

Vibe Summit 2022

Tuesday, September 20th – Thursday, September 22nd

DAY 1 – TUESDAY, SEPTEMBER 20TH – PART 1

21:00-21:10(9/19)
PDT
23:00-23:10(9/19)
CDT
00:00-00:10 EDT
05:00-05:10 BST
06:00-06:10 CEST
07:00-07:10 Israel
09:30-09:40 India
12:00-12:10 HKT
14:00-14:10 AEST
16:00-16:10 NZST

WELCOME!

See how to have the best Vibe Summit 2022 experience and make the most of our online venue

Nikki Mackay, Chief Development Officer, **World Commerce & Contracting**

CHOOSE A WORKSHOP TO JOIN LIVE NOW. REMEMBER YOU CAN WATCH THE OTHERS ON DEMAND AFTER THE SESSION ENDS

21:10-22:20(9/19)
PDT
23:10(9/19)-00:20
CDT
00:10-01:20 EDT
05:10-06:20 BST
06:10-07:20 CEST
07:10-08:20 Israel
09:40-10:50 India
12:10-13:20 HKT
14:10-15:20 AEST
16:10-17:20 NZST

#1 Contracting Academy

Whether you are starting out in your contracting career or at a crossroads, this workshop is for you. With thousands of contracting professionals required to manage a considerable number of caseloads, many feel the skills are not keeping up. This scenario-based workshop will help practitioners build the practical skills they need to handle the operational burden through experiential learning.

Joe Glover, Director of Contract Management for Australia & New Zealand, **Accenture**
Ling Lee, Contract Manager, **Accenture**

#2 Building Your ESG Taskforce: Taking Theory to Practice

The interest in sustainable contracting has grown so much that the question is no longer whether to adopt ESG principles but when and how. In this workshop, you will learn the process of what it takes to create an ESG taskforce in your organization and gain the practical skills to execute. Find out what it's going to take to bring ESG to life.

Tanya Harris, Head of Sustainable & Ethical Procurement (Acting) | Principal Consultant, **Edge Environment**

#3 Managing The Increased Risk of Fraud & Corruption during Uncertain Times

In uncertain and changing times, the risk of fraud and corruption in supply chains also grows. Left unchecked, fraud and corrupt conduct behaviour will escalate and can lead to significant additional costs to organizations as well as the reputational damage that can follow. In this workshop we will explore the topic of fraud and corruption in supply chains, the red flags to be aware of and we what, as practitioners, can do to reduce the risk of fraud and corruption. This workshop uses real case studies to explore this important topic as well as providing practical strategies to address this risk in your organization.

Justin Sara, MCIPS Chartered, MAICD, JP Director for SA/ACT and National Public Sector Lead, **ArcBlue**

