

# Vibe Summit

WorldCC's flagship virtual event

6 - 7 June 2023

Follow the sun with us or select the time zone you wish to attend.

## Day One, Part One: Overcoming Operational Overload

### Network and Discover



**APAC**  
09:30-09:40 India  
12:00-12:10 HKT  
14:00-14:10 AEST  
16:00-16:10 NZST

**Europe**  
05:00-05:10 BST  
06:00-06:10 CEST  
08:00-08:10 GST

**REMEMBER:** You can always catch the sessions on demand if the hours are unsociable.

### Welcome and What to Expect

Check out how you can make the most of your Vibe Summit 2023 experience and hear from Else Bright as we look back on everything in APAC over the last 12 months. We'll also look ahead at what's to come in the contracting world, including WorldCC's market insights and how you can make the most of them.

-  **Nikki Mackay**, Chief Development Officer, **World Commerce & Contracting**
-  **Else Bright**, ANZ Senior Director of Member Engagement, **World Commerce & Contracting**

**APAC**  
09:40-09:45 India  
12:10-12:15 HKT  
14:10-14:15 AEST  
16:10-16:15 NZST

**EMEA**  
05:10-05:15 BST  
06:10-06:15 CEST  
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### Contract Corner

At Vibe Summit 2023, we waste no time in getting to the topics that matter to you. Contract Corner is designed to give you actionable insights and skills to make your contracting practices more efficient. In two rounds of 30 mins, you will have the chance to choose which table you move on to, leaving with top tips and checklists from experts in each area. And don't worry about the one you don't manage to attend live, you can always watch on-demand!

### Q&A with Speakers

Our platform allows you to chat directly with speakers and participants, meaning you can continue the discussions from these sessions and have any burning questions answered!

 **Julian Davis**, Chief Operating Officer, **World Commerce & Contracting**

**APAC**  
09:45-10:15 India  
12:15-12:45 HKT  
14:15-14:45 AEST  
16:15-16:45 NZST

**EMEA**  
05:15-05:45 BST  
06:15-06:45 CEST  
08:15-08:45 GST

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### Round 1: Cybersecurity - The Risk That Will Break Any Contract Relationship

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.

 **Jennie Vickers**, CEO, **Zeopard Security**

 **Professor Neil Curtis**, Senior Executive - Cybersecurity Business Development, **DXC Technology**

### Round 1: Driver Training for the Ultimate CCM Road Trip

What makes a good road trip? Set your destination, pump up the tires, fill the tank, and plan the route. Whether you are on your Contract L plates or an experienced Commercial driver, it is critical to understand the basic checklists to ensure you arrive at your contract destination with plenty of time, patience and ready to focus on successful delivery. Join this session to map out your journey.

 **Mel Moore**, Commercial Director, **University of Canberra**

### Round 1: Modern and Innovative Procurement Issues and Practices

This thought-provoking session will look at the procurement challenges and practices exploring the intersection of sustainability, innovation, and corruption control. Learn about modern slavery, local preferencing, and supporting small to medium enterprises. Explore new procurement innovations, including unsolicited proposals and early contractor involvement. Discover the latest corruption control practices and ethical standards to prevent corruption in procurement.

 **Scott Alden**, Partner, **HWL Ebsworth Lawyers**



## 5-Minute Switchover

**APAC**  
10:20-10:50 India  
12:50-13:20 HKT  
14:50-15:20 AEST

### Round 2: Cybersecurity - The Risk That Will Break Any Contract Relationship

### Round 2: Driver Training for the Ultimate CCM Road Trip

### Round 2: Modern and Innovative Procurement Issues and Practices

16:50-17:20 NZST

EMEA  
05:50-06:20 BST  
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08:50-09:20 GST

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## 10-Minute Break

Close your eyes, relax your shoulders, and take three deep breaths - in through the nose and out through the mouth

APAC  
11:00-11:30 India  
13:30-14:00 HKT  
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EMEA  
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## Contract Corner

### Round 1: Negotiating Indemnity Provisions

There's a lot that happens with indemnification provisions between the original template and final negotiated version. The challenge for negotiators is what parts of the indemnification are ok to change and what parts aren't. They have to decide when to concede

### Round 1: Power Imbalance in Negotiations - Strategies for Success

What do you do when the other side holds all the cards? What strategies make a difference? How can you tip the scales in your favor? Perceptions of power can play a significant role in how we negotiate, for better or for worse. In this session, we will dive into

### Round 1: The Value of Outcome Focused Negotiation Principles

Negotiations often stall as parties are looking at solutions from an individual value rather than enterprise value. Establishing a common purpose enables negotiation teams to focus on the outcome rather than individual issues. This session presents a case

on each concept and when they shouldn't. It all comes down to understanding the different parts of the indemnification provisions. and why we make concessions on some points and hold fast to others.


Join Laura Frederick, a former Big Law and Tesla attorney who founded the practical contract training company How to Contract, to understand how to decide what to negotiate when. Laura will also share her insights and advice for reaching agreement with the other side on indemnification language that works for both parties.

 **Laura Frederick**, Attorney and Founder, **How to Contract**

the dynamics of power imbalance in negotiations and discover practical strategies to help us perform at our best.

