

European Roadshow – Helsinki, Finland

June 14 | 2023

Hosted by Wärtsilä

From operational overload to strategic value

Wednesday June 14	
08:30-09:00	Registration & refreshments
09:00 – 09:05	Welcome Sally Guyer , Global CEO, World Commerce & Contracting Sinikka Ilveskoski , Vice President, Legal & Compliance, Wärtsilä Marine
09:05-09:35	Opening 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. Sally Guyer , Global CEO, World Commerce & Contracting Tim Cummins , President, World Commerce & Contracting
09:35-10:10	Keynote Panel Discussion: Collaboration Across Stakeholders to Achieve Sustainability Goals Given the pandemic and global uncertainty, the reputational environment, and risk with supply chain disruption, if we are going to realize sustainability goals it will take a cohesive approach between legal, finance, commercial and procurement. This panel will bring industry and academia together to uncover how they can collaborate best. Sinikka Ilveskoski , Vice President, Legal & Compliance, Wärtsilä Marine Anna Hurmerinta-Haanpää , University Lecturer, University of Lapland Mira Korhonen-Low , Head of Category, Group Procurement, Veikkaus Oy Pertti Kaasalainen , Strategic Purchaser, Wärtsilä Marine Chaired by Sally Guyer , Global CEO, World Commerce & Contracting
10:10-10:40	Panel Discussion: Contract Design Cases from Finland Clearer and simpler contracts can improve your business relationships, reduce risks, and deliver outcomes more efficiently. We want to challenge the ongoing perception that contracts are purely 'legal' documents. Contracts are core business-critical economic instruments with a range of diverse purposes. This session will feature experiences from three speakers, showing how contract design can be used for a variety of contracts and challenges in different industries.

	<p>Eero Halmari, Senior Manager, Service Agreements, Valmet Hannele Korhonen, Founder, Lawyers Design School Kristiina Kaski, CEO, Teknologiainfo Teknova Moderated by: Stefania Passera, Contract Designer in Residence, World Commerce & Contracting & CEO, Passera Design</p>
10:40-11:10	Networking Coffee Break
11:10-11:35	<p>Fireside Chat: Breaking Barriers for Sustainable Success: The Power of Innovating and Working Together Marko Vainikka, Vice President Corporate Relations & Sustainability, Wärtsilä Sally Guyer, Global CEO, World Commerce & Contracting</p>
11:35 – 12:05	<p>Case Study: Starting Your CLM Journey and Measuring Sustainability Karri Puustinen, Senior Corporate Counsel, Kesko - K-Group Moderated by: Suvi Hirvonen-Ere, Experienced legal, commercial and contract management executive, Advisory Board Member, Doctor of Laws, World Commerce & Contracting Fellow</p>
12:05 – 13:15	<p>Speed Tech Demo There has never been a greater need for investment in contract technology - but how do you assess the right one for you? What questions do you need to ask? How do you differentiate between providers?</p> <p>Our Contract Tech Gurus are here to help answer these questions in our Speed Tech Demo session. Each contract tech provider will do a demo presentation for 5 minutes followed by a quick-fire round of questions from our tech gurus who will ask the all-important questions you need to be thinking about.</p> <p>Tech Gurus: Adrien Grenat, Director, Presales, SirionLabs Nils-Erik Jansson, CEO, Precisely Julian Kivett, Principal Solution Consultant, DocuSign Jonas Karlsson, Director of Sales, Icertis</p> <p>Business Gurus: Claude Mayer, Commercial Excellence Lead (Director), DXC Technology Sinikka Ilveskoski, Vice President, Legal & Compliance, Wärtsilä Marine Suvi Hirvonen-Ere, Experienced legal, commercial and contract management executive, Advisory Board Member, Doctor of Laws, World Commerce & Contracting Fellow</p> <p>Moderated by Matthew Tizzard, Director of Strategic Alliances, World Commerce & Contracting</p>
13:00-13:15	<p>Closing Remarks Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>
13:30	Light Networking Lunch