



Contract Management Standard – European Series Thursday, September 18 Coworking Lounge Tessinerplatz, Zurich Tessinerplatz, 8002 Zurich, Switzerland	
<i>Theme: the future is here. Are you?</i>	
08:30 – 9:00	Registration & refreshments
9:00 – 9:30	Welcome & introductions Defining the future: the new global standard for contract management Discover how the first Global Contract Management Standard sets a new benchmark for capability, consistency, and impact. Nikki Mackay , Chief Development Officer, CCM Institute Ingrid Slembek, Ph.D , Swiss Council Member, WorldCC ; Commercial Contract Consultant
9:30 – 10:00	Driving consistency and value: Hitachi Energy's journey with the Global Contract Management Standard In a complex and globalized supply chain environment, standardization in contract management is critical to operational efficiency and risk mitigation. This session explores how Hitachi Energy successfully implemented a Global Contract Management Standard across its supply chain organization. You will gain practical insights into the development and deployment of a global contracting handbook, a playbook for standardized terms, and unified contract templates. Attendees will learn how these tools have enabled greater consistency, improved negotiation outcomes, and enhanced collaboration with internal stakeholders and external partners. The session will also highlight lessons learned, change management strategies, and measurable business benefits gained from this global transformation Michelle Wang , Head of SCM Sourcing, Contracting & Partner Management, Hitachi Energy
10:00– 10:30	In conversation: commercial resilience in the AI era Artificial intelligence is rapidly reshaping how organizations create, manage, and extract value from contracts. By transforming vast volumes of contract data into actionable insight, AI enables faster decision-making, proactive compliance, and new forms of strategic foresight — capabilities that are becoming critical for commercial resilience. In this conversation, you'll gain practical perspectives on the tools, governance models, and change management approaches that unlock AI's potential while protecting trust and integrity. Whether you are evaluating AI adoption or scaling existing initiatives, this session will help you position AI as a driver of commercial strength in an unpredictable business landscape. Moderated by: Albert Schot , Founder, Schot LLC ; WorldCC Executive in Residence Rory Unsworth , Senior Lawyer, AXIS Capital Dominic Roger , AI-Driven Legal Transformation; Founder, Unplex Michelle Wang , Head of SCM Sourcing, Contracting & Partner Management, Hitachi Energy



10:30 – 11:00	Break & networking
11:00 – 11:40	Panel discussion: negotiation strategies for an era of uncertainty and disruption In today's volatile environment, negotiation has become more complex than ever. Shifts in geopolitical power, rapid technological change, supply chain fragility, and evolving commercial norms demand a fresh approach. This session equips legal, commercial, and contracting professionals with practical strategies to navigate high-stakes negotiations when conditions are unpredictable and leverage is constantly shifting. You'll learn how to assess changing power dynamics, manage risk under uncertainty, and use emerging tools to secure resilient, mutually beneficial outcomes. Alexander Silin , Eastern Europe and Central Asia, Caucasus, Kanadevia Inova Jan Heidemann , Head of Vendor and Software Asset Management, ABB Process Automation Marybelle Barras , Board Advisor & Transformation Executive, Former Chief Risk & Legal Officer, DSS+ Moderated by: Sebastian Fanai-Danesh , Co-Founder; Managing Director, Interim Legal
11:40 – 12:10	Contracts, relationships, and systemic resilience: building trust and agility in high-risk environments In an era marked by geopolitical volatility, rapid technological change, and complex supply chain dependencies, contracts are more than legal safeguards — they are strategic tools for building resilience. When designed and managed effectively, contracts can foster trust, enable collaboration, and create the agility needed to adapt to shifting risks and opportunities. This session explores how legal, commercial, and contracting professionals can rethink contract frameworks to move beyond transactional enforcement toward relationship-driven resilience. Rory Unsworth , Senior Lawyer, AXIS Capital Moderated by: Nikki Mackay , Chief Development Officer, CCM Institute
12:10 – 12:15	Closing remarks Albert Schot , Founder, Schot LLC; WorldCC Executive in Residence Nikki Mackay , Chief Development Officer, CCM Institute