

Europe Summit 2022

22-23 June, County Hall, London, UK

Day One - Wednesday 22 June		
	All times appear in British Standard Time (BST)	
8:00 - 9:00	REGISTRATION & morning refreshments for all attendees	
8:30 - 9:25	<p>Inspiring Women Breakfast with Guest Speaker Anna Keeling Inclusion, equity, equality, and empowerment: now is the time for change (open to all, optional)</p> <p>We know that women's equality and empowerment is integral to all dimensions of inclusive and sustainable development which is why our Inspiring Women's programme is more important than ever. Take this time with your peers to be heard, be recognised and be empowered. Join this conversation with Anna Keeling and hear her talk about leadership, authenticity, equity and a call to action.</p> <p>Anna Keeling, Vice President & Managing Director, Boeing Defence UK</p> <p>Co-hosted by: Sally Guyer, Global CEO, World Commerce & Contracting & Bernadette Bulacan, Lead Evangelist, Icertis</p> <p>Room: Westminster</p>	
9:00 - 9:25	<p>Speed Networking</p> <p>Speed Networking, a bit like Speed Dating, is a fun efficient way to break the ice and help you meet as many people as you can in the space of 25 mins. There will be 5 rounds and after 3 minutes you will be moved on to the next table, so bring plenty of business cards and get ready to engage! There will be ample opportunity to develop those conversations further at our evening networking events!</p> <p>Room: County Suite</p>	
9:25 – 9:30	Switchover	
	WORKSHOP ONE	WORKSHOP TWO
9:30 - 10:40	<p>Contract Design & Simplification</p> <p>The pendulum has shifted and never has there been a greater demand for clear and concise contracts. So leave lengthy overly complex jargon behind and close contracts faster. In this workshop, our experts will leave you with the knowledge and skills necessary to build a simplified well-designed contract</p>	<p>Contract Economics</p> <p>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>from the ground up in order to produce better outcomes.</p> <p>Workshop Leader: Stefania Passera, Contract Design & Visualization Consultant, WorldCC Designer in Residence</p> <p>Room: Westminster</p>	<p>Workshop Leaders: Andrew Mellors, Director-Presales, SirionLabs Piers Bishop, Regional Vice President – UKIN Sales, SirionLabs Sally Guyer, Global CEO, World Commerce & Contracting</p> <p>Partnered by SirionLabs</p> <p>Room: County Suite</p>
10:15-12:15	<p>Blue Sky Room – Part I - By Invitation only</p> <p>Chaired by: Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p> <p>Room: Thames 1</p>	
10:40 - 11:10	<p>Break</p> <p>Room: Thames Lounge</p>	
	WORKSHOP THREE	WORKSHOP FOUR
11:10 - 12:20	<p>Contracting Tech 101 Be Prepared to Fail: How to implement digital contracting.</p> <p>In this highly interactive workshop we are talking about being prepared to fail. The belief that failure is not acceptable is trained into us throughout our careers; and that leads to an aversion to risk and risk taking.</p> <p>Alistair embarked on a CLM project in 2012 when there wasn't much precedent for implementing a successful CLM, certainly in the UK. So he had to try, and fail, and learn and try again.</p> <p>Following this iterate fast, fail quickly, iterate again approach, he was very successful - reducing contract cycle times from a 17-day average to just 5 days, contract litigation by 20% and external legal spend on contracts by 30%.</p> <p>We estimate that 35% of all CLM projects fail and it is rarely due to system limitations; a key cause is the failure to start with</p>	<p>Negotiation</p> <p>The World Economic Forum has identified skill in negotiation as one of the top ten skills essential to success, regardless of what job you may hold. And if you happen to be in procurement, it is your third most important skill. Furthermore, negotiational ability has been cited as making an impact on 60% on a person's chances of success in business.</p> <p>After an intensive study of more than 35,000 negotiations—dating back to 1976—we have identified just four important topics within the negotiating field as key to maximizing your effectiveness. In this session, Keld will share his experience, observations and recommendations on these four crucial topics.</p> <p>If you have participated in any of Keld's previous WorldCC events, you will still want to join this one—you are in for some brand-new insights and applications, building upon what you've already learned.</p>