 **Stu van Rij**, Influencing and Negotiation Coach

study that demonstrates how the use of agreed outcome principles enabled the negotiation teams to grow the solution space to increase value for both parties. With over two decades of leading complex negotiations David provides an operational lens to the art of negotiations.

 **David Brading**, Head of Commercial - Aerospace, **BAE Systems Australia**

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### Round 2: Negotiating Indemnity Provisions

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## Grand Opening Keynote Address: 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 Vibe Summit which will set you up.

- 🕒 **Tim Cummins**, President, **World Commerce & Contracting**
- 🕒 **Sally Guyer**, Global CEO, **World Commerce & Contracting**

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### Contract Corner

#### Round 1: From Confusion to Wildly Creative Clarity!

Discover the top tips and tools to kickstart your contract redesign process and break free from the confines of the legal department. In this session, we'll explore how to integrate consulting, branding, and other key principles to create impactful contracts. Learn practical strategies to streamline language, incorporate branding elements, and leverage technology for improved efficiency. Join us to harness the full potential of your contracts for enhanced success.

🕒 **Verity White**, Founder, **Checklist Legal**

🕒 **Jacqueline Horani**, Legal Rebel & Contracts Designer, **Legally Unconventional**

#### Round 1: Predictably vs Unpredictable - Using Agile Contracting to Manage Uncertainty

2022 highlighted the importance of our commercial arrangements to be both resilient and adaptable, creating value by focusing on the relationship rather than the contract term and price. One approach to deliver this is through agile contracting. This presentation will explore the drivers, key success factors, and pitfalls associated with considering an agile contracting approach.

🕒 **Dr Andrew Jacopino**, Principal Adviser, **Ngamuru Advisory**

#### Round 1: Relational Contracting - Aims, Focus and Lessons Learned / Truisms

Find out 'the why', 'the aims', 'the focus' and 'the lessons learned / truisms' that were exposed with the Australian Defence's adoption of Relational Contracting within their Ship Repair and Maintenance Reform program; a major transformation initiative to provide both Industry and Navy with greater predictability, certainty and stability in the repair and maintenance of the Navy's major fleet units. The session emphasizes the dominance of commercial motivations - to stand any chance of program success, the motivations generated by the contractual framework and the requirements of the business relationship have to align.

🕒 **Dr Bruce McLennan**, Director - Maritime Lifecycle Support, Maritime Systems Division, **Department of Defence**

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### Round 2: From Confusion to Wildly Creative Clarity!

Discover the top tips and tools to kickstart your contract redesign process and break free from the confines of the legal department. In this session, we'll explore how to integrate consulting, branding, and other key principles to create impactful contracts. Learn practical strategies to streamline language, incorporate branding elements, and leverage technology for improved efficiency. Join us to harness the full potential of your contracts for enhanced success.

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## Mindfulness: A New Horizon for Contracting Professionals?

When we hear about mindfulness we think of Zen and a general sense of wellbeing, but it does not fully show us mindfulness in its essence and its potential. It's a way to be more lucid, clear and focused, a tool to be more creative, a strategy to feel better and be more attentive to our emotions and those of our clients. Despite scepticism from professionals, mindfulness has entered the legal field from the front door. The pandemic, the rising burnout rate, and the constant load of stress on legal and contracting professionals are highlighting our need to seriously intervene on our emotional balance. Join Legal Innovator and visiting researcher at Harvard Law School, Marco Imperiale, as he explores the enormous potential of mindfulness for contracting professionals, with practical takeaways, moving from awareness to action.

- 🕒 **Marco Imperiale**, Legal Innovator; Visiting Researcher, **Harvard Law School**
- 🕒 Chaired by **Sally Guyer**, Global CEO, **World Commerce & Contracting**

## 5-Minute Switchover

APAC  
14:25-14:50 India  
16:55-17:0 HKT  
18:55-19:20 AEST  
20:55-21:20 NZST

EMEA  
09:55-10:20 BST  
10:55-11:20 CEST  
12:55-13:20 GST

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## Regearing Your Mind for Strategic Value

In this final session for Day One - Part One, we will discuss how to shift mindsets to a more positive way of thinking, moving away from preventism to deliver strategic value for your business.

- 🕒 **Elizabeth de Stadler**, Founding Director, **Novation Consulting (Pty) Ltd.**
- 🕒 **Tim Cummins**, President, **World Commerce & Contracting**
- 🕒 **Sally Guyer**, Global CEO, **World Commerce & Contracting**



# Tuesday June, 6



## End of Day One, Part One

That's a lot of content already! Take a breath to recap and visit our exhibition area

## Day One, Part Two: Overcoming Operational Overload



### Network and Discover

#### Americas

06:00-06:10 PDT

08:00-08:10 CDT

09:00-09:10 EDT

#### EMEA

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### Welcome and What to Expect

Check out how you can make the most of your Vibe Summit 2023 experience and take a look back on everything over the last 12 months. We'll also look ahead at what's to come in the contracting world including WorldCC's market insights and how you can make the most of them.



