

‘Commerce Reimagined’

APAC - DAY ONE - Tuesday 8 June 2021

ALL EMEA/AMERICAS SESSIONS ARE AVAILABLE ON DEMAND FOR ATTENDEES IN APAC
 Don't miss our Customer Case Studies, Problem Solving Labs, Speaker Green Rooms, Inspiring Women, and much more!

All times shown in AEST & HK/SGT

<p>1:00pm- 2:00pm AEST 11:00am-12:00pm HK/SGT</p>	<p>Welcome & Photobooth Challenge Take this time to watch our welcome video, explore the platform, and mark your calendars for sessions you don't want to miss.</p> <p>Start your Vibe Summit journey right with a super fun, one of kind, selfie photo booth! Enter your photo to win a XX prize. Winner will be announced on the final day.</p>
<p>2:00pm-2:30pm AEST 12:00pm-12:30pm HK/SGT</p>	<p>Welcome Speed Networking & Swag Bag Time Make the first few hours of your virtual experience count, don't miss our dedicated speed networking and swag bag time! During this 30 min break you can head over to the Speed Networking Room and swipe right to exchange contacts, and then head over to our Virtual Expo Hall where our sponsors will be offering prizes, special product offers and treats from their virtual swag bags. It's your chance to grab a coffee and visit every booth, have a chat and complete your treasure hunt board to claim this year's BIG Vibe Summit prize. With thanks to our incredible sponsors for helping to make the Vibe Summit happen.</p> <ul style="list-style-type: none"> > Networking > Exhibition
<p>2:30pm-2:40pm AEST 12:30pm-12:40pm HK/SGT</p>	<p>Welcome and How to Get the Most out of your Vibe Summit 2021 Experience</p> <p>Bruce Everett, Regional CEO APAC, World Commerce & Contracting</p> <ul style="list-style-type: none"> > Main Stage
	<p>Please note: the sessions below are running concurrently</p>
<p>2:40pm-3:40pm AEST 12:40pm-1:40pm HK/SGT</p>	<p>Workshop 1 - Negotiation</p> <p>Recently recognized in the prestigious ranks of the Global Gurus Top 30, Keld Jensen world renowned negotiation expert is back to lead you through his Award Winning Learning Program. Critical to professional decision-makers in a variety of settings, the goal will be to hone both practical and analytical skills you can</p>

	<p>use in any situation from a wage negotiation with a single employee to a negotiation over an international joint venture involving several partners of different types. These analytical skills will provide guidance in structuring and fostering agreements. Particular emphasis is placed on reaching agreements that achieve the largest possible joint gains for all parties.</p> <p>Workshop Leader: Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p>> Session Room</p>
	<p>Workshop 2 - Contract Design & Simplification</p> <p>A clearer and simpler contract has countless benefits, but not everyone knows how to transform their lengthy and often confusing contracts into something concise and practical. In this workshop, our experts will guide you through the process of building a better, more simplified contract from the ground up in order to deliver better outcomes. The first part of the workshop will introduce the human-centered design process and key elements for a designerly approach, such as information architecture, visualization, and design patterns. It will also illustrate the benefits of contract design with practical examples.</p> <p>Workshop Leader: Dr. Stefania Passera, Contract Design & Visualization Consultant, WorldCC Designer in Residence</p> <p>> Session Room</p>
	<p>Workshop 3 - Business Ethics - The Right Way to Win</p> <p>This is a unique opportunity to get up close to Robert Zafft Author of The Right Way to Win. In this highly interactive workshop you will get an introduction to the Seven Habits of Highly Effective People for business ethics. Zafft's practical recommendations will help you drive long-term business success by providing the necessary tools and techniques to succeed in building, sustaining, and enforcing ethical behavior in the real world.</p> <p>Workshop Leader: Robert Zafft, Author and Business Ethics Expert</p> <p><i>There is an additional cost for the Workshop that can be bolted on to Standard or Premium Access and includes:</i> <i>Access to the all NEW Online Business Ethics Training Program</i> <i>Electronic copy of The Right Way to Win</i> <i>Certificate of Completion</i></p> <p>> Session Room</p>
	<p>Workshop 4 - Emerging Tech 101</p> <p>In this next installment of Emerging Tech 101, explore the new wave of legal technology for contract, commercial, and relationship management. How do you assess the solutions on the market and define your company's needs ?</p>

