Drinks Reception	
Day One - Monday, October 16 th		
7:45-8:45am	Registration & Breakfast	
8:45-11:10am	<p>Blue Sky Room - Part I – (Room: Mesa Mezcal PDR)</p> <p>Adaptability is the new tomorrow: harnessing the power of AI</p> <p>A world of continuous change and disruption demands adaptive trading relationships. What does that mean in practice and how can AI assist? How do we design and deliver a commercial capability that offers the speed, agility and flexibility demanded by predictable unpredictability? Equally how do we raise the profile of this critical discipline and attract and train the right talent into our organizations.</p> <p><i>Our Blue Sky Room brings together the executives and AI thought leaders who are making change happen. We will consider the forces shaping - and potentially enabling - our future. Working together, we will develop a blueprint for the AI powered commercial profession of tomorrow. By Invitation Only</i></p>	
	<p>Track A</p> <p>Room: Harmony ABCF (Main room)</p> <p>Chair: Matthew Tizzard, Head of Region EMEA, World Commerce & Contracting</p>	<p>Chair: Stewart Prizeman, VP Sales N. America, World Commerce & Contracting</p>
8:45-9:45am	<p>Workshop One</p> <p>Negotiating Out of a Deadlock- A Tale of Two Donkeys</p> <p>What’s the connection between dismantling of nuclear weapons, high stakes hostage negotiations and delicate union talks? Find out and discover how to unravel the root causes of deadlock, generate creative solutions, and establish unbreakable rapport with the other party.</p> <p>Through a combination of interactive exercises, case studies, and expert guidance, you'll learn how to identify</p>	<p>Workshop Two</p> <p>AI Anonymous: CLM Hopes & Fears, and How to Execute Today</p> <p>Generative AI has dominated media all year long, now it’s time to put the hype aside and execute. This interactive sharing session introduces the Responsible Pragmatism model, which will explore the risks of hastily implemented AI; and introduce a model for getting things done. Then we’ll share our own experiences, such as:</p> <ul style="list-style-type: none">• What has been our collective experience?• Where has the reality lived up to the promise?

	<p>the root causes of deadlock, generate creative solutions, and build rapport with the other party.</p> <p>By the end of this workshop, you'll be able to approach even the most challenging negotiations with confidence and a clear roadmap to success.</p> <p>Susie Maloney, Chief Negotiation Architect, Blu Bonsai</p>	<ul style="list-style-type: none"> • What have we “actually” done to-date? • Who is scrambling to “do something (anything)” because the CEO has a case of FOMO? <p>This session is focused on sharing the realities of implementing AI today, not more pitches on how it is about to rock your world. Share your experiences with your peers in a confidential session. <i>Chatham House rules apply.</i></p> <p>Tyler McKinley, Strategy Director, Agiloft Prashant Dubey, Chief Strategy Officer, Agiloft</p>
9:45-9:50am	Switchover	
9:50-10:50am	<p>Workshop Three Clause & Effect: A Masterclass in Contract Prompt Engineering Harnessing AI to understand contracts hinges on one key ingredient: clear and precise prompts.</p> <p>Join us for a hands-on experience where participants will have the unique opportunity to draft, evaluate, and refine powerful prompts for extracting any data from any contracts. Attendees are encouraged to bring a wifi connected laptop where possible.</p> <p>Participants will leave this workshop with:</p> <ol style="list-style-type: none"> 1. Expert strategies for crafting superior contract prompts 2. Exclusive beta access to TermScout's new prompt engineering tool 3. Best practices for validating and enhancing prompt performance <p>Otto Hanson, Founder, TermScout</p>	<p>Workshop Four Beating Contract Chaos Management of contracts has been a systematic failure across large enterprises. Why has it been so hard? What effective solutions are finally starting to emerge? Share your war stories and hear how Dell Technologies is gaining real traction against contract chaos.</p> <p>Amanda Hudson, Senior Advisor, Global Operations, Legal Contracting, Dell Alec Guettel, Chief Commercial Officer, Knowable</p>
10:50-11:10am	Coffee Break Sponsored by Knowable	
11:10am-11:30am	<p>Grand Opening: 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</p>	