	<p>overarching objectives and measures of success.</p> <p>Being prepared to fail isn't the same as failing to prepare. Preparation is key to success in CLM and law tech more widely and I recommend that anyone embarking on a digital legal projects follows this methodology</p> <p>Once you have thrown off the shackles of a fear of failure it is like a superpower and you become prepared to try anything...</p> <p>Workshop Leaders: Alistair Maiden, CEO, Syke Lewis Bretts, COO & Chief Legal Engineer, Syke</p> <p>Partnered by Syke</p> <p>Room: Westminster</p>	<p>A world-renowned negotiation expert, Keld Jensen shares his in-depth knowledge and experience to help you unlock the hidden potential in every negotiation situation. You will understand the basic negotiation strategy choices, the principle of TrustCurrency, the rules of the negotiating game, and the award-winning negotiational model, NegoEconomics.</p> <p>Workshop Leader: Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p>Room: County Suite</p>
12:20-12:25	Switchover	
12:25 - 12:45	<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. 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>Room: County Suite</p>	
12:45 - 13:45	<p>Lunch – sponsored by DocuSign</p> <p>Room: Thames Lounge</p>	
13:45 – 15:30	<p>Blue Sky Room – Part II - By Invitation only</p> <p>Chaired by: Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p> <p>Room: Thames 1</p>	
13:45 - 14:15	Keynote address: the awakening - why DEI action matters to everyone	

	<p>There is no denying that conversations around DEI are on the rise, in the last two years social inequalities and racial injustice have been laid bare as the pandemic stormed across the globe. The murder of George Floyd, hate crimes against Asian and Jewish communities; the pink recession, are creating an awakening in many organisations. But is this reinvigorated conversation translating to results? While diversity metrics have their place, it is the human stories that can inspire us to change behaviour. DEI activist Dr. Miranda Brawn will bring the human stories behind this movement to life, enlightening as to why DEI action should matter not just to leaders but to all employees. Inspiring you to create the change you wish to see in your own workplace.</p> <p>Dr. Miranda Brawn, Board Advisor, Lawyer, Philanthropist, DEI Activist; Founder, President & CEO, TMBDLF.com</p> <p>Moderated by Sally Guyer, Global CEO, World Commerce & Contracting</p> <p>Room: County Suite</p>	
14:15 - 14:20	Switchover	
	HUMANS MEET TECHNOLOGY	FUTURE SKILLS
14:20 - 14:50	<p>Case Study #1 with Icertis Tech & Human Ingenuity: How Accenture digitizes contracts to amplify value A fireside chat with Anand Pandya, Legal Director, Global Lead Technology & Innovation, Accenture and Bernadette Bulacan, Chief Evangelist, Icertis With a Legal team of more than 2,800 professionals in 46 countries, Accenture is always looking for innovative ways to provide valued guidance and better service to its people and clients. The team negotiates and executes thousands of highly customized, multilingual legal contracts every month, trusting Icertis Contract Intelligence with its end-to-end contracting process. Accenture not only digitizes its contracts but also empowers the organization with Contract Intelligence, in order to work more effectively with global account teams to reach shared deal goals.</p> <p>In this session, Anand Pandya and Bernadette Bulacan, will:</p> <ul style="list-style-type: none"> • Discuss the unique contract challenges that face global, fast-paced 	<p>Shaping the future of work: what you will need to know to get ahead Workforce availability, retention and skill shortages are proving persistent problems. Those who bring demonstrable value to the demands of today’s fast-changing markets will be in the most demand. How are you making decisions about what skills and competencies to develop? What will the market value? Where should you invest time and resources to upskill or reskill. Learn more about what future skills you will need to progress and develop your position and command a premium in the field.</p> <p>Duc V. Trang, Managing Director, Global Advisory Services, Major, Lindsey & Africa</p> <p>Chaired by Nikki Mackay, Chief Development Officer, World Commerce & Contracting</p> <p>Room: Westminster</p>

	<p>and revenue-generating contract teams;</p> <ul style="list-style-type: none"> • Share best practices and other considerations to deploy automated and transformative contract workflows to support high-volume deal transactions; • Examine both the soft skills and organizational and cultural competencies necessary to undertake a successful international, organization wide deployment of CLM. <p>Anand Pandya, Legal Director – Global Legal Technology & Innovation, Accenture</p> <p>Bernadette Bulacan, Lead Evangelist, Icertis</p> <p>Chaired by Paul Branch, Chief Networking Officer, World Commerce & Contracting</p> <p>Room: County Suite</p>	
14:50 - 15:10	<p>Break</p> <p>Room: Thames Lounge</p>	
<p>HUMANS MEET TECHNOLOGY</p>		
15:10 - 15:40	<p>Case Study #2 with DocuSign How Shell modernised their contract management process, and the importance of getting CLM implemented right</p> <p>Agreements are at the center of every business process. To remain competitive, organisations need to transform the way they manage agreements to keep up with the pace of business today. Nowhere is this more true than at Shell, where they transformed their contract management process with a combination of people, process and technology. In this session, we will hear how Shell built a business case for CLM, how they managed change to transform and simplify their contract process and accelerate their global business. Deloitte will also share recommendations and best practices to conduct a successful CLM implementation.</p> <p>Magdalena Zagiel, Programme Manager, Chief Product Owner Contract Management, Shell Tom Brunt, Partner, Deloitte Moderated by: Anna Fink, Sr. Director CLM, DocuSign</p> <p>Chaired by Paul Branch, Chief Networking Officer, World Commerce & Contracting</p>	