	<p>How do you calculate your ROI and build a successful business case? Find out the answers to these questions — and others — in this practical, hands-on workshop, and learn to leverage current legal tech.</p> <p>Workshop Leader: Paul Branch, COO & CTO, World Commerce & Contracting Richa Kaul, Chief Strategy Officer, ContractPodAi Matt Gould, Head of Legal Transformation & GC, ContractPodAi</p> <p>> Session Room</p>
<p>3:40pm-4:10pm AEST 1:40pm-2:10pm HK/SGT</p>	<p>Break 30 min to grab a coffee, listen to some music, stretch your legs and feel free to do some networking!</p>
<p>Please note: the sessions below are running concurrently</p>	
<p>4:10pm-5:20pm AEST 2:10pm-3:20pm HK/SGT</p>	<p>Workshop 1 Part II - Negotiation Recently recognized in the prestigious ranks of the Global Gurus Top 30, Keld Jensen world renowned negotiation expert is back to lead you through his Award Winning Learning Program. Critical to professional decision-makers in a variety of settings, the goal will be to hone both practical and analytical skills you can use in any situation from a wage negotiation with a single employee to a negotiation over an international joint venture involving several partners of different types. These analytical skills will provide guidance in structuring and fostering agreements. Particular emphasis is placed on reaching agreements that achieve the largest possible joint gains for all parties.</p> <p>Workshop Leader: Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p>> Session Room</p>
	<p>Workshop 2 Part II - Contract Design & Simplification Part II of this workshop will focus on key plain language techniques and how they apply to contract wording. We will look at the pitfalls and benefits of complex and simple drafting, using practical examples and reported cases.</p> <p>Workshop Leader: Daphne Perry, Plain English Consultant, Writer & Trainer for Law & Business, ClarifyNow</p> <p>Host: Dr. Stefania Passera, Contract Design & Visualization Consultant, WorldCC Designer in Residence</p> <p>> Session Room</p>
	<p>Workshop 3 Part II - Social Value Contracting</p>

	<p>This workshop will help you understand how you can start your journey in social value contracting on a practical level. Every transaction, every contract, every engagement is an opportunity to fundamentally change how procurement can positively create social value and limit environmental impact. Sam will be joined by guest speaker Paul Kruspe who will introduce the important work that the WordCC Social Value Working Group have undertaken over the last 2 years. Paul will introduce the practical framework for social value contracting that all of our members are encouraged to engage in as they start their journey into social value contracting.</p> <p>Workshop Leader: Sam Edmonds, Principal, Buyer Services, Social Traders</p> <p>Guest Speaker: Paul Kruspe, Manager Social Procurement Aboriginal and Torres Strait Islander Business, Department of Treasury and Finance, Victoria</p> <p>> Session Room</p>
	<p>Workshop 4 Part II - Emerging Tech 101</p> <p>In this next installment of Emerging Tech 101, explore the new wave of legal technology for contract, commercial, and relationship management. How do you assess the solutions on the market and define your company's needs? How do you calculate your ROI and build a successful business case? Find out the answers to these questions — and others — in this practical, hands-on workshop, and learn to leverage current legal tech.</p> <p>Workshop Leader: Paul Branch, COO & CTO, World Commerce & Contracting Richa Kaul, Chief Strategy Officer, ContractPodAi Matt Gould, Head of Legal Transformation & GC, ContractPodAi</p> <p>> Session Room</p>
<p>5:20pm-5:35pm AEST 3:20pm-3:35pm HK/SGT</p>	<p>Break 15 min</p>
<p>5:35pm-6:15pm AEST 3:35pm-4:15pm HK/SGT</p>	<p>Grand Opening: Commerce Reimagined - A challenge or an Opportunity?</p> <p>There is no question that social and political unrest, regulatory change and a global pandemic are forcing organizations to rethink commercial models, processes and practice. The one certainty as we enter 2021 is uncertainty. And uncertainty makes life difficult. It is disruptive. Yet with that disruption comes opportunity – the chance for the commercial community to be at the forefront in delivering social and economic benefit. What will your role be? Join us on this journey as we reimagine commerce in the 2020s.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Prof. Tim Cummins, President, World Commerce & Contracting Bruce Everett, Regional CEO APAC, World Commerce & Contracting</p>