22:20-22:30(9/19) PDT 00:20-00:30 CDT 01:20-01:30 EDT 06:20-06:30 BST 07:20-07:30 CEST 08:20-08:30 Israel 10:50-11:00 India 13:20-13:30 HKT 15:20-15:30 AEST 17:20-17:30 NZST	GRAB A CUPPA AND HEAD INTO OUR WATER-COOLER CHATS
22:30-22:50(9/19) PDT 00:30-00:50 CDT 01:30-01:50 EDT 06:30-06:50 BST 07:30-07:50 CEST 08:30-08:50 Israel 11:00-11:20 India 13:30-13:50 HKT 15:30-15:50 AEST 17:30-17:50 NZST	Water-cooler Chats Join one of our themed networking rooms, based on your area of interest, and get ready to share screen and make contacts. You can watch the others after the session ends <ul style="list-style-type: none"> • NEGOTIATION WAR STORIES with Stu van Rij, Negotiation Trainer & Coach • BEST (AND WORST) CAREER ADVICE with Rob Bradshaw, Commercial Manager (Bids and Capture), Lockheed Martin • TECHNOLOGY CONFESSIONAL with Joanne Chuang, Create+65 Innovation Lead, Clifford Chance, and Mani Agarwal, Senior Vice President, Deloitte <p>WORST CONTRACTS YOU'VE EVER SEEN with Stefania Passera, Contract Designer in Residence, WorldCC & CEO, Passera Design</p>
	GRAND OPENING
22:50-23:15(9/19) PDT 00:50-01:15 CDT 01:50-02:15 EDT 06:50-07:15 BST 07:50-08:15 CEST 08:50-09:15 Israel 11:20-11:45 India 13:50-14:15 HKT 15:50-16:15 AEST 17:50-18:15 NZST	Delivering Strategic Value in An Uncertain World The results of our 2021 Benchmark report revealed that the number one priority for our members is 'increasing strategic value'. In a world where human prosperity depends on trade and trade is facilitated through a variety of commercial relationships, we must make a fundamental shift towards collaboration in order to achieve success in an uncertain world. This has taken on an even deeper meaning while we continue to face the challenges of the ongoing pandemic. Our community, as contracting and commercial professionals is now in the spotlight and it is our duty to rise to the occasion if we want to stay ahead, stay relevant, stay connected and deliver strategic value. Sally Guyer , Global CEO, World Commerce & Contracting Tim Cummins , Professor, Leeds University ; President, World Commerce & Contracting Else Bright , Senior Director of Member Engagement – Australia and New Zealand, World Commerce & Contracting

KEYNOTE PANEL	
23:15-23:55(9/19) PDT 01:15-01:55 CDT 02:15-02:55 EDT 07:15-07:55 BST 08:15-08:55 CEST 09:15-09:55 Israel 11:45-12:25 India 14:15-14:55 HKT 16:15-16:55 AEST 18:15-18:55 NZST	<p>Effective Workplace Collaboration and An Emphasis on The Future of Work Is The Backbone for Successful Business</p> <p>When teams are not aligned, have broken communication and struggle to properly collaborate the impact can be severe: money is lost, and productivity suffers. Many organizations have tackled this issue head on because they know that great collaboration fosters a better work environment – for both the team and the client. At the same time, there is a need to address the critical importance of the evolving workplace and a focus on employee success, growth and career development. Join this panel to hear more about these challenges and the journey to find the right solution so that the whole of an organization can work as one.</p> <p>Sharyn County, General Manager Procurement, Property and Fleet, Jemena and Zinfra Richard Sterling, Managing Partner, AltoPartners Laurence Pidcock, General Manager – NZ Government Procurement, Ministry of Business, Innovation and Employment, NZ Government Ellen Mitten, Senior Contracts Specialist, Raytheon Australia and APAC Leaders of the Future winner</p> <p>Chaired by Sally Guyer, Global CEO, World Commerce & Contracting</p>
23:55(9/19)-00:15 PDT 01:55-02:15 CDT 02:55-03:15 EDT 07:55-08:15 BST 08:55-09:15 CEST 09:55-10:15 Israel 12:25-12:45 India 14:55-15:15 HKT 16:55-17:15 AEST 18:55-19:15 NZST	<p>THAT’S A LOT OF CONTENT ALREADY! TAKE A BREATH TO RECAP AND VISIT OUR EXHIBITION AREA</p>
00:15-01:15 PDT 02:15-03:15 CDT 03:15-04:15 EDT 08:15-09:15 BST 09:15-10:15 CEST 10:15-11:15 Israel 12:45-13:45 India 15:15-16:15 HKT 17:15-18:15 AEST 19:15-20:15 NZST	<p>Dynamic Pitch – Making Your Contracting Practice 10x Better</p> <p>How can you design a better more simplified contract? How can you tackle inflation in the supply chain? How can you deliver results without compromising? How do you master the negotiation process so that both sides come out feeling like a winner?</p> <p>Effective contracting processes can ensure that you achieve your goals and deliver the best possible outcomes. In this session, hear from experts in the field as they talk you through best practices, real-world strategies and tips for achieving measurable impact in your contracting practice. Walk away with a practical checklist you can use and follow immediately. Following a short pitch from each expert, you will break out into the topic of your choice.</p>