	Room: County Suite
15:40 - 15:45	Switchover
15:45 - 16:45	<p>Keynote panel discussion: contracting for value – why cohesive collaboration matters so much now</p> <p>Given the pandemic and uncertainty- as well as the reputational environment and risk with supply chain disruption, the natural way to go is contracting for value. It's these kinds of relationships that bring value throughout the contracting lifecycle rather than just one moment in time. If we are going to really commit to value contracting it will take a cohesive approach between legal, finance, commercial and procurement. This panel will bring those groups together and uncover how they can collaborate and work in harmony and how collaborative technology will bring cohesion.</p> <p>Speakers include: Wei Ling Lim, General Counsel, Unilever Rob Woodstock, Chief Commercial Officer, HMRC Linda Berry, EVP Group Head of Commercial & Contract Management, Capgemini Isabelle Sabaud, SVP CFO/COO International, Talan</p> <p>Chaired by Sally Guyer, Global CEO, World Commerce & Contracting</p> <p>Room: County Suite</p>
16:45 – 17:25	<p>Closing Remarks & Keynote In Conversation with Baroness Verma: Creating global change starts with finding the power of your own voice</p> <p>According to Pew Research, women have lost more jobs than men during the pandemic. And the effects—both at work and at home—have been worst for women in emerging economies. The challenge to create global change with governments, communities and individuals is great, but we cannot afford not to act. As contracting & commercial professionals, we must look at our role in shifting and shaping the status quo. What tools can we arm ourselves with to make changes with a lasting positive impact? In this fascinating conversation, we'll hear from the remarkable Baroness Verma whose high profile career in the UK government and work as the Chair of UN Women UK has proven her to be just the kind of voice of disruption and change that we need to push towards a better future. Find out how we can remove cultural barriers that prevent women and girls from achieving their potential.</p> <p>Baroness Sandy Verma, Member of the House of Lords, Former Minister and Champion for Equality and Gender issues, Chair of UN Women UK, Chair of the EU Sub Committee for Goods, Member of the EU Select Committee. Sally Guyer, Global CEO, World Commerce & Contracting</p> <p>Room: County Suite</p>
18:45 - 22:00	<p>WorldCC Drinks Reception, Gala Dinner & Awards Ceremony</p> <p>Keynote address: Why are we still talking about Diversity and Inclusion!?! Everywhere you look these days there is a story relating to Diversity and Inclusion. Whether that is relating to race, the LGBTQIA+ community, disability or other groups experiencing</p>

	<p>inequality, the topic is never far from conversation at work, in the news, or our general day-to-day. In this session, Cynthia V. Davis will explore where we are at as a society in the journey towards equality and what that means for organisations, particularly relating to recruitment, diversifying talent pipelines and pay gaps. She will also look at the impact this has on enhancing productivity, innovation, and better collaboration for business success. She will also be sharing heartfelt but practical tips along the way.</p> <p>Cynthia V. Davis FRSA, CEO & Founder, Diversifying Group; Co-Founder, Diversifying.io, Chair of the Board, Trustee & DEI Campaigner</p> <p>Co-Hosted by: Barry Hooper, Chief Commercial Officer, Ministry of Justice; Chairman of the Board, World Commerce & Contracting & Sally Guyer, Global CEO, World Commerce & Contracting</p>
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Day Two – Thursday 23 June

	All times appear in British Standard Time (BST)
7:45 – 8:45	<p>WorldCC Council Members & Fellows Breakfast - By Invitation only Hosted by Sally Guyer, Global CEO, World Commerce & Contracting</p> <p>Room: Thames 1</p>
8:15 - 8:45	<p>Morning refreshments & networking</p> <p>Room: Thames Lounge</p>
8:45 – 9:05	<p>Keynote address with Kriti Sharma: a human-centered approach to AI AI is one of the most transformative technologies that we have seen in history and yet fears related to its exponential growth run abound- will it replace jobs? Can it keep our data safe? However, the advantages and potential of AI are undeniable- such as saving time and money, increasing efficiency, and improving customer experience. In the world of CCM, it seems like AI and data analytics are poised to improve contract quality and value but everyone wants to know at what cost? How and when can we determine if the benefits outweigh the risks? Join this illuminating keynote with AI expert Kriti Sharma, a true AI guru, founder of AI for Good UK, and Chief product officer- legal tech at Thomson Reuters as she walks us through the many facets of AI in CCM and beyond.</p> <p>Kriti Sharma, Founder, AI for Good UK</p> <p>Chaired by Sally Guyer, Global CEO, World Commerce & Contracting</p> <p>Room: County Suite</p>
9:05 - 10:05	<p>Battle of the Tech There has never been a greater need for investment in contract technology - but how do you assess? What questions do you need to ask? How do you differentiate between providers? Our Contract Tech Gurus are here to help answer these questions in The Battle of the Techs. Four contract tech providers will do 2 min demos to our panel of tech Gurus who will fire the all-important questions you need to be thinking about.</p>

