

Vibe Summit EMEA/Americas 2022
Wednesday September 21- Thursday September 22

Day 1 – Wednesday Sept. 21 st		
10:00-10:10 EDT 15:00-15:10 BST 10 min	Welcome and how to get the most of your Vibe Summit 2022 experience	
	WORKSHOP ONE	WORKSHOP TWO
10:10-11:20 EDT 15:10-16:20 BST 70 min	<p>Contracting Academy: slaying the workload beast 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.</p> <p>Norma Miller Leonardi, Contract Manager, Accenture Rebecca Beall Di Sabato, Contract Manager, Accenture</p>	<p>Tackling Friction Points & Improving Processes 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.</p>
	WORKSHOP THREE	WORKSHOP FOUR
	<p>Building the Business Case for the Use of Technology 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.</p>	<p>Building your ESG Taskforce 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.</p>

<p>11:20-11:40 EDT 16:20-16:40 BST</p> <p>20 min</p>	<p>Break Water-cooler chats</p> <p>Join one of our themed networking rooms based on your interest and get ready to share screen and make introductions</p> <ul style="list-style-type: none"> • <u>Negotiation war stories</u> with Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author • <u>Best (and worst) career advice</u> with Diane Kilkenny, Chief Revenue Officer, World Commerce & Contracting & Stewart Prizeman, VP of Sales N. America, World Commerce & Contracting • <u>Technology confessional</u> with Paul Branch, Chief Networking Officer, World Commerce & Contracting • <u>Worst contracts you've ever seen</u>
<p>11:40-12:05 EDT 16:40-17:05 BST</p> <p>25 min</p>	<p>Grand Opening - Delivering strategic value in an uncertain world</p> <p>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.</p> <p>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.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p>
<p>KEYNOTE PANEL</p>	
<p>12:05-12:45 EDT 17:05-17:45 BST</p> <p>40 min</p>	<p>Keynote panel: effective workplace collaboration and an emphasis on the future of work is the backbone for successful business</p> <p>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.</p> <p>Linda Berry, EVP Group Head of Commercial & Contract Management, Capgemini Cecilia Middleton, Managing Director – North America Contract Management, Accenture Matthew Davis, Associate Professor, Leeds University Business School Cody Scott, Leader of the Future Winner, World Commerce & Contracting; Co-op Student, NA – SCM, D&C and Project Development</p> <p>Moderated by Sally Guyer, Global CEO, World Commerce & Contracting</p>

	DYNAMIC PITCH SESSION
12:45-13:45 EDT 17:45-18:45 BST 60 mins	<p>Making Your Contracting Practice 10x Better 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"> • Design & Simplification – Stefania Passera, Contract Design & Visualization Consultant, WorldCC Designer in Residence • Tech & CLM Pitfalls • Outcome & Performance-based Contracting • Negotiation – Susie Maloney, Chief Negotiation Architect, Blu Bonsai
13:45 EDT 18:45 BST	Close
Day 2 – Thursday, Sept. 22nd	
	THE MOST NEGOTIATED TERMS
10:00-10:15 EDT 15:00-15:15 BST 15 min	<p>Initial Findings Hear about WorldCC’s initial findings from our latest research so that you can leverage your future contracts to maximize value.</p> <p>Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting Bernadette Bulacan, Lead Evangelist, Icertis</p>
10:15-10:55 EDT 15:15-15:55 BST 40 min	<p>Executive Perspective: Which Terms Matter? A Functional View</p> <p>WorldCC’s ‘Most Negotiated Terms’ provides a consolidated view of the contract terms that organisations care about. But to what extent does this mask functional priorities? Our 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>Wolfgang P. Kreutzer, Associate General Counsel – Senior Director, Legal Division – Global Transactions & IT Operations, The Proctor and Gamble Company Daniel Watts, Director, Global Process Owner, Global Contracting Solutions, Johnson & Johnson</p>	
	<p>BATTLE OF THE TECH</p>	
<p>10:55-11:40 EDT 15:55-16:40 BST</p> <p>45 min</p>	<p>Future of Negotiation Quick fire round of service providers who will respond with their solutions followed by videos and panel discussion.</p> <p>Tech Gurus and Providers coming soon!</p>	
	<p>KEYNOTE ADDRESS</p>	
<p>11:40-12:00 EDT 16:40-17:00 BST</p> <p>20 min</p>	<p>Keynote with world renowned body language expert Mark Bowden – What are people really thinking</p> <p>Widely recognized as one of the world’s foremost experts on body language, behavior and nonverbal communication, Mark Bowden will explore how to use your body language to stand out, win trust and gain credibility every time you speak. Find out how to maximize your communication impact so that you can better connect with your team and clients, even while working remotely.</p> <p>Mark Bowden, Human Behavior, Body Language Expert & Author</p>	
<p>12:00-12:15 EDT 17:00-17:15 BST</p> <p>15 min</p>	<p>BREAK</p>	
	<p>CONTRACTING TRENDS</p>	
<p>12:15-12:30 EDT 17:15-17:30 BST</p> <p>15 min</p>	<p>Contract Data Management - 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>Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p>	
<p>12:30-12:55 EDT 17:30-17:55 BST</p>	<p>CDM case study #1</p>	<p>Ask me anything with our Contract Data Management guru</p>

