

# European Roadshow – Kronberg, Germany November 30 | 2023

Hosted by Accenture

## From operational overload to strategic value

Thursday November 30	
12:30-13:00	<b>Registration &amp; refreshments</b>
13:00 – 13:10	<b>Welcome</b> <b>Ned Coleman</b> , Global Managing Director, <b>Accenture</b>
13:10-13:40	<b>Opening address: from operational overload to strategic value</b> 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.  <b>Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b> <b>Tim Cummins</b> , President, <b>World Commerce &amp; Contracting</b>
13:40-14:00	<b>Harnessing generative AI for business transformation and contract management</b> Discover the impact of generative AI and explore its real-world applications, focusing on contract management. Gain insights into how Accenture is preparing for the AI-powered future, specifically in the realm of CCM. Don't miss this opportunity to stay ahead in the AI revolution.  <b>Felix Klemm</b> , Technology Data & AI Business Lead, <b>Accenture DACH</b>
14:00-14:40	<b>Keynote panel discussion: radical collaboration across stakeholders to achieve sustainability goals</b> 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 cross industry and cross function together to uncover how they can collaborate best.  <b>Oliver Meier</b> , Head of Supply Chain Sustainability, <b>Deutsche Bank</b> <b>Ines Curtius</b> , Head of Legal, Procurement and Compliance, <b>byte</b> <b>Dr. Jerome Warren</b> , Postdoctoral Fellow, <b>Académie royale des Sciences, des Lettres et des Beaux-Arts de Belgique</b> <b>Moderated by Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b>

14:40-15:25	<b>Networking coffee break</b>
15:25-16:25	<b>Speed tech demo</b> 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?  Our Contract Tech Gurus are here to help answer these questions in our Speed Tech Demo session. Each contract tech providers 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. <b>Tech Gurus:</b> <ul style="list-style-type: none"> <li>• <b>Jack Surujon</b>, Lead Solutions Consultant, <b>DocuSign</b></li> <li>• <b>Adam Pedersen</b>, Senior Director, Pre-Sales, <b>Icertis</b></li> <li>• <b>Mathias Thom</b>, Senior Solution Consultant, <b>Sirion</b></li> </ul> <b>Business Gurus:</b> <b>Kristian Landegren</b> , Head of Legal Technology, <b>PwC</b> <b>Marcus Voss</b> , Managing Director, <b>ASG Digital Solutions</b>  <b>Moderated by: Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b>
16:25-16:55	<b>DEI: Turning inclusion into opportunity - a fireside chat with Natalia Ombach and Sally Guyer</b> Explore the pivotal role of Diversity, Equity, and Inclusion (DEI) in organizational transformation. Find out the challenges and benefits of DEI initiatives. The discussion will also touch on DEI as a strategic imperative, market demands for diversity, and unique challenges faced by the legal profession in Germany.  <b>Natalia Ombach</b> , Europe Equity, Diversity and Inclusion Lead, <b>Turner &amp; Townsend</b> <b>Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b>
16:55-17:45	<b>ChatGPT and AI in contract management – unlocking the potential</b> 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 challenged two buy-side/sell-side teams with the same negotiation scenario. One team ran a traditional negotiation and in the other team, one side negotiated with the help of ChatGPT. Tim Cummins and Sally Guyer will provide commentary and lessons in this fascinating experiment of human versus machine.  <b>Dr. Fabian Schäfer</b> , Head of Contracting & Digitalization Solutions, <b>SAP</b> <b>Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b> <b>Tim Cummins</b> , President, <b>World Commerce &amp; Contracting</b>
17:45-18:00	<b>Closing remarks</b>  <b>Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b> <b>Tim Cummins</b> , President, <b>World Commerce &amp; Contracting</b>
18:00	<b>Christmas drinks &amp; networking</b>