	<p>> Main stage</p>
<p>6:15pm-6:35pm AEST 4:15pm-4:35pm HK/SGT</p>	<p>Keynote In Conversation: Better Contracts Make a Better World Our members are at the heart of the global sustainability agenda. Commercial policies and contract terms provide the framework and create real opportunities for innovation and action. We recognize the shift that this represents in the way that the world does business. The contribution of commercial teams will be critical to embedding and achieving the goals.</p> <p>John Elkington, Executive Chairman & Co-Founder, Volans Ventures Chaired by: Prof. Tim Cummins, President, World Commerce & Contracting</p> <p>> Main stage</p>
<p>6:35pm AEST 4:35pm HK/SGT</p>	<p>Close</p>
<p>6:45pm-7:15pm AEST 4:45pm-5:15pm HK/SGT</p>	<p>WorldCC BIG Pub Quiz We love a Pub Quiz and what better way to kick off the 2021 Vibe Summit than with a little healthy competition. So flex your mind muscles and join us for this fun after-hours game time.</p> <p>Follow the Leader Board while enjoying lunch or a home pub dinner! The winner will receive a one-on-one virtual Consultation with a lunch delivered to your door with WorldCC President Prof. Tim Cummins. Whether you are turning a corner in your career, facing enormous business challenges or need new ideas and insights, this is your chance to get an hour with The Ideas Man himself.</p> <p>Hosted by: Scott Alden, Partner - Construction Team - Sydney, HWL Ebsworth Lawyers</p> <p>> Main stage</p>
<p>APAC - DAY TWO - Wednesday 9 June 2021</p>	
<p>ALL EMEA/AMERICAS SESSIONS ARE AVAILABLE ON DEMAND FOR ATTENDEES IN APAC Don't miss our Customer Case Studies, Problem Solving Labs, Speaker Green Rooms, Inspiring Women, and much more!</p>	
<p>1:30pm-2:00pm AEST 11:30am-12:00pm HK/SGT</p>	<p>Welcome Zone - Day 2 Set your intentions right for the rest of your day by taking part in one of our mindful practice offerings. Choose the one that best suits your mood today.</p>

	<p>Yoga > Main Stage</p> <p>Guided Meditation > Session Room</p> <p>Stretching and Breathing Exercise > Session Room</p>
<p>2:00pm-3:00pm AEST 12:00pm-1:00pm HK/SGT</p>	<p>Vibe Summit Keynote Symposium</p> <p>Harnessing the changing behaviors and mindsets that have been a driving force for companies as they reimagine commerce</p> <p>From Pharmaceuticals to Energy, Retail to Aerospace and Defence, every industry, every company in the world is asking themselves the same question. What will happen when this pandemic is over? Across the contracting world we have seen legal and commercial rise to the occasion to get through the crisis; behaviors changed and companies innovated at a rapid pace. While some behaviors may revert to their pre-pandemic state, others will no doubt transform completely. In this fascinating symposium we will hear distinct industry perspectives on the behaviors and mindsets that are prevailing and more importantly how we can harness them as we emerge from the pandemic.</p> <p>William Cox, CEO, Aurecon Lily Tsen, General Counsel, Amcor Flexibles Asia Pacific Olivier Blum, Chief Strategy & Sustainability Officer, Schneider Electric Amit Choudhury, Director of Supplier Operations, Unilever</p> <p>Chaired by: Bruce Everett, Regional CEO APAC, World Commerce & Contracting</p> <p>> Main Stage</p>
<p>3:00pm-3:05pm AEST 1:00-1:05pm HK/SGT</p>	<p>Session Switch</p> <p>5 min</p>
<p>3:05pm- 3:35pm AEST 1:05pm-1:35pm HK/SGT</p>	<p>Keynote in conversation: Unite, harnessing the power of each other</p> <p>There has never been a greater need for the WorldCC community to create change, reimagine commerce, and develop better contracts for better business and a better world. In this fascinating conversation, Julia Steel will share her story of what it means to stand up in times of uncertainty and chaos. At the start of the COVID-19 pandemic, Julia united 172 leading thinkers and experts worldwide to share their best ideas and support people through the lockdown. Over 19-days, 15,000 people from 32 countries joined Julia online to navigate these unprecedented times together. We'll hear from the mastermind behind this extraordinary achievement and the resulting book, which brought together thirteen powerful messages from this time. Whether you are a leader or an aspiring leader, Julia will share ideas to help you shape the future in your organization.</p>