	<p>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 Americas Summit.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>	
11:30am-12:05pm	<p>The Evolution of CCM Past & Future The sense of CCM as a discipline was driven by a networked world - the emergence of browsers and connectivity that first enabled truly global commerce, rather than simple cross-border trade. The next evolution is AI, which will steadily take over the repetitive tasks involved in authoring and negotiating. So what is left?</p> <p>Claude Marais, Co-Founder, Sirion René Smith, Principal, Suddenly Orange Tim Cummins, President, World Commerce & Contracting Sally Guyer, Global CEO, World Commerce & Contracting</p>	
12:05-12:10pm	Switchover	
12:10-12:35pm	<p>Keynote Address with Kristie Grinnell: Moving from a Stressful Game of Whack-a-Mole to a Strategic Game of Chess</p> <p>Join Kristie Grinnell as she shares her top lessons learned from real-life experiences and guides you on how to apply them to your strategic thinking and planning for the future. This session will explore how to move beyond simply putting out fires and adopt a more proactive and thoughtful approach to your operations. Whether you're a seasoned executive or a rising leader in your organization, gain valuable insights and practical tools to navigate the complex landscape of operational overload.</p> <p>Kristie Grinnell, EVP & CIO, DXC Technology</p>	
12:35-1:35pm	Lunch Sponsored by Sirion	
1:35-3:20pm	<p>Blue Sky Room - Part II Adaptability is the new tomorrow: harnessing the power of AI. A world of continuous change and disruption demands adaptive trading relationships. What does that mean in practice and how can AI assist? How do we design and deliver a commercial capability that offers the speed, agility and flexibility demanded by predictable unpredictability? Equally how do we raise the profile of this critical discipline and attract and train the right talent into our organizations.</p> <p><i>Our Blue Sky Room brings together the executives and AI thought leaders who are making change happen. We will consider the forces shaping - and potentially enabling - our future. Working together, we will develop a blueprint for the AI powered commercial profession of tomorrow. By Invitation Only</i></p>	
	<p>Track A Room: Harmony ABCF (Main room)</p>	<p>Track B Room: Harmony Ballroom DE (Track room)</p>

	Chair: Matthew Tizzard , Head of Region EMEA, World Commerce & Contracting	Chair: Stewart Prizeman , VP Sales N. America, World Commerce & Contracting
1:35-2:05pm	<p>Problem Solving Lab: 4 Ways Contract Lifecycle Management Drives Impact Across the Business</p> <p>Poor contract management can cost companies as much as 9% off their bottom line. It's no wonder that the use of automated contract management processes and Contract Lifecycle Management (CLM) systems are expanding and will continue to grow across large and mid-sized organizations. To gain insight and better understand how mature contract management drives results, ContractPodAi commissioned a survey of over 400 companies. Join us for this informative discussion, and you will learn:</p> <ul style="list-style-type: none"> • How to assess your organization's contracting maturity level • The 4 proven key areas of advanced contract management that drive enterprise-wide value • How to move your company to the next maturity level <p>Adil Karachiwala, Senior Vice President, Director of Sourcing and Contracts Management, Corporate Procurement, Comerica</p> <p>Jeff Catanzaro, Principal Legal Business Solutions Managed Services Leader, Global LBS Network, PwC</p> <p>Simon McCarthy, Vice President of Enterprise Transformation in Transformation, ContractPodAi</p>	<p>Navigating Complex Contract and Commercial Management Challenges in Mega Projects</p> <p>Effective contract and commercial management are crucial to the success of mega projects as they involve multiple stakeholders, intricate supply chains, and large financial investments. This session will explore the unique challenges including:</p> <ul style="list-style-type: none"> • Managing risk and navigating complex procurement and supply chain issues • Ensuring effective communication and collaboration among stakeholders • Mitigating the impact of unforeseen events on project timelines and budgets • Addressing legal and regulatory issues in international projects <p>Adam Hunt, Global SVP Corporate Procurement & Subcontracting, Exyte U.S., Inc.</p> <p>Rob Pattison, Senior Vice President Commercial Resolutions, Infrastructure Ontario</p> <p>Joánri Duursema, Manager Special Projects, Enserva</p> <p>Moderator: Leandro Doca, VP Head of CCM for Americas, Capgemini</p>
2:05-2:10pm	Switchover	
2:15-3:25pm	<p>Industry Café Roundtables – Getting to the Heart of Strategic Value Presented by Epiq</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>	