**Nikki Mackay**, Chief Development Officer, **World Commerce & Contracting**

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06:10-06:15 PDT

08:10-08:15 CDT

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### Contract Corner

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### Q&A with Speakers

Our platform allows you to chat directly with speakers and participants meaning you can continue the discussions from these sessions and have any burning questions answered!

 **Julian Davis**, Chief Operating Officer, **World Commerce & Contracting**

**Americas**  
06:15-06:45 PDT  
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**Round 1: Building Blocks of a SaaS Agreement**

In this session we will be exploring real world examples of what the key terms are in SaaS agreements (and what terms don't belong) by looking at how a leading tech company thinks about the contractual elements in their own buy-side and sell-side SaaS agreements. You will not only learn the rationale behind each concept, but come away with a practical checklist that should allow you to analyze and negotiate with confidence and a deeper understanding of how SaaS really works.

-  **Derek Schueren**, CEO & Co-Founder, **akorda**
-  **Laurie Ehrlich**, Chief Commercial Counsel, **Datadog**
-  **Vincent Denoyelle**, Partner, **Eversheds Sutherland LLP**

**Round 1: Fundamentals of CCM**


At WorldCC, we believe that contracts are the lifeblood of business. Our research shows that, in the average corporation, 26% of the workforce is engaged in contract management, so grasping even the fundamentals of Contract and Commercial Management (CCM) is essential to protect against value erosion. In this 30-minute session, join experienced practitioner Paul Branch, Executive in Residence at WorldCC, to experience the most common pitfalls associated with contract management - and learn how to avoid them.

-  **Paul Branch**, Executive in Residence, **World Commerce & Contracting**

**Round 1: How to Say 'No' to the Status Quo**

Show internal stakeholders the value of procurement and change the perception of procurement within your organization.

Procurement has been trying to get a seat at the table for decades, but the truth is that procurement is the table. We are the value - we just need to improve how we show and prove that value to internal stakeholders. Without a budget, resources, and time to strategize - many procurement teams are struggling against burnout. We will outline key steps that you can take to continue to move the needle and drive value within your organization - how to create C-level engagement opportunities and how to focus on quick wins that align with leadership's goals. Sharing stories of procurement professionals that owned their role and expertise; seizing every opportunity to communicate their value and how that changed the perception of the function within their organization.

-  **Katie McEwen**, Founder and CEO **The Procurement Girl**

## 5-Minute Switchover

**Americas**  
06:50-07:20 PDT  
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14:50-15:20 BST  
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### Round 2: Building Blocks of a SaaS Agreement

In this session we will be exploring real world examples of what the key terms are in SaaS agreements (and what terms don't belong) by looking at how a leading tech company thinks about the contractual elements in their own buy-side and sell-side SaaS agreements. You will not only learn the rationale behind each concept, but come away with a practical checklist that should allow you to analyze and negotiate with confidence and a deeper understanding of how SaaS really works.

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-  **Katie McEwen**, Founder and CEO **The Procurement Girl**



**10-Minute Break**

Give your brain a break. Place your arms over your head, stretch the torso. Wiggle your hips and roll your neck and shoulders three times clockwise and then anti-clockwise.

Americas  
07:30-08:00 PDT  
09:30-10:00 CDT  
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**Contract Corner**

**Round 1: Contract Negotiation & Redlining**

78% of contracts professionals learn how to redline contracts on the job meaning we each redline slightly differently, creating problems and lots of frustration. In this session, Nada Alnajafi will present a uniform, efficient, and more enjoyable redlining process that will help you drive contract negotiations forward, close contracts sooner, and reduce risk to your organization.

 **Nada Alnajafi**, Author of Contract Redlining Etiquette and Founder, **Contract Nerds**

**Round 1: Negotiating Indemnity Provisions**

There's a lot that happens with indemnification provisions between the original template and final negotiated version. The challenge for negotiators is what parts of the indemnification are ok to change and what parts aren't. They have to decide when to concede on each concept and when they shouldn't. It all comes down to understanding the different parts of the indemnification provisions. and why we make concessions on some points and hold fast to others.

Join Laura Frederick, a former Big Law and Tesla attorney who founded the practical contract training company How to Contract, to understand how to decide what to negotiate when. Laura will also share her insights and advice for reaching agreement with the other side on indemnification language that works for both parties.

**Round 1: Unlocking the Potential - ChatGPT in Contract Management**

Discover the potential of ChatGPT prompts in this highly interactive session! Our expert panelists will share their favorite prompts for contract lifecycle management, covering everything from drafting agreements to optimizing contract portfolios. Learn about the fundamental limitations and how to take full advantage of Large Language Models through the use of training sets, pre-and post-processing systems, and plugins.

Be part of the conversation and take your contract management strategies to the next level by sharing your own prompts.

-  **Sally Guyer**, Global CEO, **World Commerce & Contracting**
-  **Paul Branch**, Executive in Residence, **World Commerce & Contracting**

 **Laura Frederick**, Attorney and Founder, **How to Contract**

 **Russ Edelman**, President & CEO, **Contracts365**

 **Kingsley Martin**, Founder, **KMStandards LLC**

## 5-Minute Switchover

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### Round 2: Unlocking the Potential - ChatGPT in Contract Management

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.

