

APAC Summit Agenda | August 7-8 | 2023

Pullman Melbourne On the Park, Melbourne, Australia

From operational overload to strategic value

Day One – Monday, August 7th

All times in AEST

8:00-9:00	Registration & Breakfast	
9:00-11:20	<p>Blue Sky Room – Part 1 Adaptability is the new tomorrow A world of continuous change and disruption demands adaptive trading relationships. What does that mean in practice? How do we design and deliver a commercial capability that offers the agility and flexibility demanded by predictable unpredictability? Equally how do we raise the profile of this critical discipline and attract the right talent into our organisations.</p> <p><i>Our Blue Sky Room brings together the executives who can make change happen. We will consider the forces shaping - and potentially enabling - our future. Working together, we will develop a blueprint for the commercial profession of tomorrow. By Invitation Only</i></p>	
9:00-10:00	<p>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.</p> <p>Renée Giarrusso Founder and CEO RG Dynamics & Limitless Leadership, Author, Coach and Trainer</p>	<p>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.</p> <p>By the end of the workshop participants will:</p> <ul style="list-style-type: none"> • 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 <p>Andrew Jacopino, Principal Adviser, Ngamuru Advisory Else Bright, Senior Director - Member Engagement - Australia and New Zealand, World Commerce & Contracting</p>
10:00-10:20	Coffee Break	

<p>10:20-11:20</p>	<p>Workshop Three Contract Economics Look beyond the content of a contract and tackle the how and why of 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>In this session, we explore how to look at contracts as an economic tool, including how to define beneficial commercial outcomes vs hidden or embedded costs, tools to look at the opportunity-cost of making changes to the contracting process, how different organisations tackle the challenge and takeaways for practitioners.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Else Bright, Senior Director - Member Engagement - Australia and New Zealand, World Commerce & Contracting Adrian Gibby, Partner, Vendor Performance Services, KPMG Saz Asifi, Associate Director, Contract Assurance and Performance, KPMG</p>	<p>Workshop Four Trust Blind Spots: what they don't teach you about trust</p> <p>Trust is essential for any successful commercial relationship, and yet we can each have blind spots that can undermine trust and lead to misunderstandings, conflicts and missed opportunities.</p> <p>In this session, Stu van Rij, Influencing and Negotiation Coach, and Sarah Blackie, Commercial Relationships and Procurement Consultant, will share insights on the major trust blind spots that arise in customer-supplier interactions and what you can do to overcome these. These insights include hard-earned lessons on trust gleaned from interviewing a range of senior supplier and customer stakeholders.</p> <p>Whether you're a buyer or a supplier, you'll learn how to identify potential trust blind spots and build stronger, more resilient relationships with your business partners.</p> <p>Sarah Blackie, CEO, Esby & Co Stuart van Rij, Influencing and Negotiation Expert</p>
<p>11:20-11:25</p>	<p>Switchover</p>	
<p>11:25-11:50</p>	<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, alongside ANZ Senior Director of Member Engagement, Else Bright, as they kick off the APAC Summit.</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>	
<p>11:50-12:10</p>	<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</p>	