25 min		
12:55-13:10 EDT 17:55-18:10 BST 15 min	Crisis Management - Guru perspective Know how to tackle a threat, confront surprise, and make quick and effective decisions Brett Bruen, President, Global Situation Room, Inc.	
13:10-13:35 EDT 18:10-18:35 BST 25 min	Crisis Management case study The Devil’s Guide to Crisis Management: Confessions of a Producer from CNN An Emmy-winning investigative producer reveals the top five ways you can make a reporter’s career while breaking your own Robert Zafft , WorldCC Fellow Amos Gelb , Executive Director, Washington Media Institute & three-time Emmy-winning producer for CNN	Ask me anything with our Crisis Management guru Brett Bruen, President, Global Situation Room, Inc.
13:35-13:50 EDT 18:35-18:50 BST 15 min	Agile Contracting - Guru perspective Best practices that can help organizations when they are procuring for agile projects Mirko Kleiner , President, Lean-Agile Procurement Alliance Adrian Furner , Managing Director, Kommercialize	Outcome and performance-based contracting – Guru Perspective Deliver results without compromising Luis Prato , Affiliated Researcher, Erasmus University Rotterdam ; Founder & Managing Director, Klexu
13:50-14:20 EDT 18:50-19:20 BST 30 min	ICERTIS CASE STUDY	Outcome and performance based contracting case study
14:20-14:25 EDT 19:20-19:25 BST 5 min	SWITCHOVER	
	KEYNOTE ADDRESS & CLOSING REMARKS	

<p>14:25-14:55 EDT 19:25-19:55 BST</p> <p>30 min</p>	<p>Keynote with celebrated futurist, Heather Bowers: How many futures do you need to foresee?</p> <p>We usually assume (often unconsciously) that the future is known, and looks very like today - indeed, sometimes very like yesterday. Covid, Ukraine, food security etc. are proving otherwise. Thinking differently about the future – about alternative possible futures for both ourselves and our organizations can be helpful in dealing with the resulting ambiguity and uncertainty. Heather Bowers will talk to us about reacting positively and productively about differing time horizons for handling various megatrends, how we can help our organizations and institutions with those and also about the future of work for us as individuals – well beyond today’s debate of hybrid working or working from home!</p> <p>Heather Bowers, Founder & Director, Change is an Opportunity Limited</p> <p>Chaired by Sally Guyer, Global CEO, World Commerce & Contracting</p>
<p>14:55 EDT 19:55 BST</p>	<p>Close</p>