





## **GLOBAL Shortlist Submission Summaries**

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## **WorldCC CEO Future 2025 Award**

### **Jerry Ting (Evisort)**

As an undergraduate intern at the U.S. Supreme Court, Jerry Ting noticed how time-pressed lawyers were spending thousands of hours organizing, reviewing, tracking and performing due diligence on legal documents. That drove Jerry to create Evisort, an AI platform that can read a 30-page contract in 15 seconds, extracting relevant legal and business terms, recognize key expiration dates and organize the information in a central repository—tasks that would take traditional legal teams untold hours. Before turning 30, Jerry started a company that's not only saving household-name brands like Jelly Belly, Fujitsu and Cox Automotive millions of dollars a year on legal fees—it's also upending one of the largest sectors of the legal industry.

### **PR Rajesh Kumar (Cognizant Technology Solutions)**

Cognizant is a leading IT services provider. Contract Management has predominantly 3 aspects that needs to be addressed - Contractual, Commercial and synergy with supply side. This is what every organization aspires to achieve. By creating a ONE TEAM structure, the SI-CCMG function ensured that this aspired state was a reality. Through this, the team addressed end to end contract from customer to supplier to vendor, as well as end to end financials for the Supplier. By bringing together a team equipped in technical, legal and commercial aspects, they were able to effectively address scope management, thereby plug revenue and cost leakages.

### **Knowable**

Mark Harris is the CEO of Knowable - a machine learning powered Contract Data Management company. Knowable was spun from Axiom in 2019 and now is an independent company with Joint Venture backing from LexisNexis.

Mark is an expert on legal industry disruption. As the co-founder of Axiom, one of the biggest Alternative Legal Service Providers in the world, he's been working in close proximity to the contracting functions of large enterprises for nearly two decades.

Now, Mark and a remarkable group of innovators are laser focused on "challenging conventional thinking" around contracting; translating contract text into structured data at Knowable.

### **Aditya Verma (DNS Fine Chemicals & Laboratories Pvt. Ltd.)**

CEO is Chief Enabler of Organization” to drive culture, sustainability, mind-set of the organization and its people to leverage their capability. Working as CEO of MSME has full of challenges and opportunity with respect to define and drive systems, technologies, customer service level to become world class company, In DNS my focus has been to drive that vision, energy and dream to meet global customer expectations and make user experience delightful without sacrificing any core value with respect to Safety, Health and Environment and people care from sustainability perspective.

Wrt forest, we commonly say Elephant is biggest animal, Giraffe is tallest, Fox is intelligent, Leopard is fastest but still Lion is King... only because of it courage, and that is the most

important attribute required in CEO to fulfil organization dream against all odds and deliver success. I'm sure we are on right path to deliver the same for our team.

### **PMD Projects LLC**

- PMD Projects LLC is a construction project management and development company, whose core business is design and build of residential and commercial buildings, hotels, agricultural and industrial facilities in various regions of Azerbaijan.
- Since its establishment in 2018, the company set sights on applying international project and commercial management standards into construction activities and with this purpose realized Organizational Restructuring Project to ensure the most effective project governance through integrating different projects and functional units.
- The target was to set up a robust organizational structure for projects to meet such requirements as scope, schedule, costs etc. As a result, strong matrix organization has been set up, including newly introduced PMO and Commercial Department.
- From now, this practice will be shared within local market to improve new companies in the business and set worldwide standards as a bar.
- Through implementing these changes, PMD Projects established itself among the top competitive companies for realizing mega construction projects in newly liberated Karabakh region of Azerbaijan.

### **Wärtsilä Corporation and Fujitsu Finland Oy**

Peer-to-Peer Coaching between Wärtsilä and Fujitsu global in-house legal teams led to professional development, benchmarking, and personal growth. Many companies talk about cooperation and co-creation but are slow on putting the idea into practice. Fujitsu-Wärtsilä Peer-to-Peer Coaching Programme is an example on how to share best practices between in-house legal teams and learn together in an ecosystem beyond corporate boundaries. The initiative shows how innovation and ecosystem collaboration is not limited to business units. Being in the front line and living the company's strategy can be achieved with a clever idea, willingness to experiment and minor investments and administrative efforts.

## **WorldCC & Elevate Award for Inclusion & Diversity**

### **May Mowzoon, Anthony Kong, and Intel's entire team of Contract Managers (Intel Corp) – Empowerment**

Intel has long had ambitious inclusion and diversity (I&D) initiatives and corresponding achievements. Intel is widely recognized for these initiatives including “2020 Top Global Champion for Supplier Diversity and Inclusion.” These achievements provide a solid infrastructure for the Intel's Contract Manager program's I&D plan; on the other hand, Intel's achievements set a high bar for the program needing universal participation. To that end, Intel's Contract Managers owned and supported each other in three primary I&D initiatives: recruiting efforts, fostering a collaborative culture, and taking leadership role. Each have enriched the career path for all its members.