	<ul style="list-style-type: none"> • Aerospace & Defense <ul style="list-style-type: none"> ○ Beth Anderson, Director of Contracts Solutions, Epiq • Energy & Natural Resources <ul style="list-style-type: none"> ○ Faraz Shahid, Director - Supply Chain Center of Excellence, Cheniere ○ Mark Habbinga, Senior Managing Director - Legal Transformation Services, Epiq • Engineering <ul style="list-style-type: none"> ○ Christopher R. Lee, IT Manager, Caterpillar Inc. ○ David Kero, Senior Consultant, Epiq • IT & Business Services <ul style="list-style-type: none"> ○ Larrin Noer, South Market Unit Lead for Contract Management/Associate Director, Accenture ○ Coque Dion, Managing Director, Legal Transformation Solutions, Epiq • All Industries <ul style="list-style-type: none"> ○ Maria Tzagournis, VP, CCM Processes and CCM Americas, DHL Supply Chain <p>Moderator: Rebecca Yoder, Director, Legal Operations Strategy, Epiq Global</p>	
3:25-3:40pm	Coffee Break & Refreshments - Sponsored by Knowable	
	Track A Room: Harmony ABCF (Main room) Chair: Matthew Tizzard , Head of Region EMEA, World Commerce & Contracting	Track B Room: Harmony Ballroom DE (Track room) Chair: Stewart Prizeman , VP Sales N. America, World Commerce & Contracting
3:40-4:20pm	AI for Contract Interpretation: Overcoming the Biggest Challenge You Will Face Companies look for efficiencies in their contracting processes. Implementing AI, enabling cost-efficient resources and moving to market standard negotiation positions. But finding success is not easy. Perhaps the biggest challenge is the fact that contracts are complicated, full of legalese, unclear, ambiguous and can even have conflicting language, which makes interpreting contracts challenging for both humans and artificial intelligence. Panelists representing different leading solutions in the market will explore their unique approaches to how companies can overcome this challenge to find success on their contract projects.	Futureproofing Talent During the pre-covid period of 2016-2019, three quarters of jobs had over 40% of the required skills change (Gartner Research). Covid forced +15% of the workforce was laid off due to the economic fallout (Bain Research) and technology-based ways of working had to be adopted almost overnight. Organizations 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>Jacinta Miller, Aerospace Group Contracts Director Parker Aerospace, Parker Hannifin Cecilia (Cricket) Middleton, Managing Director – North America Contract Management, Accenture</p>

