

# Vibe Summit 2022

## Tuesday, September 20<sup>th</sup> – Thursday, September 22<sup>nd</sup>

### DAY 2 – WEDNESDAY, SEPTEMBER 21<sup>ST</sup> – PART 3

07:00-07:10 PDT  
 09:00-09:10 CDT  
 10:00-10:10 EDT  
 15:00-15:10 BST  
 16:00-16:10 CEST  
 17:00-17:10 Israel  
 19:30-19:40 India  
 22:00-22:10 HKT  
 00:00-00:10(9/22)  
 AEST  
 02:00-02:10(9/22)  
 NZST

#### WELCOME BACK!

Are you having fun? Here's a quick recap on how to have the best Vibe Summit 2022 experience and make the most of our online venue. And welcome to any newcomers!

**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

07:10-08:20 PDT  
 09:10-09:20 CDT  
 10:10-11:20 EDT  
 15:10-16:20 BST  
 16:10-17:20 CEST  
 17:10-18:20 Israel  
 19:40-20:50 India  
 22:10-23:20 HKT  
 00:10-01:20(9/22)  
 AEST  
 02:10-03:20(9/22)  
 NZST

#### **#1 Contracting Academy: Slaying The Workload Beast**

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.

**Norma Miller Leonardi**, Contract Manager, **Accenture**  
**Rebecca Beall Di Sabato**, Contract Manager, **Accenture**

#### **#2 Tackling Friction Points And Improving Processes**

This collaborative workshop will examine some of the most common challenge areas of pre and post award contracting. Learn how to identify, address and prevent friction points while taking into consideration risk management and streamlined processes.

**Russ Edelman**, CEO, **Contracts 365**  
**Paul Branch**, Chief Networking Officer, **World Commerce & Contracting**

	<p><b>#3 Solving Real-World Problems in IT Contracts</b></p> <p>IT services contracts present a number of unique challenges - data, intellectual property, service levels, indemnity and liability issues to name a few. Standard terms are often difficult to navigate, with layers of terms embedded through links. Understanding what's market is an effective route to speed up deal cycles without taking on undue risks.</p> <p>In this workshop, WorldCC Global CEO Sally Guyer and TermScout CEO Otto Hanson take on real-world problems that have been submitted by our delegates and troubleshoot them live. They'll leverage the free TermScout services available to all WorldCC members to ensure that event attendees walk away with practical ways to take advantage of this unique member benefit.</p> <p>Submit contract problems you're facing in the IT contracting space to <a href="mailto:ceo@worldcc.com">ceo@worldcc.com</a> by 14 September and let the experts take a stab at solving them! Contracts submitted earlier will take priority.</p> <p><b>Otto Hanson, CEO, TermScout</b>  <b>Sally Guyer, Global CEO, World Commerce &amp; Contracting</b></p>
	<p><b>#4 The economics of sustainable contracting</b></p> <p>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, gain the practical skills to execute. Find out what it's going to take to bring ESG to life.</p>
<p>08:20-08:30 PDT  09:20-09:30 CDT  11:20-11:30 EDT  16:20-16:30 BST  17:20-17:30 CEST  18:20-18:30 Israel  20:50-21:00 India  23:20-23:30 HKT  01:20-01:30(9/22)  AEST  03:20-03:30(9/22)  NZST</p>	<p><b>GRAB A CUPPA AND HEAD INTO OUR WATER-COOLER CHATS</b></p>
<p>08:30-08:50 PDT  09:30-09:50 CDT  11:30-11:50 EDT  16:30-16:50 BST  17:30-17:50 CEST  18:30-18:50 Israel  21:00-21:20 India  23:30-23:50 HKT  01:30-01:50(9/22)  AEST</p>	<p><b>Break   Water-cooler chats</b></p> <p>Join one of our themed networking rooms, based on your interests, and get ready to share screen and make contacts. You can watch the others after the session ends</p> <ul style="list-style-type: none"> <li>• <b>NEGOTIATION WAR STORIES</b> with <b>Keld Jensen</b>, Senior Negotiation Advisor, Professor, Award-winning Author</li> <li>• <b>BEST (AND WORST) CAREER ADVICE</b> with <b>Diane Kilkenny</b>, Chief Revenue Officer, <b>World Commerce &amp; Contracting</b> and <b>Stewart Prizeman</b>, VP of Sales North America, <b>World Commerce &amp; Contracting</b></li> </ul>

