

European Roadshow – Paris, France

June 20 | 2023

Hosted by Baker McKenzie, 1 Rue Paul Baudry, 75008 Paris

From operational overload to strategic value

Tuesday June 20	
12:30-13:00	Registration & Refreshments
13:00 – 13:10	Welcome Sally Guyer , Global CEO, World Commerce & Contracting Rémy Bricard , Partner, Baker & McKenzie
13:10-13:40	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
13:40-14:00	Guest Speaker Fireside Chat The role of the General Counsel in achieving sustainability goals Nino Cusimano , Senior Corporate Vice President, General Counsel & Secretary General, Nexans Sally Guyer , Global CEO, World Commerce & Contracting
14:00-14:40	Keynote Panel Discussion: Radical Collaboration Across Stakeholders to Achieve Sustainability Goals Given global uncertainty, 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. Nino Cusimano , Senior Corporate Vice President, General Counsel & Secretary General, Nexans Pierre-François Thaler , Co-CEO, EcoVadis Sandrine Fleischman , Global Head of Contracting Center of Excellence (CCoE), Sanofi Business Services (SBS) Chaired by Sally Guyer , Global CEO, World Commerce & Contracting
14:40-15:00	Networking break
15:00-16:00	Speed Tech Demo

	<p>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 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.</p> <p>Tech Guru: Christophe Pepin, Lead Solutions Consultant, Enterprise France, DocuSign Fabien Sparfel, Account Executive, Conga Thomas Le Ligne, Director – Customer Advocacy, Icertis Adrien Grenat, Director -Presales, SirionLabs</p> <p>Business Gurus: Jost Bescht, Head of Strategic Engagements, Sourcing Advisor Relationships South Europe & Strategic Negotiations, Infosys Isabelle Roux-Chenu, Former Capgemini Group General Counsel, former Head of Group Commercial & Contract Management and Senior Advisor to the Group Chairman & CEO Laurent Gaultier, Contract Management Director, Alstrom</p>
<p>16:00 – 16:30</p>	<p>Negotiation Room Live!</p> <p>The ChatGPT Negotiation Challenge 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.</p> <p>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.</p> <p>Join WorldCC President Tim Cummins & Global CEO, Sally Guyer as they provide commentary on this fascinating experiment of man versus machine.</p> <p>Tim Cummins, President, World Commerce & Contracting Sally Guyer, Global CEO, World Commerce & Contracting</p>
<p>16:30-17:00</p>	<p>Contracting for AI This session will explore the legal considerations and best practices surrounding the implementation and deployment of artificial intelligence technologies. Gain insights into negotiating and drafting contracts that effectively address AI-specific issues, such as data ownership, liability, and intellectual property, ensuring a comprehensive legal framework for AI projects.</p> <p>Rémy Bricard, Partner, Baker & McKenzie Marie-Catherine Ducharme, Senior Associate, Baker & McKenzie</p>
<p>17:15</p>	<p>Closing Remarks Sally Guyer, Global CEO, WorldCC Tim Cummins, President, WorldCC</p>
<p>17:30</p>	<p>Aperitif and Networking</p>

