

## Vibe Summit APAC 2022

Tuesday September 20- Wednesday September 21

### Day 1 – Tuesday Sept. 20<sup>th</sup>

12:00-12:10 HKT 14:00-14:10 AEST 16:00-16:10 NZST  10 min	Welcome and how to get the most of your Vibe Summit 2022 experience	
	WORKSHOP ONE	WORKSHOP TWO
12:10-13:20 HKT 14:10-15:20 AEST 16:10-17:20 NZST  70 min	<b>Contracting Academy</b> Whether you are starting out in your contracting career or at a crossroads, this workshop is for you. With thousands of contracting professionals required to manage a considerable number of caseloads, many feel the skills are not keeping up. This scenario-based workshop will help practitioners build the practical skills they need to handle the operational burden through experiential learning.  <b>Joe Glover</b> , Director of Contract Management for Australia & New Zealand, <b>Accenture</b> <b>Ling Lee</b> , Contract Manager, <b>Accenture</b>	<b>Tackling Friction Points &amp; Improving Processes</b> This collaborative workshop will examine some of the most common challenge areas of pre and post award contracting. Learn how to identify, address and prevent friction points while taking into consideration risk management and streamlined processes.
	WORKSHOP THREE	WORKSHOP FOUR
	<b>Building the Business Case for the Use of Technology</b> WorldCC benchmark data reveals that technology is seen as the #1 route to deliver strategic value and that levels of technology deployment have nearly doubled in the past year. In this workshop, find out how technology can be used to overcome the operational burden practitioners feel today.	<b>Building Your ESG Taskforce: Taking Theory to Practice</b> The interest in sustainable contracting has grown so much that the question is no longer whether to adopt ESG principles but when and how. In this workshop, you will learn the process of what it takes to create an ESG taskforce in your organization and gain the practical skills to execute. Find out what it's going to take to bring ESG to life.

		<b>Tanya Harris</b> , Head of Sustainable & Ethical Procurement (Acting)   Principal Consultant, <b>Edge Environment</b>
13:20-13:40 HKT 15:20-15:40 AEST 17:20-17:40 NZST  20 min	<b>Break   Water-cooler chats</b> Join one of our themed networking rooms based on your interest and get ready to share screen and make introductions <ul style="list-style-type: none"> <li>• Negotiation war stories with <b>Stuart van Rij</b>, Negotiation Trainer &amp; Coach</li> <li>• Best (and worst) career advice with <b>Else Bright</b>, Senior Director, Member Engagement Australia &amp; New Zealand, <b>World Commerce &amp; Contracting</b></li> <li>• Technology confessional with <b>Joanne Chuang</b>, Create+65 Innovation Lead, <b>Clifford Chance</b> and <b>Mani Agarwal</b>, Senior Vice President, <b>Deloitte</b></li> <li>• Worst contracts you've ever seen – <b>Stefania Passera</b>,</li> </ul>	
13:40-14:05 HKT 15:40-16:05 AEST 17:40-18:05 NZST  25 min	<b>Grand Opening - Delivering strategic value in an uncertain world</b> The results of our 2021 Benchmark report revealed that the number one priority for our members is 'increasing strategic value'. In a world where human prosperity depends on trade and trade is facilitated through a variety of commercial relationships, we must make a fundamental shift towards collaboration in order to achieve success in an uncertain world. This has taken on an even deeper meaning while we continue to face the challenges of the ongoing pandemic. Our community, as contracting and commercial professionals is now in the spotlight and it is our duty to rise to the occasion if we want to stay ahead, stay relevant, stay connected and deliver strategic value.  <b>Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b> <b>Tim Cummins</b> , Professor, <b>Leeds University</b> ; President, <b>World Commerce &amp; Contracting</b>	
	<b>KEYNOTE PANEL</b>	
14:05-14:45 HKT 16:05-16:45 AEST 18:05-18:45 NZST  40 min	<b>Keynote panel: effective workplace collaboration and an emphasis on the future of work is the backbone for successful business</b> When teams are not aligned, have broken communication and struggle to properly collaborate the impact can be severe- money is lost and productivity suffers. Many organizations have tackled this issue head on because they know that great collaboration fosters a better work environment- for both the team and the client. At the same time, there is a need to address the critical importance of the evolving workplace and a focus on employee success, growth and career development. Join this panel to hear more about these challenges and the journey to find the right solution so the whole of an organization can work as one.  <b>Sharyn County</b> , General Manager Procurement, Property and Fleet, <b>Jemena &amp; Zinfra</b> <b>Richard Sterling</b> , Managing Partner, <b>AltoPartners</b> <b>Laurence Pidcock</b> , General Manager NZ Gov't Procurement, <b>Ministry of Business, Innovation and Employment, NZ Government</b> <b>Ellen Mitten</b> , Senior Contracts Specialist, <b>Raytheon Australia</b> and <b>APAC Leaders of the Future winner</b>  Moderated by <b>Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b>	