	<p>Tech Gurus: Fraser Hill, General Manager Digital & Process Transformation, Shell Projects & Technology, Shell Amy McConnell, Head of Legal Operations & Business Contracting, Vodafone Business Kate Danson, Group General Counsel and Company Secretary, SThree Plc</p> <p>Tech Providers: Andy Wishart, Chief Product Officer, Agiloft Scott Quinn, Vice President- Customer Success, SirionLabs Ash Finnegan, Digital Transformation Officer, Conga</p> <p>Chaired by: Craig Conte, Partner, Deloitte Legal Partnered by Deloitte Legal</p> <p>Room: County Suite</p>	
	<p>HUMANS MEET TECHNOLOGY DATA MANAGEMENT</p>	
10:05 – 10:35	<p>Case Study #3 with SirionLabs Revamping Rolls-Royce Power Systems – Going Global & Digital</p> <p>Learn how Rolls-Royce accelerated achieving enterprise-wide process efficiencies and greater ROI with SirionOne, SirionLabs’ global AI-led contract lifecycle management technology.</p> <p>Piers Bishop, Regional Vice President, UKIN Sales, SirionLabs Julia Dorner, Team Leader SAAC, Global Contract Management, Rolls-Royce</p> <p>Chaired by Paul Branch, Chief Networking Officer, World Commerce & Contracting</p> <p>Room: County Suite</p>	<p>Data management and systems Find out the importance of contract data and the challenges involved in systemising complex agreements. Join Joanne Walker, Head of Capability Centre - General Counsel, Rolls-Royce as she shares her experience in terms of approach, barriers, learning from failure and discuss the benefits and huge potential of having one executive digital contract data source.</p> <p>Joanne Walker, Head of Capability Centre; Civil Aerospace General Counsel, Rolls-Royce</p> <p>Chaired by: Diane Kilkenny, Chief Revenue Officer, World Commerce & Contracting</p> <p>Room: Westminster</p>
10:35 – 11:00	<p>Break</p> <p>Room: Thames Lounge</p>	
	<p>INDUSTRY CAFE ROUNDTABLES SUPPLY CHAIN FOCUS</p>	
11:00 – 11:30	<p>The future of Contract Data Management in your Industry Currently, contract related data sits in an average of 24 different systems and that is a challenge that has only been exacerbated by</p>	<p>Transparency: the simple answer to supply chain woes</p> <p>Disruption and rising costs were intensified by the pandemic. But these</p>

	<p>the pandemic. Manually trying to connect disaggregated data is impossible and in most cases this data is only used transactionally and reactively. 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 second round of conversation, table hosts are invited to harvest, sharing insights from their discussions with the rest of the large group.</p>	<p>issues have taken an even greater spotlight with the impact of UK leaving the EU. Supply chain issues are at the very top of many organisation's agendas right now with delays and lost sales causing unprecedented challenges. Now is the time to create better visibility from end to end so that everyone wins.</p> <p>Simon Geale, Executive Vice President Procurement, Proxima</p> <p>Chaired by Paul Branch, Chief Networking Officer, World Commerce & Contracting</p> <p>Room: Westminster</p>
	<p>Aerospace & Defense Ulrika Söderlund, Director Contract & Commercial Excellence, Commercial Management, Saab Dynamics AB Joanne Walker, Head of Capability Centre; Civil Aerospace General Counsel, Rolls-Royce</p>	<p>AGILE CONTRACTING & PROCUREMENT</p>
<p>11:30 – 12:15</p>	<p>Energy James Morriss, Supplier Manager IT Function, Shell</p> <p>Public Sector Barry Hooper, Chief Commercial Officer, Ministry of Justice; Chairman of the Board, World Commerce & Contracting Jeffrey Matsu, Chief Economist, CIPFA</p> <p>IT & Consulting Janet Taylor-Hall, CEO, Cognia Law Phil Dungey, Senior Director, Deloitte Legal</p> <p>Telecoms Tomas Vanderick, Interim MD Commercial Global, BT Nik Boni, Head of Contract & Business Management, Orange</p> <p>BFSI Simon Timms, CPO, Bank of England Fayola-Maria Jack, Managing Director, Head of Non Permanent Workforce, Lloyds Banking Group</p>	<p>The Agile Journey of Roche Procurement Most have heard of 'Agile' by now and the theory sounds promising - to setup your organisation, team and ways of working to be ready to respond and innovate quickly in a world that is changing at an unprecedented speed. In Procurement and Contracting, the Agile success stories that come from IT and App building can feel remote and hard to translate to our world. In Roche, these pressures sit alongside the need to constantly bring 'value beyond savings' from suppliers and contracting. Join Colm Diamond and Mirko Kleiner to hear Roche's journey on how the Procurement and Contracts function are changing their structure, how they think and how they work fundamentally to try to get Agile to work for them and how it's going in reality.</p> <p>Colm Diamond, Productivity Lead, Global Procurement, Roche</p> <p>Mirko Kleiner, President, Lean-Agile Procurement Alliance Chaired by Paul Branch, Chief Networking Officer, World Commerce & Contracting</p>