	<ul style="list-style-type: none"> • Design & Simplification – Stefania Passera, Contract Designer in Residence, WorldCC & CEO, Passera Design • Managing Inflation: Ten Things to Say or Do When a Provider Applies for a Rate Increase (Other than ‘Can You Justify That?’) – Paul Rogers, Consulting Director, Paul Rogers.Pro • Outcome & Performance-based Contracting – Andrew Jacopino, Principal Adviser, Ngamuru Advisory • Negotiation – Stuart van Rij, Negotiation Trainer & Coach
01:15-01:30 PDT 03:15-03:30 CDT 04:15-04:30 EDT 09:15-09:30 BST 10:15-10:30 CEST 11:15-11:30 Israel 13:45-14:00 India 16:15-16:30 HKT 18:15-18:30 AEST 20:15-20:30 NZST	<p>GET READY, GET SET, GOOOO!</p> <p>SEE WHO THE PLATFORM PAIRS YOU WITH FOR SOME RAPID NETWORKING (3 MINUTES AT A TIME)</p>
<p>END OF PART 1</p>	
<p>DAY 2 – WEDNESDAY, SEPTEMBER 21ST – PART 2</p>	
<p>THE MOST NEGOTIATED TERMS</p>	
21:00-21:15(9/20) PDT 23:00-23:15(9/20) CDT 00:00-00:15 EDT 05:00-05:15 BST 06:00-06:15 CEST 07:00-07:15 Israel 09:30-09:45 India 12:00-12:15 HKT 14:00-14:15 AEST 16:00-16:15 NZST	<p>Initial Findings</p> <p>Hear about World Commerce & Contracting’s initial findings from our latest research, so that you can leverage your future contracts to maximize value.</p> <p>Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting Bernadette Bulacan, Lead Evangelist, Icertis</p>
21:15-21:55(9/20) PDT 23:15-23:55(9/20) CDT 00:15-00:55 EDT 05:15-05:55 BST 06:15-06:55 CEST 07:15-07:55 Israel 09:45-09:25 India	<p>Executive Perspective: Which Terms Matter? A Functional View</p> <p>World Commerce & Contracting’s ‘Most Negotiated Terms’ provides a consolidated view of the contract terms that organizations care about. But to what extent does this mask functional priorities? Our executive panel will discuss and reveal the topics that most matter from a functional perspective and provide their thoughts on ways we could improve the negotiation process.</p>

12:15-12:55 HKT 14:15-14:55 AEST 16:15-16:55 NZST	<p>Charles Cho, General Counsel, NSW Treasury Charlotte Mullholland, Commercial Director, BAE Systems Fleur D’Souza, Manager - Programme Assurance and Commercial, New Zealand Ministry of Transport Jason McQuillen, Partner, KPMG Law</p> <p>Chaired by Tim Cummins, President, World Commerce & Contracting</p>
	BATTLE OF THE TECH
21:55-22:40(9/20) PDT 23:55(9/20)-00:40 CDT 00:55-01:40 EDT 05:55-06:40 BST 06:55-07:40 CEST 07:55-08:40 Israel 09:25-10:10 India 12:55-13:40 HKT 14:55-15:40 AEST 16:55-17:40 NZST	<p>The Future of Negotiation</p> <p>Negotiation is a hot priority for our members right now. Where is it headed? What does the future look like? At the same time, there has never been a greater need for investment in contract technology. But how do you assess and differentiate between providers? What questions do you need to ask?</p> <p>Our Contract Tech Gurus are here to help answer these questions in The Battle of the Tech. They will give a 2-minute demonstration to our panel of Business Gurus, who will then fire back at them the all-important questions you need to be thinking about.</p> <p>Business Gurus: Paul Lanzone, Executive Vice President – Enterprise Legal Services, UnitedLex Corporation Natasha Blycha, Managing Director and Founder, Stirling and Rose; Member of Financial Services Committee, Law Council of Australia Dominic Targett, Head of Vendor and Contract Management, Group Technology, AIA</p> <p>Contract Tech Gurus: Icertis LinkSquares Matt Patel, COO and Co-Founder, Malbek</p> <p>Chair: Else Bright, Senior Director of Member Engagement – Australia and New Zealand, World Commerce & Contracting</p>