	<p>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>		
12:10-12:30	<p>Keynote Address – Driving Business Acumen and Commercial Skills for Government Procurement</p> <p>The new Future Made in Australia Office is a game-changer for government procurement, driving an uplift in business acumen and commercial skills across government. Sabrena King leads the Future Made in Australia Office at the Department of Finance. This session explores the coordination of the cross-government delivery of a range of procurement policy reforms including the Buy Australia Plan, as implications for the future of government procurement in Australia.</p> <p>Sabrena King, A/G Assistant Secretary, Future Made in Australia Office, Department of Finance, Australian Government</p>		
12:30-13:30	<p>Lunch and Learn</p> <p>Cybersecurity - The Risk That Will Break Any Contract Relationship</p> <p>In many organisations contracting for cybersecurity products and services is managed well by their security teams. However, every contract for goods or services needs in 2023 to consider and address cybersecurity. Using the Cyber-Connected Contracting Lifecycle Model, contract professionals can identify triggers for consideration, discussion and inclusion.</p> <p>Jennie Vickers, CEO, ZeopardLaw Neil Curtis, Senior Executive, Cyber Security Business Development, DXC</p>		
13:30-15:20	<p>Blue Sky Room – Part 2</p> <p>Adaptability is the new tomorrow</p> <p>A world of continuous change and disruption demands adaptive trading relationships. What does that mean in practice? How do we design and deliver a commercial capability that offers the agility and flexibility demanded by predictable unpredictability? Equally how do we raise the profile of this critical discipline and attract the right talent into our organisations.</p> <p><i>Our Blue Sky Room brings together the executives who can make change happen. We will consider the forces shaping - and potentially enabling - our future. Working together, we will develop a blueprint for the commercial profession of tomorrow. By Invitation Only</i></p>		
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	<p>leverage relevant, thoroughly trained AI to improve contract management from an end-to-end perspective? Optus and Sirion will together reveal the secrets of the future of CLM with AI. Join us to understand the tactics, strategies and principles to adopt AI-powered CLM.</p> <p>Adam Provins, Associate Director, Sales Operations & Strategy, Optus Sachin Damodar Gaddam, Regional Vice President of Sales, APAC, Sirion</p>	<p>ANZ Bank is tremendous example of why indigenous procurement is so important and how it can be done.</p> <p>Greg Welsh, Founder, Winya</p>
14:00-14:05	Switchover	
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"> • Public Sector – Scott Alden, Partner, HWL Ebsworth Lawyers • Aerospace & Defence – Else Bright, Senior Director, Member Engagement Australia and New Zealand, World Commerce & Contracting • Energy, Resources & Utilities – Pete Halliwell, Program Delivery Manager, Assets & Operations, Essential Energy • Construction, Manufacturing & Infrastructure - Pia Zadnik, Procurement Manager, Major Projects, Jemena • Telecoms & IT – Sam Knight, National Commercial & Contracts Manager, Datacom • All Industries 	
15:20-15:50	Coffee Break & Refreshments	
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15:50-16:20	<p>Optimising legal review: AI-driven insights to enhance compliance Explore Culture Amp's innovative global approach to legal review. Witness the power of AI-generated insights to enable comprehensive analysis of legacy and</p>	<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>future agreements, identifying key terms and outlier clauses. Discover how this proactive strategy minimises risk, enhances compliance and streamlines contract management.</p> <p>Sarah Tinsley, General Counsel and Company Secretary, CultureAmp Ben Panfil, Senior Manager, Regional Delivery, DocuSign</p>	<p>Tim Cummins, President, World Commerce & Contracting Sally Guyer, Global CEO, World Commerce & Contracting</p>
16:20-16:25	Switchover	
16:25-17:25	<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 Maka Kama, General Manager (Public Sector), Local Peoples, CTO & Board Member, AllianceICT / Project Leap</p> <p>Arguing against the motion: Charles Cho, General Counsel, NSW Treasury Dr. Sara Cullen, Director, The Cullen Group</p> <p>Moderator: Sally Guyer, Global CEO, World Commerce & Contracting</p>	
17:25-18:00	Drinks and networking	
18:00-18:45	<p>WorldCC APAC Innovation & Excellence Awards 2023 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 APAC region. Catch up with fellow attendees as we gather for a special evening of food, drink and music.</p>	
18:45-19:30	Drinks and networking	
Day Two – Tuesday, August 8th		
7:45-8:45	Morning refreshments for all attendees	
8:00-8:40	<p>Inspiring Women Breakfast Join us as we bring together some of our Inspiring Women from the last few years to discuss the theme of this year's International Women's Day, 'Embrace Equity'. In addition, we are excited to dive deep into the UN Women's Asia-Pacific theme of 'Innovation & Technology for Gender Equality'. Our panelists will share their insights, experiences, and perspectives on how innovation and technology can be leveraged to promote gender equality, foster inclusivity, and build a better world for all.</p>	

	<p>Lizzy Kuoth, Victorian Multicultural Commissioner, Victorian Multicultural Commission Kate Skattang, Director- Climate Change and Sustainability Services, EY Verity White, Founder & Chief Contract Enthusiast, Checklist Legal Paul Kruspe, Director Strategic Programs, Cenitex</p> <p>Hosted by Sally Guyer, Global CEO, World Commerce & Contracting</p>
8:40-8:45	<p>Switchover</p>
8:45-9:35	<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 Gurus are here to help answer these questions in the Speed Tech Demo. They will give a 5-minute demonstration to our panel of Business Gurus, who will then fire back at them the all-important questions you need to be thinking about when assessing new technologies.</p> <p>Tech Gurus: Dale Burgess, Sales Director, Vendorpanel Gene Turner, Managing Director, LawHawk Sarah Cotgreave, VP Sales, Asia Pacific Region, LavenirAI</p> <p>Business Gurus: Mark Lambert, General Manager, Commercial, AusNetServices Scott Smalley, Innovative Service Delivery Lead, Sustainability, External Affairs & Legal, Telstra Mollie Tregillis, Director, Legal Optimisation Consulting, MinterEllison</p> <p>Moderator: Tim Cummins, President, World Commerce & Contracting</p>
9:35-10:20	<p>Keynote Panel - 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, Wiwynn Corporation Chris Kuchel, Procurement Director, Cabrini Health; Supply Chain and Business Strategy Consultant</p> <p>Moderator: Sally Guyer, Global CEO, World Commerce & Contracting</p>