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.

World renowned Negotiation Expert Keld Jensen and WorldCC President Tim Cummins will provide commentary and lessons in this fascinating experiment of human versus machine.

 **Tim Cummins**, President, **World Commerce & Contracting**

 **Keld Jensen**, Negotiation Expert

 **Laura Frederick**, Attorney and Founder, **How to Contract**

## 5-Minute Switchover



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### Contract Corner

#### Round 1: Agile Contracts - How to Design for Collaboration

Contracts for agile work remain difficult

#### Round 1: Revolutionizing Contract Design: Exploring the Potential of AI

For legal teams, contracts are needed to record rights and responsibilities,

#### Round 1: Standardizing and Automating Your Statement of Work

The digitization of work is revolutionizing the contract lifecycle.



20:05-20:35 GST

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- how can parties shake hands when the scope of work is supposed to evolve during execution? In his entertaining talk, Stijn Follet argues that agile work cannot live up to its promise if trust and collaboration are missing - and that the design of the contract is often where it starts to go wrong. As an Enterprise Agile Coach with specific attention for contracts and procurement, Stijn has been involved in multiple contractual designs with some of the largest organizations of the world. He comes with fresh ideas on how to design a contract for collaborative behavior.

 **Stijn Follet**, Global Agile Leader, Capgemini

manage risk, and provide protection in the event of a dispute. Business professionals want contracts that provide a framework for successful business outcomes and relationships. They value easy-to-use operational guidance. How do we balance and achieve these valuable objectives? This session shows how you can use plain language, layering and other patterns to combine proactive legal thinking with AI-powered writing tools to produce contracts that are both legally and operationally functional.

 **Helena Haapio**, Contract Strategist, Lexpert Ltd

With the latest software supporting drafting, writing, and standardization, organizations can streamline their processes, save time, and increase efficiency. In this presentation, Jamie Gannaway will provide valuable tips on how to standardize Statements of Work, and how automation can speed up the time to signature, taking you from operational overload to strategic value. Discover the power of analyzing data with automated Statement of Work systems to gain actionable insights and learn how pre- and post-signature data can add value to your organization's Statements of Work.

 **Jamie Gannaway**, Co-Founder and Chief Product Officer, Deployed

## 5-Minute Switchover

**Americas**  
09:40-10:10 PDT  
11:40-12:10 CDT  
12:40-13:10 EDT

**EMEA**  
17:40-18:10 BST  
18:40-19:10 CEST  
20:40-21:10 GST

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### Round 2: Agile Contracts - How to Design for Collaboration

Contracts for agile work remain difficult - how can parties shake hands when the scope of work is supposed to evolve during execution? In his entertaining talk, Stijn Follet argues that agile work cannot live up to its promise if trust and collaboration are missing - and that the design of the contract is often where it starts to go

### Round 2: Revolutionizing Contract Design - Exploring the Potential of AI

For legal teams, contracts are needed to record rights and responsibilities, manage risk, and provide protection in the event of a dispute. Business professionals want contracts that provide a framework for successful business outcomes and relationships. They value easy-to-use operational

### Round 2: Standardizing and Automating Your Statement of Work

The digitization of work is revolutionizing the contract lifecycle. With the latest software supporting drafting, writing, and standardization, organizations can streamline their processes, save time, and increase efficiency. In this presentation, Jamie Gannaway will provide valuable tips on how to standardize Statements of

wrong. As an Enterprise Agile Coach with specific attention for contracts and procurement, Stijn has been involved in multiple contractual designs with some of the largest organizations of the world. He comes with fresh ideas on how to design a contract for collaborative behavior.

 **Stijn Follet**, Global Agile Leader, Capgemini

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 **Helena Haapio**, Contract Strategist, Lexpert Ltd

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 **Jamie Gannaway**, Co-Founder and Chief Product Officer, Deployed

## 5-Minute Switchover

### Americas

10:15-10:50 PDT  
12:15-12:50 CDT  
13:15-13:50 EDT



### EMEA

18:15-18:50 BST  
19:15-19:50 CEST  
21:15-21:50 GST

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## Mindfulness: A New Horizon for Contracting Professionals?

When we hear about mindfulness we think of Zen and a general sense of wellbeing, but it does not fully show us mindfulness in its essence and its potential. It's a way to be more lucid, clear and focused, a tool to be more creative, a strategy to feel better and be more attentive to our emotions and those of our clients. Despite scepticism from professionals, mindfulness has entered the legal field from the front door. The pandemic, the rising burnout rate, and the constant load of stress on legal and contracting professionals are highlighting our need to seriously intervene on our emotional balance. Join Legal Innovator and visiting researcher at Harvard Law School, Marco Imperiale, as he explores the enormous potential of mindfulness for contracting professionals, with practical takeaways, moving from awareness to action.