<p>22:40-23:00(9/20) PDT 00:40-01:00 CDT 01:40-02:00 EDT 06:40-07:00 BST 07:40-08:00 CEST 08:40-09:00 Israel 10:10-10:30 India 13:40-14:00 HKT 15:40-16:00 AEST 17:40-18:00 NZST</p>	<p>HAVE YOU VISITED THE WORLD COMMERCE & CONTRACTING BOOTH YET? COME AND CHAT WITH US, GET ANSWERS TO YOUR QUESTIONS AND LEARN ABOUT OUR FABULOUS, NEW COMMUNITY PLATFORM</p>	
	<p>CONTRACTING TRENDS</p>	
<p>23:00-23:15(9/20) PDT 01:00-01:15 CDT 02:00-02:15 EDT 07:00-07:15 BST 08:00-08:15 CEST 09:00-09:15 Israel 10:30-10:45 India 14:00-14:15 HKT 16:00-16:15 AEST 18:00-18:15 NZST</p>	<p>Contract Data Management Guru Perspective</p> <p>Find out how contract data management can empower our decisions. It's not just about reducing contract lifecycle. This is what you need to know about CDM, contract analytics, and contract data security as the world becomes more and more tech reliant.</p> <p>Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p>	
<p>23:15-23:40(9/20) PDT 01:15-01:40 CDT 02:15-02:40 EDT 07:15-07:40 BST 08:15-08:40 CEST 09:15-09:40 Israel 10:45-11:10 India 14:15-14:40 HKT 16:15-16:40 AEST 18:15-18:40 NZST</p>	<p>Deciphering the Data Dilemma</p> <p>Many organizations have, in recent years, focused on how they can apply automated solutions in the world of contract management. This has coincided with an exponential growth in the volume and complexity of data that organizations have amassed across different parts of their businesses with ambitious aspirations for their use. For many, however, more data has resulted in less clarity in an environment of constant disruption and change. This session will explore how organizations can filter what external forces impact on its contractual arrangements, what data is relevant and importantly, how they can intelligently utilise this to protect contract value whilst generating contract management efficiencies.</p>	<p>Ask me anything with our Contract Data Management Guru</p> <p>Tim Cummins, Professor, Leeds University; President, World Commerce & Contracting</p>

	<p>Adrian Gibby, Partner, Contract Assurance & Performance, KPMG Australia Kirsten Morris, Director – Audit, Assurance & Risk Consulting Risk Assurance, KPMG Australia</p>	
<p>23:40-23:55(9/20) PDT 01:40-01:55 CDT 02:40-02:55 EDT 07:40-07:55 BST 08:40-08:55 CEST 09:40-09:55 Israel 11:10-11:25 India 14:40-14:55 HKT 16:40-16:55 AEST 18:40-18:55 NZST</p>	<p>Crisis Management Guru Perspective</p> <p>Know how to tackle a threat, confront surprise, and make quick and effective decisions.</p> <p>Tina Manolitsas, Managing Partner & Lead Mentor, The Leaders Mentor</p>	
<p>23:55(9/20)-00:20 PDT 01:55-02:20 CDT 02:55-03:20 EDT 07:55-08:20 BST 08:55-09:20 CEST 09:55-10:20 Israel 11:25-11:50 India 14:55-15:20 HKT 16:55-17:20 AEST 18:55-19:20 NZST</p>	<p>The Devil’s Guide to Crisis Management: Confessions of a Producer from CNN</p> <p>An Emmy-winning investigative producer reveals the top five ways you can make a reporter’s career while breaking your own</p> <p>Robert Zafft, World Commerce & Contracting Fellow Amos Gelb, Executive Director, Washington Media Institute & three-time Emmy-winning producer for CNN</p>	<p>Ask me anything with our Crisis Management guru</p> <p>Tina Manolitsas, Managing Partner & Lead Mentor, The Leaders Mentor</p>
<p>00:20-00:30 PDT 02:20-02:30 CDT 03:20-03:30 EDT 08:20-08:30 BST 09:20-09:30 CEST 10:20-10:30 Israel 11:50-12:00 India 15:20-15:30 HKT 17:20-17:30 AEST 19:20-19:30 NZST</p>	<p style="text-align: center;">WHY NOT LOOK AT THE SKY AND REST YOUR EYES FOR A FEW MINUTES BEFORE COMING BACK FOR MORE INSPIRING CONTENT?</p> <p style="text-align: center;">AND WHEREVER YOU ARE ON THE PLANET, FEEL THE CONNECTION OF OTHER PEOPLE AT THE SUMMIT DOING THE SAME THING AT THE SAME TIME</p>	

