

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 15th

All times listed in CDT

6:00-7:30pm **Welcome Drinks Reception**

Day One - Monday, October 16th

8:00-9:00am **Registration & Breakfast**

9:00-9:05am Switchover

9:05-11:20am **Blue Sky Room Part I – By Invitation Only**
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 organizations.

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.

9:05-10:05am	<p>Workshop One Negotiating Out of a Deadlock Through a combination of interactive exercises, case studies, and expert guidance, you'll learn how to identify the root causes of deadlock, generate creative solutions, and build rapport with the other party. 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>	<p>Workshop Two Effective Contract Management: Practical Tools and Techniques This workshop is your one stop shop for relevant, useful, and practical solutions to a variety of contracting problems including:</p> <ul style="list-style-type: none"> • Strategies for monitoring contract performance, ensuring compliance, and managing contract changes. • Best practices for reviewing and analyzing contracts. • Methods for resolving contract disputes.
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10:05-10:20am Coffee Break

10:20-11:20am **Workshop Three**
Contract Economics
 Look beyond the content of a contract and tackle the how and

Workshop Four
AI Academy
 In this workshop explore the potential of artificial intelligence in contract and

	<p>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>commercial management. You will find out more about AI-powered tools to generate contracts, monitor contract performance, and even to support negotiation. This workshop will also cover the legal and ethical implications of AI in Contract and Commercial Management.</p>
11:20-11:25am	Switchover	
11:25am-12pm	<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 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>	
12:00-12:30pm	<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>	
12:30-1:30pm	Lunch	
1:30-3:20pm	Blue Sky Room Part II – By Invitation Only	
1:30-2:00pm	<p>Problem Solving Lab Our problem solving labs will examine a real-life challenge or situation in the industry, how this issue was addressed, and what conclusions and lessons can be drawn. See first-hand what mistakes to avoid and what insights can be gained to make better decisions in the future.</p>	<p>Navigating Complex Contract and Commercial Management Challenges in Mega Projects 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

		<ul style="list-style-type: none"> • 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. Rob Pattison, Senior Vice President Commercial Resolutions, Infrastructure Ontario Tarek Amine, Principal Vice President and Chief Supply Chain Officer, Bechtel</p>
2:00-3:20pm	<p>Industry Café Roundtables – Getting to the Heart of Strategic Value 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 • Energy & Natural Resources • Engineering • Telecoms & IT & Business Services • All Industries 	
3:20-3:40pm	Coffee Break & Refreshments	
3:40-4:10pm	<p>Case Study with FTI Consulting Our case studies will examine a real-life challenge or situation in the industry, how this issue was addressed, and what conclusions and lessons can be drawn. See first-hand what mistakes to avoid and what insights can be gained to make better decisions in the future.</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>Bernadette Bulacan, Chief Evangelist, Icertis Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>
4:10-4:15pm	Switchover	
4:15-5:25pm	<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>	

5:25-6:00pm	Cocktails
7:00pm	<p>WorldCC Dinner & Awards Ceremony Come and be celebrated amongst your peers</p> <p>Keynote Address: Being Your Authentic Self: How Embracing Diversity and Inclusion Drives Business Success</p> <p>Ceah Justice, Head of Global Employee Engagement (RTX Diversity, Equity & Inclusion), Raytheon Technologies</p>
Day Two – Tuesday, October 17th	
8:00-8:45am	Morning Refreshments for All Attendees
8:00-8:45am	<p>Inspiring Women Breakfast – Open for All 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>Allison Ramirez, Senior Contracts Manager, EDF Darya Swaby, Director Supply Chain Management, Sempra 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
8:50-9:45am	<p>Speed Tech Demo 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>Transformation Experts: Lindsay Amson, Consultant & CLM Unicorn Bill Deckelman, EVP & General Counsel, DXC Technology Laurie Ehrlich, Chief Commercial Counsel, Datadog</p>
9:45-10:40am	<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. 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</p>

	<p>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 Moderated by Sally Guyer, Global CEO, World Commerce & Contracting</p>	
10:40-11:00am	Coffee Break	
	<p>Artificial Intelligence in Contracting & Commercial Management ‘The real question is not whether AI will replace jobs, but which jobs will be replaced by AI and which jobs will be complemented by AI. And the answer is that the person who knows how to use AI will take your job, but only if they use it better than you.’ -Kai-Fu Lee</p>	
11:00-11:30am	<p>Case Study – Revolutionizing Contract Management with AI Our case studies will examine a real-life challenge or situation in the industry, how this issue was addressed, and what conclusions and lessons can be drawn. See first-hand what mistakes to avoid and what insights can be gained to make better decisions in the future.</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>
11:30am-12:10pm	<p>AI for CCM Professionals: Getting Started & Getting Ahead As AI continues to transform industries across the globe, contracting and commercial management professionals will also need to embrace this technology 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>Casey Flaherty, Co-Founder & Chief Strategy Officer, LexFusion Paul Lippe, CEO, xMentium</p>	
12:10-1:10pm	Lunch for All Attendees	
12:10-1:10pm	WorldCC Council Member & Fellows Lunch - By Invitation Only	
1:10-2:20pm	<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? • Overcoming risk as a barrier to speed: what's holding it up? <ul style="list-style-type: none"> ○ Alisha Myers, Senior Group Director Insurance & Risk, Clough • As-a-service contracts: what are the key elements not to be missed? • The characteristics of a successful negotiator: IQ, EQ or AQ? • Contracting Principles <ul style="list-style-type: none"> ○ Hal Bretan, Contract Standards Executive in Residence, World Commerce & Contracting
2:20-3:10pm	<p>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> <p>Jacinta Miller, Aerospace Group Contracts Director Parker Aerospace, Parker Hannifin Cecilia (Cricket) Middleton, Managing Director – North America Contract Management, Accenture Matthew Powell, SCM Talent Manager, Chevron Moderated by: Larry Bridgesmith, CEO & Founder, DASH4Law</p>
3:10-3:30pm	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 Steve Murphy, Vice President, Contracts & Subcontracts, GM Defense Darya Swaby, Director Supply Chain Management, Sempra Infrastructure Tarek Amine, Principal Vice President and Chief Supply Chain Officer, Bechtel</p> <p>Moderated by: Philip Ideson, Founder & Managing Director, Art of Procurement</p>
4:20-4:40pm	<p>Keynote Address Beyond Diversity & Inclusion: Embracing a More Transformative Approach Speaker to be announced soon</p>
4:40-4:50pm	Closing Remarks
4:50-6:00pm	Beer & Burgers Bye Bye