 **Marco Imperiale**, Legal Innovator; Visiting Researcher, Harvard Law School  
 Chaired by **Sally Guyer**, Global CEO, World Commerce & Contracting



## 5-Minute Switchover

### Americas

10:55-11:20 PDT

12:55-13:20 CDT

13:55-14:20 EDT

### EMEA

18:55-19:20 BST


19:55-20:20 CEST

21:55-22:20 GST

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## Regearing Your Mind for Strategic Value

In this final session for Day One - Part Two, we will discuss how to shift mindsets to a more positive way of thinking, moving away from preventism to deliver strategic value for your business.

-  **Tim Cummins**, President, **World Commerce & Contracting**
-  **Sally Guyer**, Global CEO, **World Commerce & Contracting**
-  **Roy Anderson**, CPO and Supply Chain Evangelist



## End of Day One, Part Two

Have you visited the WorldCC booth yet? Come and chat with us, get answers to your questions and check out our resources.

## Day Two, Part One: Delivering Strategic Value



### Network and Discover

#### APAC

09:30-10:30 India  
12:00-13:00 HKT  
14:00-15:00 AEST  
16:00-17:00 NZST

#### EMEA

05:00-06:00 BST  
06:00-07:00 CEST  
08:00-09:00 GST

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### Speed Tech Demo

Can technology help reduce workload so businesses can focus on value? We'll hear from the latest and greatest technologies as they pitch to us how their technology can deliver operational value.

#### Business Gurus

- © **Lois Lin**, Chief Legal Officer, **Wiwynn Corporation**
- © **Dominic Targett**, Head of Vendor and Contract Management, Group Technology, **AIA**
- © **Paul Lanzone**, Executive Vice President – Enterprise Legal Services, **UnitedLex Corporation**

#### Contract Tech Gurus

- © **Michael Gormley**, Sales Department Manager, **CobbleStone Software**
- © **Vikram Chakrabarty**, Principal Sales Engineer, **Conga**
- © **Portt**
- © Chaired by **Matt Tizzard**, Director of Strategic Alliance, **World Commerce & Contracting**

## 5-Minute Switchover



APAC  
10:35-11:00 India  
13:05-13:30 HKT  
15:05-15:30 AEST  
17:05-17:30 NZST

EMEA  
06:05-06:30 BST  
07:05-07:30 CEST  
09:05-09:30 GST

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### Fireside Chat: Learn to Drive Decisions Through Better Communication

Many professionals believe that effective negotiators have lots of data, yet experience tells us that the driver of decisions is through better communication and building a shared vision with a counterparty. Our communications expert will help you understand common flaws in communication that hold us back from reaching better business outcomes faster.

-  **Rob Halsall**, Managing Director - Leadership & Business Coach, Expert Facilitator & Performance Consultant, **The Executive Athlete**
-  Moderated by **Sally Guyer**, Global CEO, **World Commerce & Contracting**

## 5-Minute Switchover




APAC  
11:05-11:45 India  
13:35-14:15 HKT  
15:35-16:15 AEST  
17:35-18:15 NZST

EMEA  
06:35-07:15 BST  
07:35-08:15 CEST  
09:35-10:15 GST

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### Keynote Panel Discussion: Unlocking the Power of Market Intelligence

It's time to focus on areas where our community typically spends too little time: one of those is market intelligence. Our panel of executives will give real examples of how they utilize market insights to speed decisions, generate value, gain more influence and operate at a more strategic level in delivering change.

-  **Jo Carvey**, Senior Commercial Manager, Ministry of Education of New Zealand
-  **Laura Spikula**, Head of Supply Chain, **TasNetworks**
-  **Sharyn County**, General Manager – Procurement, Property and Fleet, **Jemena**

Moderated by **Tim Cummins**, President, **World Commerce & Contracting**



## 10-Minute Break

Stay hydrated by having a glass of water before your coffee and take a few minutes to walk around the room

**APAC**  
11:55-12:35 India  
14:25-15:05 HKT  
16:25-17:05 AEST  
18:25-19:05 NZST

**EMEA**  
07:25-08:05 BST  
08:25-09:05 CEST  
10:25-11:05 GST

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## The Power of Diversity, Equity, and Inclusion in Organizations - Maximizing ROI

Diversity, equity, and inclusion (DEI) are no longer just buzzwords in today's corporate world. They have become critical components of organizational success, with businesses recognizing the benefits of having a diverse and inclusive workforce. In this event, we will explore the ROI of DEI initiatives and how they can impact your organization's bottom line.

We'll examine the latest research on DEI practices and how they can improve employee engagement, increase innovation, and drive revenue growth. You'll hear from experts on how to build and sustain a diverse and inclusive culture and the importance of measuring progress towards DEI goals.

- Moderated by **Aparna Pathak**, Diversity and Inclusion Head, **Novartis**
- Moderated by **Courtenay Hurt-Suwan**, Manager, **Uptempo**
- Moderated by **Sally Goldner**, Diversity Trans-Relator Educator Life Coach Speaker
- Moderated by **Barry Hooper**, Chief Commercial Officer, **Ministry of Justice**



## 5-Minute Switchover

APAC  
12:40-13:10 India  
15:10-15:40 HKT  
17:10-17:40 AEST  
19:10-19:40 NZST

EMEA  
08:10-08:40 BST  
09:10-09:40 CEST  
11:10-11:40 GST

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## Enhanced Legal Operations with CobbleStone's Contract Lifecycle Management Software

Discover how user-friendly contract management software can effectively assist your organization with managing contracts and committals - including organizing your contracts in a searchable database, receiving email and calendar alerts for key dates, tracking financials, improving cycle times with automated workflows, electronic signature processing, authoring contracts from pre-approved templates and clauses, extracting data with IntelliXtract AI, running advanced reports, and much more.