	<p>Chaired by: Diane Kilkenny, Chief Revenue Officer, World Commerce & Contracting</p> <p>Room: County Suite</p>	<p>Room: Westminster</p>
<p>12:15 - 13:15</p>	<p>Networking lunch in the exhibition area for all</p> <p>Lunch & Learn with Deployed - Agreements Assemble! (optional) Deployed will be giving you a whistle-stop tour of Statements of Work with 20 slides in 20 seconds each. Learn about how the preparation, pre-signature phase of projects is often missed and how the dialogue that occurs while preparing work helps to write clear Statements of Work. After the presentation, there will be an informal lunch and an opportunity to ask Jamie Gannaway (Chief Product Officer and Co-Founder) questions and discuss how Statements of Work are generated in your organisation and where you could enhance and improve that process.</p> <p>Jamie Gannaway, CPO & Co-Founder, Deployed</p> <p>Room: Westminster</p>	
<p>13:15 - 14:10</p>	<p>The BIG Debate & Audience Vote Motion: In spite of aspirations to the contrary, collaboration between buyers and suppliers will always remain an exception</p> <p>Arguing for the motion: Barry Hooper, Chief Commercial Officer, Ministry of Justice; Chairman of the Board, World Commerce & Contracting Isabel Parker, Executive Director, Digital Legal Exchange</p> <p>Arguing against the motion: Sally Sfeir-Tait, CEO, Regulation Mark Cohen, CEO & Founder, Legal Mosaic; Executive Chairman, The Digital Legal Exchange</p> <p>Moderated by: Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p> <p>Room: County Suite</p>	
	<p>CONTRACT CORNER Top tips for making contracts better</p>	
<p>14:10 – 15:20</p>	<p>You've asked and we've answered: in this hour-long session you will gain practical insights and skills about effective contracting practices so that you can walk away armed to achieve better outcomes. 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> <p>Scope of work Jamie Gannaway, CPO & Co-Founder, Deployed</p>	

	<p>Contract drafting Sarah Fox, Author, Speaker, Consultant, & Contract Strategist</p> <p>Governance guidelines Adrian Furner, Managing Director, Kommercialize</p> <p>As-a-Service contracts Paula Doyle, Legal Innovation Advisor; Board Trustee to the Quintin Hogg Trust; Chief Legal Innovation Advisor to WorldCC (in residence)</p> <p>Sustainable Business via CCM Suvi Hirvonen-Ere, Doctor of Laws, Doctoral Researcher, Aalto University School of Business</p> <p>Moderated by: Craig Conte, Partner, Deloitte Legal</p> <p>Room: County Suite</p>
15:20-15:40	<p>Coffee & Refreshments</p> <p>Room: Thames Lounge</p>
	<p>THE NEGOTIATION ROOM</p>
15:40-16:20	<p>When cross-cultural negotiations backfire The Negotiation Room is back and live in person with WorldCC Negotiation Expert in residence Keld Jensen and President Tim Cummins. Digging into some of the biggest misunderstandings that can happen cross-culturally and how to avoid them.</p> <p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p> <p>Room: County Suite</p>
16:20 – 16:40	<p>Closing Remarks & Takeaways</p> <p>Room: County Suite</p>
16:40 – 17:30	<p>Drinks & Grab & Go Food Bags Sendoff</p> <p>Room: Thames Lounge</p>