	<p>Julia Steel, Speaker, Author, Facilitator, Coach</p> <p>Chaired by: Bruce Everett, Regional CEO APAC, World Commerce & Contracting</p> <p>> Main Stage</p>
	Please note: the sessions below are running concurrently
<p>3:35pm- 3:50pm AEST 1:35pm-1:50pm HK/SGT</p>	<p>Break 15 min</p>
	Please note: the sessions below are running concurrently
<p>3:50pm-4:25pm AEST 1:50pm-2:25pm HK/SGT</p>	<p>Customer Case Study: the Move to Digitize</p> <p>> Main Stage</p>
	<p>How well equipped is your organization in a post COVID new World? Benchmark Report Initial Findings - for premium access pass holders The Benchmark report is without a doubt WorldCC's most anticipated and influential piece of research. Join this exclusive session where you will gain critical insights into how organizations are adjusting and reshaping their businesses.</p> <p>A moderated conversation with report authors: Sally Guyer, Global CEO, World Commerce & Contracting Prof. Tim Cummins, President, World Commerce & Contracting</p> <p>> Session Room</p>
<p>4:25pm-4:30pm AEST 2:25pm-2:30pm HK/SGT</p>	<p>Session Switch</p>
	Please note: the sessions below are running concurrently
<p>4:30pm-5:05pm AEST 2:30pm-3:05pm HK/SGT</p>	<p>In Conversation: Delivering Social Value with Indigenous Enterprises Kia ora - New Zealand Government agencies spend approximately \$42 billion a year on a wide range of goods and services from third party suppliers and they recognize the need to deliver public value for all New Zealanders. Helmut Modlik is the CEO of Te Rūnanga o Toa Rangatira Incorporated, an enterprise that promotes inclusive economic development and job opportunities for Māori and Pasifika social enterprises</p> <p>In conversation with Bruce Everett, Helmut will draw upon history and the diversity of cultural values to create their vision for the 21st century. In</p>

	<p>alignment with WorldCC's vision, our members will hear how the Rūnanga is living some of the key principles of Relational Contracting, including building highly collaborative relationships where the parties consciously choose to make social norms and values contractually binding.</p> <p>Helmut Modlik, CEO, Te Rūnanga o Toa Rangatira Incorporated Chaired by: Bruce Everett, Regional CEO APAC, World Commerce & Contracting</p> <p>> Main Stage</p>
	<p>Inspiring Women in Commerce & Contracting In this highly interactive session, join us as we recognize and celebrate women who have made significant achievements in the field of commerce and contracting.</p> <p>Christina Demetriades, General Counsel, Europe - Global Sales and Delivery, Accenture Sharyn County, General Manager Procurement, Property, & Fleet, Jemena Jorden Lam, General Manager - Operations & Service Delivery, Hesta</p> <p>Co-chaired by: Sally Guyer, Global CEO, World Commerce & Contracting & Bernadette Bulacan, Lead Evangelist, Icertis</p> <p>> Session Room</p>
5:05pm - 5:10pm AEST 3:05PM - 3:10pm HK/SGT	<p>Session switch</p>
	<p>Please note: the sessions below are running concurrently</p>
5:10pm - 5:40pm AEST 3:10pm - 3:40pm HK/SGT	<p>Speaker Greenroom - Meet the CLM Gurus This is an opportunity to get up close to a diverse group of senior industry practitioners who have been through a CLM implementation and come out the other side. Ask the questions you want to ask, discover the pitfalls and what to avoid, tips on what to do when things go right and wrong! If you know you need to invest in CLM or are just starting to think about it, this session will provide you with honest insights you won't find anywhere else. For Premium Access Pass holders</p> <p>Hosted by: Mani Agrawal, Senior Vice President, Deloitte Legal Business Services</p> <p>> Session Room</p>
	<p>Speed Networking</p> <p>> Networking</p>