	<p>Noah Waisberg, Co-Founder and CEO, Zuva; Author of "AI for Lawyers"</p> <p>Jim Wagner, Co-Founder and CEO, The Contract Network</p> <p>Otto Hanson, Founder, TermScout</p> <p>Chase D'Agostino, Managing Director of Contract Solutions, FTI Consulting</p> <p>Moderator: Dori Milner, Director of Contract Solutions, FTI Consulting</p>	<p>Matthew Powell, SCM Talent Manager, Chevron</p> <p>Moderator: Larry Bridgesmith, CEO & Founder, DASH4Law</p>
4:20-4:25pm	Switchover	
4:25-5:20pm	<p>Big Debate & Audience Vote Motion: From operational overload to strategic value AI is the key to our transition</p> <p>For the motion: David Auld, Principal Engineering Manager, Microsoft Paul Lippe, CEO, xMentium</p> <p>Against the motion: Rob Pattison, Senior Vice President Commercial Resolutions, Infrastructure Ontario Casey Flaherty, Co-Founder & Chief Strategy Officer, LexFusion</p> <p>Moderator: Cecilia (Cricket) Middleton, Managing Director – North America Contract Management, Accenture</p>	
5:20-5:30pm	<p>Day 1 Closing Remarks Sally Guyer, Global CEO, World Commerce & Contracting</p>	
5:30-6:00pm	Time to freshen up and get ready to celebrate	
6:00-7:00pm	Drinks Reception - Sponsored by Linksquares	
7:00pm	<p>WorldCC Dinner & Awards Ceremony The Innovation & Excellence Awards 2023 celebrate the global success stories in the ever-growing CCM community. An opportunity to relax and unwind at the end of our first day, while acknowledging those who have made a significant impact on CCM in the Americas region. Catch up with fellow attendees as we gather for a special evening of dinner, drink and music.</p> <p>Keynote Address: Being Your Authentic Self: How Embracing Diversity and Inclusion Drives Business Success Curious about the driving force behind extraordinary business achievements? Discover how embracing authenticity can unlock hidden potential, foster innovation, and propel your business to unprecedented heights.</p> <p>Ceah Justice, Head of Global Employee Engagement (RTX Diversity, Equity & Inclusion), Raytheon Technologies</p>	

Day Two – Tuesday, October 17th

7:45-8:45am	Breakfast
8:00-8:45am	<p>Inspiring Women Breakfast – Open for All Grab your breakfast and join us as we bring together some of our Inspiring Women from the last 3 years to discuss the theme of this year's International Women's Day, 'Embrace Equity'.</p> <p>Elizabeth Vasquez, CEO and Co-Founder, WEConnect International Allison Ramirez, Senior Contracts Manager, EDF Renewables North America Darya Swaby, Director Supply Chain Management, Semptra Infrastructure Rod Wade, Vice President, Contract Management & Procurement, MedImpact Healthcare Systems, Inc.</p> <p>Co- Hosted by Sally Guyer, Global CEO, World Commerce & Contracting & Bernadette Bulacan, Chief Evangelist, Icertis</p>
8:45-8:50	Switchover
8:50-9:50am	<p>Speed Tech Demo: Using technology to reduce operational overload 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 Pros are here to help answer these questions. They will present a short demonstration to our panel of Transformation Experts, who will then fire back at them the all-important questions you need to be thinking about.</p> <p>Tech Gurus: Alec Guettel, Chief Commercial Officer, Knowable Daniel Lewis, US CEO, LegalOn Technologies Brendan Finigan, Sales Manager, Linksquares Remi Sekidde, Principal Solution Engineer, Agiloft</p> <p>Business Gurus: Lindsay Amson, Consultant & CLM Unicorn Laurie Ehrlich, Chief Commercial Counsel, Datadog Kami Paulsen, Managing Director, Deloitte Risk and Financial Advisory</p> <p>Moderator: Matt Tizzard, Head of Region -EMEA, World Commerce & Contracting</p>
9:50-9:55am	Switchover
9:55-10:45am	<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>Viet Van, VP Supply Chain Management, Cheniere Colin Stevenson, CPO, ConocoPhillips Sharyn County, General Manager- Procurement, Property and Fleet, Jemena Casey Flaherty, Co-Founder & Chief Strategy Officer, LexFusion</p> <p>Moderator: Sally Guyer, Global CEO, World Commerce & Contracting</p>	
10:45-11:05am	Coffee Break	
	<p>Track A Room: Harmony ABCF (Main room) Chair: Matthew Tizzard, Head of Region EMEA, World Commerce & Contracting</p>	<p>Track B Room: Harmony Ballroom DE (Track room) Chair: Stewart Prizeman, VP Sales N. America, World Commerce & Contracting</p>
11:05-11:35am	<p>CLM at Scale: How IBM Uses Sirion's AI-Powered Platform for Enterprise-Grade Contracting IBM is one of the best-known companies in the world, with almost 300,000 employees working across 175 countries. When they searched for a contract management platform, they knew that they needed a solution that could operate at the same global scale as they do. That's why they turned to Sirion, the leading AI-powered CLM platform for enterprises. Join experts from IBM and Sirion to learn how IBM's legal team uses Sirion's end-to-end CLM solution and best-in-class AI to drive the efficiency, security, and flexibility that they need to support IBM's business teams at scale.</p> <p>Carol Savage, Director of Contracts & Negotiations, IBM Puneet Bhakri, EVP of Sales, Alliances, and Strategy, Sirion</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 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>Keld Jensen, Negotiation Expert Tim Cummins, President, World Commerce & Contracting</p>
11:35-11:40am	Switchover	
11:40am-12:15pm	<p>Featured Panel Discussion From Word to world domination, how contracts leaders can use new and emerging technologies to lead their companies in the AI era As AI continues to transform industries across the globe, contracting and commercial management professionals will also need to embrace this technology</p>	