In this session, you will hear from contracting professionals who use CobbleStone Contract Insight contract management software to optimize their organization's contract processes – providing them better governance over their organization's contracts.

- 🕒 **Joshua Hansen**, Senior Content Marketing Strategist, **CobbleStone Software**
- 🕒 **Shavonda Thrower**, Business Relationship Manager, **KVC Health Systems**
- 🕒 **Ron Fallatt**, IP Manager, **DAK Americas**
- 🕒 **Nash Devita**, Database Manager, **Iridium Satellite**

APAC  
13:10-13:40 India  
15:40-16:10 HKT  
17:40-18:10 AEST  
19:40-20:10 NZST

EMEA  
08:40-09:10 BST  
09:40-10:10 CEST  
11:40-12:10 GST

REMEMBER: You can always

## Insights Unveiled - ChatGPT in Contract Management

Discover the potential of ChatGPT prompts in contract management, from drafting agreements to optimizing portfolios. Explore the captivating human-machine negotiation experiment and gain valuable insights to elevate your strategies with cutting-edge AI technology.

- 🕒 **Tim Cummins**, President, **World Commerce & Contracting**
- 🕒 **Sally Guyer**, Global CEO, **World Commerce & Contracting**

catch the sessions on demand  
if the hours are unsociable.

## 5-Minute Switchover

**APAC**  
13:45-13:50 India  
16:15-16:20 HKT  
18:15-18:20 AEST  
20:15-20:20 NZST

**EMEA**  
09:15-09:20 BST  
10:15-10:20 CEST  
12:15-12:20 GST

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if the hours are unsociable.

### Communication Skills & Negotiation

Gain confidence, influence, and reach decisions faster every time you communicate.

 **Julian Davis**, Chief Operating Officer, **World Commerce & Contracting**

**APAC**  
13:50-14:20 India  
16:20-16:50 HKT  
18:20-18:50 AEST  
20:20-20:50 NZST

**EMEA**  
09:20-09:50 BST  
10:20-10:50 CEST  
12:20-12:50 GST

**REMEMBER:** You can always  
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if the hours are unsociable.

### Round 1: Less Stress, More Success - How to Get Your Message Across When Speaking in Public

Speaking in public can be scary. If you find yourself getting anxious when you need to present a business case, or your thoughts and ideas to the Board, a client or your colleagues, this session is for you.

As with so many activities that have the potential to create stress, preparation is the key to successful public speaking. In this Contract Corner session, we'll be looking at what you can do to ensure you're

### Round 1: On-Camera Presence

Capture the magic of you in a room and bring it to life on camera, on cue.

You've spent years mastering your negotiation skills in the boardroom, now is the time to bring that energy, that power and that presence to life through the video lens and take your online communication to the next level.

Video is the most prolific and powerful communication channel of our time. Now more than ever, how we show up

### Round 1: The Value in Staying Quiet in Negotiation

Can you get what you want from being silent? According to WorldCC's expert in residence, not everything that is said in the course of a negotiation requires a response or comment. Join us as our speaker discloses his thoughts behind this comment and reveals top tips around the art of being silent.

 **Keld Jensen**, Negotiation Expert



ready to deliver, and how you can effectively influence and persuade your audience. Gain practical, actionable tips, these 30 minutes might be your best investment of the year.

 **Tiffany Kemp**, CEO and Founder, **Devant Limited**

in video is how we are seen in the world. Harness your negotiation superpowers in video by understanding how to think like a director and lead your audience.

When you know how to master your on-camera presence, you can become as influential in online meetings and negotiations as you are face-to-face.

 **Mo Macrae**, Film Director and On-Camera Presence Coach

## 5-Minute Switchover

**APAC**  
14:25-14:55 India  
16:55-17:25 HKT  
18:55-19:25 AEST  
20:55-21:25 NZST

**EMEA**  
09:55-10:25 BST  
10:55-11:25 CEST  
12:55-13:25 GST

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### Round 2: Less Stress, More Success - How to Get Your Message Across When Speaking in Public

Speaking in public can be scary. If you find yourself getting anxious when you need to present a business case, or your thoughts and ideas to the Board, a client or your colleagues, this session is for you.

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APAC  
14:55-15:05 India  
17:25-17:35 HKT  
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21:25-21:35 NZST

EMEA  
10:25-10:35 BST  
11:25-11:35 CEST  
13:25-13:35 GST

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## Closing Remarks

 **Tim Cummins**, President, **World Commerce & Contracting**  
 **Sally Guyer**, Global CEO, **World Commerce & Contracting**



## End of Day Two, Part One

Fancy making some new connections? Check out who's attending and start a conversation

# Day Two, Part Two: Delivering Strategic Value

## Network and Discover

Americas  
06:00-07:00 PDT  
08:00-09:00 CDT  
09:00-10:00 EDT

EMEA  
14:00-15:00 BST  
15:00-16:00 CEST  
17:00-18:00 GST

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### Speed Tech Demo

Can technology help reduce workload so businesses can focus on value? We'll hear from the latest and greatest technologies as they pitch to us how their technology can deliver operational value.