### **Ugo Ojike & Jasmine Ferguson (Accenture) - Global Ethnicity Programs for Black and LatinX Legal Professionals**

Inclusion and diversity are fundamental to Accenture's culture and core values. The leadership across our Legal organization is committed to driving diversity and we strive to be representative of the clients and communities we serve. We have created Global Ethnicity programs that drive greater inclusion among Black and LatinX Legal professionals across key areas including recruitment, retention and advancement. Our programs have laid the foundation for our future leaders to build upon and sustain the commitment with the same rigor and momentum with which we started.

### **FedEx Express, APAC**

Diversity, Equity & Inclusion (DEI) at FedEx connects people and possibilities to deliver a better future for all team members, customers, suppliers and communities.

The Lead, Inspire, Network and Connect (Linc-UP), mentoring program enables learning development and opportunities for future leaders.

The aim is to equip our employees with mentorship opportunities including the tools to advance their better self, personally and professionally.

Linc-UP reinforces our belief that we are stronger when everyone has equal access to opportunities.

At FedEx, our DEI platform supports and grows our team members throughout all levels of the organization in each market we serve.

### **BNY Mellon**

At BNY Mellon, we understand the best way to succeed at anything is to Consider Everything. Businesses, communities and global economies rely on us because we prioritize client experience, collaboration, innovation and resilience. As the "bank of banks," our unique perspective, informed by one of the largest datasets in the world, powers the financial industry. In today's complex financial world, we must explore each challenge by approaching it from multiple perspectives. And here, diversity and inclusion are our differentiating strengths that ensure we continue to look forward. Our enduring ambition is to build the best global team—one that is inclusive of differing perspectives, backgrounds and experiences, and represents the increasingly varied markets and clients we serve. And this ambition is at the core of our Military Returning Military Programme, an annual internship that gives military leavers the opportunity to showcase their unique skillsets whilst learning how they can make a difference and add value to our growing financial landscape.

## **WorldCC & Open Contracting Partnership Award for 'Open Contracting Impact'**

### **SE Prozorro.Sale - Open Contracting impact on the transformation of state assets management in Ukraine**

Prozorro.Sale Team has created an innovative trading electronic system, allowing to sell or lease state and municipal property in a fully transparent way through electronic auctions with

open data. The solution is completely open-source. Currently, the system has already generated more than USD 1 bn to state and local budgets.

This innovative approach has been installing deep and comprehensive anti-corruption and transparency principles allowing to digitize and reform many public sectors including privatization, insolvency, property lease, banking, timber, mineral resource licenses, etc.

This idea as well as the technical solution can be replicable internationally and provide benefits to many governments across the globe.

### **Dirección de Compras y Contrataciones públicas (ChileCompra) - Open Contracting Data Standard (OCDS) implementation in Chilean public procurement system**

The Directorate of Public Procurement and Contracting (Dirección ChileCompra) implemented the Open Contracting Data Standard by 2020. As committed in the National "Open Government Plan 2018-2020", and in coherence with our transparency and integrity focus, we make 100% of public procurement data available under the OCDS standard by the end of this year. Now, people can know how the resources of all Chileans are used by accessing to information on what the State buys, how, when, for how much, from whom and why.

## **WorldCC & State of Flux Award for Excellence in Supplier Relationship Management**

### **Deutsche Bank**

The establishment of a dedicated SRM function within Global Procurement was a key supporting component of Deutsche Bank's radical transformation announced in July 2019, and was designed to address a number of inefficiencies in our engagement with strategic suppliers.

With a mandate from the CPO, a wide remit was established covering not just traditional areas of risk and governance, but also a broader focus on maximising the value from each relationship through collaboration in areas such as innovation and continuous improvement. Significant incremental value has been realised across the organisation, with suppliers also recognising the benefits of enhanced strategic alignment.

### **AGL - Technology Supplier Relationship Management**

In late 2018 AGL Energy Ltd identified the importance of our relationships of our key partners and made a decision to invest in the uplift of maturity in Supplier Relationship Management, across IT to drive better value and performance.

The Technology Supplier Relationship Management team includes:

- Shaun Code (GM, Enterprise Technology)
- Grace Zielinski (Head of Supplier & Risk Management)
- Jacqualin Baldwin (SRM)
- Peter Popas (SRM)
- Wan Ling Ng (SRM)

The team manages 76% of total supplier spend in IT, requiring an innovative approach to building and sustaining an SRM function due to limited investment / understanding of a

modern SRM function. Achieving 25-35%+ savings across 4 material suppliers and uplifting relationships & governance 50%+, heavily reducing risk.

### **Mark Simister (Sydney Water) - Partnering for Success**

To keep pace with our growing city, Sydney Water is undergoing an enterprise-wide transformation from a transactional operating model to a collaborative Supplier Relationship Management model called Partnering for Success (P4S) that was mobilised on 1 July 2020. P4S is driven by Sydney Water's corporate strategy for high performance in a complex environment through active management, a strategic planning partner, three regional delivery consortia and Shared Purchasing.

P4S integrates the supply chain across the asset lifecycle, bringing together planning, asset delivery, maintenance and facilities management functions under decade-long contracts using the NEC4 contract suite and Project 13 enterprise delivery principles.