	<b>DYNAMIC PITCH SESSION</b>
14:45-15:45 HKT 16:45-17:45 AEST 18:45-19:45 NZST  60 min	<p><b>Making Your Contracting Practice 10x Better</b> How can you design a better more simplified contract? How can you avoid digital transformation problems and CLM issues? How can you deliver results without compromising? How do you master the negotiation process so that both sides come out feeling like a winner?</p> <p>Effective contracting processes can ensure that you achieve your goals and deliver the best possible outcomes. In this session, hear from experts in the field as they talk you through best practices, real-world strategies, and tips to accomplish measurable impact in your contracting practice. Walk away with a practical checklist you can use and follow immediately. Following a short pitch from each expert you will breakout into the topic of your choice.</p> <ul style="list-style-type: none"> <li>• Design &amp; Simplification - <b>Stefania Passera</b>, Contract Design &amp; Visualization Consultant, <b>WorldCC Designer in Residence</b></li> <li>• Tech &amp; CLM Pitfalls</li> <li>• Outcome &amp; Performance-based Contracting – <b>Andrew Jacopino</b>, Principal Adviser, <b>Ngamuru Advisory</b></li> <li>• Negotiation</li> </ul>
15:45- 16:05 HKT 17:45- 18:05 AEST 19:45- 20:05 NZST  20 mins	Speed Networking
16:05 HKT 18:05 AEST 20:05 NZST	Close
<b>Day 2 – Wednesday Sept 21<sup>st</sup></b>	
	<b>THE MOST NEGOTIATED TERMS</b>
12:00-12:15 HKT 14:00-14:15 AEST 16:00-16:15 NZST  15 min	<p><b>Initial Findings</b> Hear about WorldCC's initial findings from our latest research so that you can leverage your future contracts to maximize value.</p> <p><b>Tim Cummins</b>, Professor, <b>Leeds University</b>; President, <b>World Commerce &amp; Contracting</b> <b>Bernadette Bulacan</b>, Lead Evangelist, <b>Icertis</b></p>
12:15-12:55 HKT	<p><b>Executive Perspective: Which Terms Matter? A Functional View</b> WorldCC's 'most negotiated terms' provides a consolidated view of the contract terms that organizations care about. But to what extent does this mask functional priorities? Our</p>