10:20-10:50	Coffee Break	
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10:50-11:20	Keeping ESG Alive How do we maintain ESG relevance in procurement and contracting in a constant state of global evolution? 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. Tanya Harris , Head of Sustainable & Ethical Procurement, Edge Impact	Negotiation and beyond: Power and perils of AI 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. This session explores the power and perils of AI, for negotiation and beyond. Tim Cummins , President, World Commerce & Contracting Sally Guyer , Global CEO, World Commerce & Contracting
11:20-11:50	Harnessing 5 Years of Proven Strategies: A comparative study of optimizing contract and supplier management transformation projects Providing a comparative analysis of two case studies of contract and supplier management, similarities and differences between the two projects and differences between goods and services and ICT. Takeaway will be practical applications and recommendations providing insights for commercial and contract managers to enhance their own operations. Stafano Ferrarini , Senior Manager and Procurement Lead, Grosvenor Procurement Advisory	
11:50-12:20	Update on procurement and contracting in Australia This session looks at the current state of procurement and contracting in Australia, including a look at Modern Slavery, unfair contract terms legislation and bid challenges. It also addresses topical issues around confidentiality and conflict of interest. A great way to get abreast of everything you need to know to make informed contracting and procurement decisions in the next twelve months.	AI in practice at DoD This session explores how the Capability Acquisition and Sustainment Group within the Australian Department of Defence used machine-learning to analyse complex contracts and provide actionable insights driving improved commercial policy and practice. Understand how the project was developed and pitched for success, what happened during project delivery and what outcomes were achieved, including lessons learned that you can apply to your own projects.

	Scott Alden , Partner, HWL Ebsworth Lawyers	Michael Frith , Assistant Secretary, Australian Department of Defence
12:20-13:20	Lunch	
13:20-14:25	<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 • De-Mystifying Government Tendering <ul style="list-style-type: none"> ○ Matt Price, Partner, FreebodyCogent Pty Ltd • The Case for Collaborating Contracting in the Public Sector <ul style="list-style-type: none"> ○ Charlotte Mullholland, Head of Procurement & Shared Services, SA Power Networks • Beyond Compliance: Procurement as a business enabler <ul style="list-style-type: none"> ○ Hanelie Lategan, Manager Procurement - ICT Strategic Sourcing, Department of Communities, Housing and Digital Economy Queensland • Motivational Drivers: Do you understand them? <ul style="list-style-type: none"> ○ Bruce McLennan, Director, Maritime Lifecycle Support, Maritime Support Branch, MSD, Department of Defense <p>Moderator: Else Bright, Senior Director - Member Engagement - Australia and New Zealand, World Commerce & Contracting</p>	
14:25-14:30	Switchover	
14:30-15:15	<p>Keynote Panel - 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 Cathy Riach, Head of Talent Acquisition, QinetiQ Richard Kennedy, General Manager, Commercial, Ventia Luke Kenny, CEO, Local Government Procurement</p> <p>Moderator: Justine Figo, Author, HR Director, Founder of the HR Exec Community</p>	
15:15-15:45	Coffee break & refreshments	
	Chair: Sally Guyer , Global CEO, World Commerce & Contracting	
15:45-16:30	<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</p>	

	<p>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 Samantha Young, CPO, Melbourne Polytechnic Sharyn County, General Manager- Procurement, Property and Fleet, Jemena David Brading, Head of Commercial (Aerospace), BAE Systems</p> <p>Moderator: Else Bright, Senior Director - Member Engagement - Australia and New Zealand, World Commerce & Contracting</p>
16:30-16:50	<p>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.</p> <p>Rebecca Houghton, CEO, BoldHR</p>
16:50-17:10	<p>Closing Keynote Address – A Seat at the Table: A Vision for Commercial and Procurement Leadership Commercial and procurement functions must have a seat at the strategic table of leadership (not a dark, dingy office in the basement!) This session explores the leadership value of the Commercial Director both in government and private enterprise and an inspirational vision for true strategic value by breaking down the vertical silos of large organisations and creating horizontal flows of procurement with Commercial Directors in the driver's seat!</p> <p>Maka Kama, WorldCC Fellow, General Manager (Public Sector), Local Peoples, CTO & Board Member, AllianceICT / Project Leap</p>
17:10-17:30	<p>Closing Remarks</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>
17:00-18:00	<p>Beer & Burgers Bye Bye</p>