00:30-00:45 PDT 02:30-02:45 CDT 03:30-03:45 EDT 08:30-08:45 BST 09:30-09:45 CEST 10:30-10:45 Israel 12:00-12:15 India 15:30-15:45 HKT 17:30-17:45 AEST 19:30-19:45 NZST	<p>Need for Speed – Agile Contracting</p> <p>What does operating at speed look like? And what can we learn from recent examples? Find out with our gurus</p> <p>Mirko Kleiner, President, Lean-Agile Procurement Alliance Adrian Furner, Managing Director, Kommercialize</p>
00:45-01:15 PDT 02:45-03:15 CDT 03:45-04:15 EDT 08:45-09:15 BST 09:45-10:15 CEST 10:45-11:15 Israel 12:15-12:45 India 15:45-16:15 HKT 17:45-18:15 AEST 19:45-20:15 NZST	<p>Icertis Case Study: Navigating Global Digital Transformation With Contract Intelligence</p> <p>Positioned at the critical intersection of saving and sustaining lives, Baxter International is currently amidst a global digital transformation. At this critical juncture and in unprecedented times, senior leadership chose contracting as an area ready for digital transformation. The global implementation of Icertis Contract Intelligence platform (ICI) helped Baxter bring operational, organization-wide efficiency and visibility, streamline contracting management across the enterprise, gain greater transparency into its commercial relationships, and significantly reduce contract cycle times. Elaine Karp, Senior Director, Legal Operations sits down with Bernadette Bulacan, Chief Evangelist, Icertis, to detail how she worked closely with Baxter’s IT, Procurement and Commercial teams to deliver a successful and award-winning CLM implementation.</p> <p>Elaine Karp, Senior Director – Legal Operations, IBM Bernadette Bulacan, Chief Evangelist, Icertis</p>
KEYNOTE ADDRESS AND CLOSING REMARKS	
01:15-01:45 PDT 03:15-03:45 CDT 04:15-04:45 EDT 09:15-09:45 BST 10:15-10:45 CEST 11:15-11:45 Israel 12:45-13:15 India 16:15-16:45 HKT 18:15-18:45 AEST 20:15-20:45 NZST	<p>Keynote with Renée Giarrusso: Creating a Gift Mindset Culture and Why it Matters</p> <p>Is your organizational culture one that is built on sharing challenges and successes? How are people reconnecting and contributing to each other’s growth and performance in the new world of hybrid work and back to the office connection? Hear from award-winning author and leadership coach, Renée Giarrusso and learn how to unwrap the Gift Mindset and tips to deepen and develop the skills of optimism, gratitude and curiosity in the workplace.</p> <p>Renée Giarrusso, Founder and CEO, RG Dynamics & Limitless Leadership, Author, Coach, & Trainer</p> <p>With Sally Guyer, Global CEO, World Commerce & Contracting</p>
END OF PART 2	