### Business Gurus

-  **Khushbu Solanki**, Legal Compliance Manager, **Pharming Healthcare Inc.**
-  **Alex Herrity**, Director - Legal Counsel, **adidas**
-  **Shawn Green**, Manager - Global Services & Technology, **ConocoPhillips**

### Contract Tech Gurus

-  **Nils-Erik Jansson**, Founder & CEO, **Precisely**
-  **Russ Edelman**, President & CEO, **Contracts365**
-  **Michael Gormley**, Sales Department Manager, **CobbleStone Software**
-  Chaired by **Matt Tizzard**, Director of Strategic Alliance, **World Commerce & Contracting**

## 5-Minute Switchover

Americas  
07:05-07:30 PDT  
09:05-09:30 CDT  
10:05-10:30 EDT

EMEA  
15:05-15:30 BST  
16:05-16:30 CEST  
18:05-18:30 GST

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## Fireside Chat: Create an Impact and Get Results with Effective Business Communication

Professionals often believe that skilled negotiators generate results. Such a premise is true. Yet, experience tells us that a critical driver of business success is using effective communication to move hearts, persuade people, and win advocates for your cause. Our multi-award-winning communications expert, Lucille Ossai, helps leaders all around the world amplify their communication skills to increase their influence, excel in their careers, and boost business results. In this fascinating fireside chat, Lucille will help you understand common communication flaws to avoid. She will also provide fool proof strategies you can use to get the business outcomes you deserve.

 **Lucille Ossai**, Award-Winning Communications Expert and Bestselling Author of 'Influence & Thrive'

 Moderated by **Sally Guyer**, Global CEO, **World Commerce & Contracting**

## 5-Minute Switchover

Americas  
07:35-08:15 PDT  
09:35-10:15 CDT  
10:35-11:15 EDT

EMEA  
15:35-16:15 BST  
16:35-17:15 CEST  
18:35-19:15 GST

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## Keynote Panel Discussion: Unlocking the Power of Market Intelligence

It's time to focus on areas where our community typically spends too little time: one of those is market intelligence. Our panel of executives will give real examples of how they utilize market insights to speed decisions, generate value, gain more influence and operate at a more strategic level in delivering change.

 **Bernadette Bulacan**, Chief Evangelist, **Icertis**

 **Ian Radford**, Director, Supplier Relationship Management, **Novartis**

- Victoria Cope, Commercial Director - Defence Digital, **UK Ministry of Defence**
- Moderated by **Tim Cummins**, President, **World Commerce & Contracting**



## 10-Minute Break

Hit the play button to hear a song that uplifts your mood and positively energizes you

Americas  
08:25-09:05 PDT  
10:25-11:05 CDT  
11:25-12:05 EDT

EMEA  
16:25-17:05 BST  
17:25-18:05 CEST  
19:25-20:05 GST

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## Innovation & Excellence: The Winners' Stories

In this dynamic session, our 2022 Innovation and Excellence awards' winners will provide a snapshot of the process they went through to become a winner. They will each run through what initiative they led, what they achieved and what their greatest obstacle was.

- Paul Davies, Supplier Relationship Management Lead, **Buckinghamshire Council**
- Dorra Harrar, Founder, **Legal D**
- Moderated by **Sally Guyer**, Global CEO, **World Commerce & Contracting**



## 5-Minute Switchover

Americas  
09:10-09:40 PDT  
11:10-11:40 CDT  
12:10-12:40 EDT

EMEA  
17:10-17:40 BST  
18:10-18:40 CEST  
20:10-20:40 GST



## Building Resilient Supply Chains through Contract Management Excellence at OU Health

In today's uncertain economic climate, supply chain risks can pose a significant threat to organizations. Procurement teams must be in lock-step with their suppliers and stakeholders to understand potential impacts to operations, and proactively manage risk by developing contingency plans. Only by automating

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and connecting contract management across the business can organizations maximize the value of supplier relationships while fortifying their supply base and ensuring business continuity.

Join OU Health to learn how they've tackled these challenges and transformed their sourcing processes to improve collaboration, proactively respond to changing business requirements, and gain savings.

-  **Austin Phillips**, Specialized Account Executive - Strategic Sourcing, **Workday**
-  **Glena Brauer**, Administrative Director of Category Management and Value Analysis, **OU Health**

Americas  
09:40-10:10 PDT  
11:40-12:10 CDT  
12:40-13:10 EDT

EMEA  
17:40-18:10 BST  
18:40-19:10 CEST  
20:40-21:10 GST

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## Unlock Value from your Contract Review Project: Finding Success Beyond the Data

Companies complete Contract Review projects to answer questions they have about their contracts. There are great AI tools to help. Unfortunately, these projects often end with a Company having little more than a repository to store their contracts in, and basic information to help them find a contract (e.g., show me all contracts with a specific counterparty).