<p>5:40pm-5:45pm AEST 3:40pm-3:45pm HK/SGT</p>	<p>Session Switch</p>
<p>5:45pm-6:35pm AEST 3:45pm- 4:35pm HK/SGT</p>	<p>Vibe Summit BIG Debate</p> <p>The motion: the desire for perpetual economic growth will continue to place profit and lowest cost over planet and long-term social good.</p> <p>Arguing against the motion: Brett Nan Tie, Chief Integrity Officer & Co-Founder, Huber Social Fleur D’Souza, Director Policy (Government Procurement and Property) at Ministry of Business, Innovation and Employment, Ministry of Business, Innovation & Employment NZ Gov’t</p> <p>Arguing in favor of the motion Matthew Friedman, CEO, The Mekong Club Jacqui Archer, Chairperson, Positive Impact Commerce Foundation</p> <p>Chaired by: Rory Unsworth, Senior Lawyer, AXIS Capital</p> <p>> Main Stage</p>
<p>6:35pm AEST 4:35pm HK/SGT</p>	<p>Close</p>
<p>APAC - DAY THREE - Thursday 10 June 2021</p>	
<p>1:30pm-2:00pm AEST 11:30am- 12:00pm HK/SGT</p>	<p>Welcome Zone - Day 3</p> <p>Set your intentions right for the rest of your day by taking part in one of our mindful practice offerings. Choose the one that best suits your mood today.</p> <p>Yoga > Main Stage</p> <p>Guided Meditation > Session Room</p> <p>Stretching and Breathing Exercise > Session Room</p>
<p>2:00pm-2:45pm AEST 12:00pm- 12:45pm HK/SGT</p>	<p>Battle of the Tech</p> <p>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. Three 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:</p> <ul style="list-style-type: none"> • Sebastian Ko, Managing Director APAC, FiscalNote

	<ul style="list-style-type: none"> • Hiroyuki Inuma, Contract Executive, Contracts & Commercial Management, Microsoft Japan Co., Ltd. • Joanne Chuang, Head of APAC, Syke <p>Tech Partners:</p> <ul style="list-style-type: none"> • Jarrold Stevens, Sales & Marketing Manager, eBMS PTY LTD <p>Chaired by: Bruce Everett, Regional CEO APAC, World Commerce & Contracting</p> <p>> Session Room</p>
<p>2:45pm-3:25pm AEST 12:45pm-1:25pm HK/SGT</p>	<p>Keynote panel discussion: the challenge and reality of incomplete contracts - filling the gaps</p> <p>In 2016, Oliver Hart was awarded the Nobel Prize for Economics for his work on incomplete contracts. The importance of that work became starkly evident when the pandemic hit the world in 2020. Most contracts simply did not provide the terms or the framework to deal with such extreme uncertainty.</p> <p>The issues that the pandemic so cruelly exposed were not new. For years, practitioners and academics have been discussing the need for improved governance, for greater formality in the connection between ‘the contract’ and ‘the relationship’. In 2019, Professor Hart had proposed ‘a new type of contract’, the formal relational contract, and he will introduce this keynote panel with an explanation of those ideas. But is the world ready for contracts that contain legally binding obligations to collaborate, to work with shared honesty, integrity and transparency? Are there better ways to achieve increased collaboration between buyers and suppliers? Our panel of leading practitioners will share their views, discuss alternatives and examine the practicality of ‘filling the gaps’ in our contracts.</p> <p>Chaired by: Prof. Tim Cummins, President, World Commerce & Contracting</p> <p>Oliver Hart, Lewis P. and Linda L. Geyser University Professor, Harvard University Jason McQuillen, Partner, Head of Legal Operations & Transformation Services (LOTS), KPMG Law Australia Skye Williams, Shutdown & Rate Supply Chain Coordinator, Australia Pacific LNG Downstream, ConocoPhillips Operations Australia Pty Ltd Bruce McLennan, Director, Maritime Lifecycle Support, Maritime Systems Division, CASG, Department of Defence, Australia Christine Lithgow, Director, Christine Lithgow & Associates Pty Ltd.</p> <p>> Main Stage</p>
<p>3:25pm - 3:30pm AEST 1:25PM - 1:30pm</p>	<p>Session switch</p>