	<p>to enhance their work processes and stay competitive. However, getting started can be overwhelming. Hear from our panel of AI experts who can guide you on the practical steps to integrating and implementing this powerful tool of the future.</p> <p>Paul Lippe, CEO, xMentium Whitney Stefko Dover, Founder & CEO, Pollinate Legal Operations Technology David Auld, Principal Engineering Manager, Microsoft</p> <p>Moderator: Sally Guyer, Global CEO, World Commerce & Contracting</p>
12:15-1:15pm	Lunch Sponsored by Agiloft
12:15-1:15pm	WorldCC Council Member & Fellows Lunch - <i>By Invitation Only</i>
1:15-2:20pm	<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"> • Simplification: can it ever happen? <ul style="list-style-type: none"> ◦ Pepe Toriello, Founder, Red de Firmas • Overcoming risk as a barrier to speed: what's holding it up? <ul style="list-style-type: none"> ◦ Laurie Ehrlich, Chief Commercial Counsel, Datadog • The characteristics of a successful negotiator: IQ, EQ or AQ? <ul style="list-style-type: none"> ◦ Keld Jensen, Negotiation Expert • New WCC Tools to Support Speed to Contract: Prices & Charges Playbook and SaaS Contracting Guide <ul style="list-style-type: none"> ◦ Hal Bretan, Contract Standards Executive in Residence, World Commerce & Contracting <p>Moderator: Matthew Tizzard, Head of Region -EMEA, World Commerce & Contracting</p>
2:20-2:25pm	Switchover
2:25-3:00pm	<p>WorldCC Market Insights Leverage market insights from WorldCC's unique research capabilities. Understand how global organizations are adjusting to change and reshaping their businesses.</p> <p>Bernadette Bulacan, Chief Evangelist, Icertis Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>
3:00-3:30pm	Coffee Break & Refreshments
3:30-4:20pm	<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>Qiana Levy, Vice President, Procurement & Strategic Sourcing, Learfield Darya Swaby, Director Supply Chain Management, Sempre Infrastructure</p>

	Tarek Amine , Principal Vice President and Chief Supply Chain Officer, Bechtel Jeffrey Ostrander , Director- US Lands Operations Supply Chain, SLB Moderator: Philip Ideson , Founder & Managing Director, Art of Procurement
4:20-4:50pm	Keynote In Conversation- Building a Fair and Equal Future: Insights from Elizabeth Vazquez In a world where times are often challenging and fairness can be elusive, it's reassuring to remember that step by step, we can make progress. Join us for an inspiring fireside chat with Elizabeth Vazquez, a distinguished leader and CEO & Co-Founder of WEConnect International. With over two decades of experience, Elizabeth's journey and insights serve as a guiding light, illustrating that even in the face of adversity, positive change is not only possible but achievable. Elizabeth Vazquez , CEO and Co-Founder, WEConnect International Sally Guyer , Global CEO, World Commerce & Contracting
4:50-5:00pm	Closing Remarks
5:00-6:00pm	Beer & Burgers Bye Bye – Sponsored by Linksquares