14:15-14:55 AEST 16:15-16:55 NZST  40 min	<p>executive panel will discuss and reveal the topics that most matter from a functional perspective and provide their thoughts on ways we could improve the negotiation process.</p> <p><b>Charles Cho</b>, General Counsel, <b>NSW Treasury</b>  <b>Charlotte Mullholland</b>, Commercial Director, <b>BAE Systems</b>  <b>Fleur D'Souza</b>, Manager - Programme Assurance and Commercial, <b>Ministry of Transport - New Zealand</b></p>	
	<b>BATTLE OF THE TECH</b>	
12:55-13:40 HKT 14:55-15:40 AEST 16:55-17:40 NZST  45 min	<p><b>Future of Negotiation</b>  Quick fire round of service providers who will respond with their solutions followed by videos and panel discussion.</p> <p><b>Tech Gurus:</b>  <b>Paul Lanzone</b>, Executive Vice President – Enterprise Legal Services, <b>UnitedLex Corporation</b>  And more to be revealed soon</p> <p><b>Tech Providers:</b> Coming soon!</p>	
13:40-13:55 HKT 15:40-15:55 AEST 17:40-17:55 NZST  15 min	BREAK	
	<b>CONTRACTING TRENDS</b>	
13:55-14:10 HKT 15:55-16:10 AEST 17:55-18:10 NZST  15 min	<p><b>Contract Data Management</b> - Guru perspective  Find out how contract data management can empower our decisions. It's not just about reducing contract lifecycle. This is what you need to know about CDM, contract analytics, and contract data security as the world becomes more and more tech reliant.</p> <p><b>Tim Cummins</b>, Professor, <b>Leeds University</b>; President, <b>World Commerce &amp; Contracting</b></p>	
14:10-14:35 HKT 16:10-16:35 AEST 18:10-18:35 NZST  25 min	<b>CDM case study #1</b>	<p><b>Ask me anything with our Contract Data Management guru</b></p> <p><b>Tim Cummins</b>, Professor, <b>Leeds University</b>;  President, <b>World Commerce &amp; Contracting</b></p>

14:35-14:50 HKT 16:35-16:50 AEST 18:35-18:50 NZST  15 min	<b>Crisis Management - Guru perspective</b> Know how to tackle a threat, confront surprise, and make quick and effective decisions.  <b>Tina Manolitsas</b> , Managing Partner & Lead Mentor, <b>The Leaders Mentor</b>	
14:50-15:15 HKT 16:50-17:15 AEST 18:50-19:15 NZST  25 min	<b>Crisis Management Case Study #1</b>  <b>The Devil's Guide to Crisis Management: Confessions of a Producer from CNN</b>  An Emmy-winning investigative producer reveals the top five ways you can make a reporter's career while breaking your own  <b>Robert Zafft</b> , WorldCC Fellow <b>Amos Gelb</b> , Executive Director, Washington Media Institute & three-time Emmy-winning producer for CNN	<b>Ask me anything with our Crisis Management guru</b>  <b>Tina Manolitsas</b> , Managing Partner & Lead Mentor, <b>The Leaders Mentor</b>
15:15-15:30 HKT 17:15-17:30 AEST 19:15-19:30 NZST  15 min	<b>Agile Contracting - Guru perspective</b> Best practices that can help organizations when they are procuring for agile projects.  <b>Mirko Kleiner</b> , President, <b>Lean-Agile Procurement Alliance</b>  <b>Adrian Furner</b> , Managing Director, <b>Kommercialize</b>	
15:30-16:00 HKT 17:30-18:00 AEST 19:30-20:00 NZST  30 min	<b>ICERTIS CASE STUDY</b>	
16:00-16:05 HKT 18:00-18:05 AEST 20:00-20:05 NZST	SWITCHOVER	

5 min	
	<b>KEYNOTE ADDRESS &amp; CLOSING REMARKS</b>
16:05-16:35 HKT 18:05-18:35 AEST 20:05-20:35 NZST  30 min	<p><b>Keynote with Renée Giarrusso: Creating a Gift Mindset Culture and Why it Matters</b>  Is your organizational culture one that is built on sharing challenges and successes?  How are people reconnecting and contributing to each other's growth and performance in the new world of hybrid work and back to the office connection?  Hear from award-winning author and leadership coach, Renée Giarrusso and learn how to unwrap the Gift Mindset and tips to deepen and develop the skills of optimism, gratitude and curiosity in the workplace.</p> <p><b>Renée Giarrusso</b>, Founder and CEO, <b>RG Dynamics &amp; Limitless Leadership</b>, <b>Author, Coach, &amp; Trainer</b></p> <p><b>Chaired by Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b></p>
16:35 HKT 18:35 AEST 20:35 NZST	Close