Through real world case studies and use cases, this panel will explore practical ways to unlock value from your Contract Review Project, including examples of Contract Data to create for different use cases; how to combine contract data with other enterprise data to unearth new insights; and enabling proactive Contract Lifecycle Management (CLM) leveraging Contract Data.

## The Practicalities of GPT for Contract Management

This engaging session will combine both conversation and demonstration jointly presented by Russ and Ben. They will discuss how Contracts 365 and Microsoft originally partnered to bring Azure Form Recognizer capabilities to contract management but have pivoted and advanced the concept with GPT. They will demonstrate OpenAI's GPT 4 and how it can support key contracting functions such as Automated Data Extraction. Other focus areas will include Obligation Extraction and Automated Contract Summarization. Ben will share Microsoft's GPT vision and how, for example, it's delivering highly accurate and rapid metadata extraction from documents and how it will enable a new level of search and reporting on your contract data.

- Chase D'Agostino, Managing Director, Contract Solutions, FTI Consulting
- Rohit Gulati, Managing Director - Legal Operations, FTI Consulting
- Dori Milner, Director - Contract Solutions, FTI Consulting

- Russ Edelman, President & CEO, Contracts365
- Ben Tezcan, Principal Program Manager, Microsoft

5-Minute Switchover

Americas  
10:15-10:20 PDT  
12:15-12:20 CDT  
13:15-13:20 EDT

EMEA  
18:15-18:20 BST  
19:15-19:20 CEST  
21:15-21:20 GST

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Communication Skills & Negotiation

Gain confidence, influence, and reach decisions faster every time you communicate.

- Julian Davis, Chief Operating Officer, World Commerce & Contracting

Americas  
10:20-10:50 PDT  
12:20-12:50 CDT  
13:20-13:50 EDT

EMEA  
18:20-18:50 BST  
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21:20-21:50 GST

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Round 1: Mastering the Art of Public Speaking - From Storytelling to Media Interviews

Whether you are presenting a proposal or negotiating a deal, public speaking is a crucial skill for success in various situations. It allows you to communicate clearly, capture your audience's attention, and establish credibility and authority.

Round 1: Nonverbal Cues in Negotiation - Why the Mystery?

Do you remember the last time you missed a clarifying message, a partner's mood or attitude in a negotiation? We all have done it. Recognizing and missing nonverbal cues happens to us every day. With 70% of communication (including cross

Round 1: The Value in Staying Quiet in Negotiation

Can you get what you want from being silent? According to WorldCC's expert in residence, not everything that is said in the course of a negotiation requires a response or comment. Join us as our speaker discloses his thoughts behind

In this session, Award-Winning Personal Brand Expert, Dr Tru Powell, will teach you the essential skills you need to become a successful public speaker. You'll learn storytelling fundamentals, presentation design, delivery techniques that will help you stand out from the competition, and how to speak confidently in the media.

 **Dr Tru Powell**, Award-Winning Personal Brand Expert

cultures) being nonverbal, negotiators need to prepare for nonverbal cues.

Join us for a session to explore what nonverbal cues are a rich source of information about meaning, emotion, and relational status; why nonverbal cues include not only facial expression and tone, but also body language and eye contact; how cultural differences impact nonverbal communication; what practices to do to increase personal skills as a negotiator.

 **Dr Karen Walch**, Educator, Author and Executive Coach

this comment and reveals top tips around the art of being silent.

 **Keld Jensen**, Negotiation Expert

## 5-Minute Switchover

**Americas**  
10:55-11:25 PDT  
12:55-13:25 CDT  
13:55-14:25 EDT

**EMEA**  
18:55-19:25 BST  
19:55-20:25 CEST  
21:55-22:25 GST

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### Round 2: Mastering the Art of Public Speaking - From Storytelling to Media Interviews

Whether you are presenting a proposal or negotiating a deal, public speaking is a crucial skill for success in various situations. It allows you to communicate clearly, capture your audience's attention, and establish credibility and authority.

In this session, Award-Winning Personal Brand Expert, Dr Tru Powell, will teach you the essential skills you need to become a successful public

### Round 2: Nonverbal Cues in Negotiation - Why the Mystery?

Do you remember the last time you missed a clarifying message, a partner's mood or attitude in a negotiation? We all have done it. Recognizing and missing nonverbal cues happens to us every day. With 70% of communication (including cross cultures) being nonverbal, negotiators need to prepare for nonverbal cues.

Join us for a session to explore what nonverbal cues are a rich source of

### Round 2: The Value in Staying Quiet in Negotiation

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 **Keld Jensen**, Negotiation Expert



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 **Dr Karen Walch**, Educator, Author and Executive Coach

#### Americas

11:25-11:35 PDT

13:25-13:35 CDT

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19:25-19:35 BST

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## Closing Remarks

 **Tim Cummins**, President, **World Commerce & Contracting**

 **Sally Guyer**, Global CEO, **World Commerce & Contracting**



## End of Day Two, Part Two

We have come to the end of the road, but we won't leave you there! Join us on the Community Platform – share your thoughts, best experiences, or even a doodle or two.