<p>HK/SGT</p>	
<p>3:30pm-4:25pm AEST 1:30pm-2:25pm HK/SGT</p>	<p>Industry Spotlight - The Power of Focus</p> <p>While we know you love to share cross-industry, we also understand the importance of holding a space together with your industry peers. Our Industry Focused Track will give you the opportunity to connect with your peers and dig deeper into specific challenges that your industry is grappling with right now.</p> <p>Tracks include:</p> <ul style="list-style-type: none"> Aerospace & Defense <ul style="list-style-type: none"> ● Jason Thacker, Vice President Commercial - Asia Pacific, Rolls-Royce Civil Aerospace ● Else Bright, Commercial Manager - Aircraft Sustainment and Training, BAE Systems Australia Oil & Gas <ul style="list-style-type: none"> ● Skye Williams, Shutdown & Rate Supply Chain Coordinator, Australia Pacific LNG Downstream, ConocoPhillips Operations Australia Pty Ltd Public Sector <ul style="list-style-type: none"> ● Grace Hamilton, Contracts Manager, Municipal Association of Victoria ● Phill Scott, CPO, Local Government Procurement P/L Engineering, Procurement & Construction <ul style="list-style-type: none"> ● Danny Chan, Contracts Manager APAC & EMEA, Scenario ● Claire Negus, Manager PC&P Work Design, Procurement Excellence, BHP IT & Consulting <ul style="list-style-type: none"> ● Paul Lanzone, Senior Vice President Enterprise Legal Services, UnitedLex Corporation Telecoms <ul style="list-style-type: none"> ● Verity White, Legal Counsel & Automation Coach, Telstra ● Helen Fields, NBN Partnerships, Commercial & Contract Management, Telstra <p>> Session Rooms</p>
<p>4:25pm-4:55pm AEST 2:25pm-2:55pm HK/SGT</p>	<p>Speed Networking & Swag Bag Time</p> <p>Following the first part of our deep dive industry tracks, this is a great opportunity to network cross-industry, exchange virtual business cards and share some of your takeaways from the previous session.</p> <p>It's also swag bag time, when sponsors will be offering prizes, special product offers and treats from their virtual swag bags. It's your chance to visit every booth, chat with them and complete your treasure hunt board to claim this year's BIG Vibe Summit prize.</p> <p>> Networking > Exhibition</p>

<p>4:55pm-5:50pm AEST 2:55pm-3:50pm HK/SGT</p>	<p>Industry Spotlight - The Power of Focus Part II</p> <p>Aerospace & Defense Pharma & Healthcare Oil & Gas Public Sector Engineering, Procurement & Construction IT & Consulting Telecoms BFSI</p> <p>> Session Rooms</p>
<p>5:50-5:55pm AEST 3:50-3:55pm HK/SGT</p>	<p>Session Switch 5 min</p>
<p>5:55pm-6:25pm AEST 3:55pm- 4:00pm HK/SGT</p>	<p>The Negotiation Room We've been gathering your top most challenging Negotiation Scenarios over the last 6 months. This is your opportunity to view those challenges played out live by some of our most seasoned negotiation experts. Premium Access Pass Holders Only.</p> <p>Hosted by: Stuart van Rij, Principal, Van Rij Law Prof. Tim Cummins, President, World Commerce & Contracting</p> <p>> Session Room</p>
<p>6:25pm-7:00pm AEST 4:25pm- 5:00pm HK/SGT</p>	<p>Winners of Leaders of the Future</p> <p>Call to Action & Farewell Join World Commerce & Contracting Global CEO Sally Guyer, Regional CEO APAC, Bruce Everett, and President, Prof Tim Cummins as we bring Vibe Summit 2021 to a close – featuring our very special guest Dr. Amy Silver, a renowned psychologist, speaker and author on the management of our emotions for high performance and wellbeing. Be inspired and walk away uplifted with a call to action.</p> <p>> Main Stage</p>
<p>6:40pm AEST 4:40pm HK/SGT</p>	<p>Close</p>