

European Roadshow

October 5 | 2023 | Rome, Italy

Hosted in Rome by Leonardo at Casa dell'Aviatore, Viale dell'Università 20

From operational overload to strategic value

Thursday October 5	
9:30-10:00	Registration & refreshments
10:00-10:30	<p>Welcome with Pablo Cilotta, Senior Director Southern Europe, South & Central America & Africa - Business Development & Advisory, World Commerce & Contracting</p> <p>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.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>
10:30-11:30	<p>Workshop Contract Design & Simplification</p> <p>The pendulum has shifted and never has there been a greater demand for clear and concise contracts. So, leave lengthy overly complex jargon behind and close contracts faster. In this workshop, our experts will leave you with the knowledge and skills necessary to build a simplified well-designed contract from the ground up in order to produce better outcomes.</p> <p>Stefania Passera, Contract Designer in Residence, WorldCC & CEO, Passera Design</p>
11:30-12:00	<p>Keynote panel discussion: radical collaboration across stakeholders to achieve sustainability goals</p> <p>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.</p> <p>Renata Mele, Senior Vice President Sustainability, Leonardo</p>

	<p>Massimo Lombardi, Head of Sustainability Ecosystem - Global Power Generation, Enel Green Power Giorgio Martellino, General Counsel, Avio Chaired by Sally Guyer, Global CEO, World Commerce & Contracting</p>
12:00-12:45	<p>Business and contracting opportunities and challenges in Leonardo Market Reference domain Enabling a data driven ecosystem with smart legal contracts</p> <p>The world is changing and the inclusion of disruptive technologies (such as Big Data Analytics, Blockchain, Artificial Intelligence) is even more requested from the market. Digital solutions represent the challenge and the opportunity for our customers on a global scale and Leonardo is looking to develop new solutions designed, developed and implemented together with them. One of the recently designed solutions is an innovative platform and system to manage smart legal contracts, digitalizing workflows, covering all active and passive contracts and giving life to a sustainable, resilient and secure business model.</p> <p>Zaira Burlo, SVP CSS&T Corporate, Leonardo Gerardo Tedesco, VP Contracts & Bid Coordination, Aircraft Division, Leonardo Pierpaolo Puccio, Head of IPS, CSS&T Corporate, Leonardo</p>
12:45-14:00	Lunch
14:00-14:45	<p>Workshop: contract modeling, automation and transparency for a win-win relationship</p> <p>This workshop is designed to explore the critical aspects of contract modelling, emphasizing automation for efficiency and transparency for fostering mutually beneficial relationships. Attendees can expect to gain valuable insights into the latest strategies and technologies that enable organizations to streamline their contract processes, reduce risks, and nurture successful partnerships. It's a unique opportunity to discover how forward-thinking businesses are redefining their approach to contracts in pursuit of win-win outcomes.</p> <p>Luigi Telesca, Co-Founder and CEO, Trakti</p>
14:45-15:30	<p>AI in contract management – Unlocking the potential</p> <p>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.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>
15:30-16:10	Speed tech demo

	<p>There has never been a greater need for investment in CLM 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>Business Gurus: MD Mahfuzul Islam, Co-Founder & CTO, Trakti</p> <p>Tech Gurus: Yassine Fatah, Senior Solution Consultant, EMEA, DocuSign Adrien Grenat, Director – Presales, Sirion</p> <p>Moderated by Sally Guyer, Global CEO, World Commerce & Contracting</p>
16:10-16:25	<p>Closing remarks</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>