03:30-03:50(9/22) NZST	<ul style="list-style-type: none"> <li>• TECHNOLOGY CONFSSIONAL with <b>Paul Branch</b>, Chief Networking Officer, <b>World Commerce &amp; Contracting</b></li> <li>• WORST CONTRACTS YOU'VE EVER SEEN_with <b>Stefania Passera</b>, Contract Designer in Residence, <b>WorldCC</b>; CEO, <b>Passera Design</b></li> </ul>
<b>GRAND OPENING</b>	
08:50-09:15 PDT 09:50-10:15 CDT 11:50-12:15 EDT 16:50-17:15 BST 17:50-18:15 CEST 18:50-19:15 Israel 21:20-21:45 India 23:50-00:15 (9/22) HKT 01:50-02:15(9/22) AEST 03:50-04:15(9/22) NZST	<p><b>Grand Opening - Delivering strategic value in an uncertain world</b></p> <p>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.</p> <p>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.</p> <p><b>Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b>  <b>Tim Cummins</b>, Professor, <b>Leeds University</b>; President, <b>World Commerce &amp; Contracting</b></p>
<b>KEYNOTE PANEL</b>	
09:15-09:55 PDT 10:15-10:55 CDT 12:15-12:55 EDT 17:15-17:55 BST 18:15-18:55 CEST 19:15-19:55 Israel 21:45-22:25 India 00:15-00:55 (9/22) HKT 02:15-02:55(9/22) AEST 04:15-04:55(9/22) NZST	<p><b>Keynote panel: effective workplace collaboration and an emphasis on the future of work is the backbone for successful business</b></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 the whole of an organization can work as one.</p> <p><b>Linda Berry</b>, EVP Group Head of Commercial &amp; Contract Management, <b>Capgemini</b>  <b>Cecilia Middleton</b>, Managing Director – North America Contract Management, <b>Accenture</b>  <b>Matthew Davis</b>, Associate Professor, <b>Leeds University Business School</b>  <b>Cody Scott</b>, Leader of the Future Winner, <b>World Commerce &amp; Contracting</b>; Co-op Student, NA – SCM, D&amp;C and Project Development</p> <p>Moderated by <b>Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b></p>

<p>09:55-10:15 PDT  10:55-11:15 CDT  12:55-13:15 EDT  17:55-18:15 BST  18:55-19:15 CEST  19:55-20:15 Israel  22:25-22:45 India  00:55-01:15 (9/22)  HKT  02:55-03:15(9/22)  AEST  04:55-05:15(9/22)  NZST</p>	<p style="text-align: center;"><b>THAT’S A LOT OF CONTENT ALREADY! TAKE A BREATH TO RECAP AND VISIT OUR EXHIBITION AREA</b></p>
<p>10:15-11:15 PDT  11:15-12:15 CDT  13:15-14:15 EDT  18:15-19:15 BST  19:15-20:15 CEST  20:15-21:15 Israel  22:45-23:45 India  01:15-02:15 (9/22)  HKT  03:15-04:15(9/22)  AEST  05:15-06:15(9/22)  NZST</p>	<p><b>Dynamic Pitch: Making Your Contracting Practice 10x Better</b>  How can you design a better more simplified contract? How can you avoid digital transformation problems and CLM issues? 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 to accomplish 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 breakout into the topic of your choice.</p> <ul style="list-style-type: none"> <li>• Design &amp; Simplification – <b>Stefania Passera</b>, Contract Designer in Residence, <b>WorldCC</b> &amp; CEO, <b>Passera Design</b></li> <li>• Tech &amp; CLM Pitfalls – <b>Peggy Pauwels</b>, Partner, <b>Deloitte Legal</b>, <b>Mark Ross</b>, Principal and Co-leader, <b>Deloitte Legal Business Services</b> and <b>Paul Branch</b>, Chief Networking Officer, <b>World Commerce &amp; Contracting</b></li> <li>• Collaborating on Outcome &amp; Performance-based Contracting – <b>John Dieffenbach</b>, Managing Director and Leader on EY’s Strategic Deals Team, <b>EY</b></li> <li>• Negotiation – <b>Susie Maloney</b>, Chief Negotiation Architect, <b>Blu Bonsai</b></li> </ul>
<p>11:15-11:30 PDT  12:15-12:30 CDT  14:15-14:30 EDT  19:15-19:30 BST  20:15-20:30 CEST  21:15-21:30 Israel  23:45-00:00 India  02:15-02:30 (9/22)  HKT  04:15-04:30(9/22)  AEST  06:15-06:30(9/22)  NZST</p>	<p style="text-align: center;"><b>SO, HOW GOOD ARE YOU?  CAN YOU NETWORK AND MAKE PROFITABLE CONNECTIONS IN JUST 3  MINUTES PER CONVERSATION?</b></p>

END OF PART 3

**DAY 3 – THURSDAY, SEPT. 22<sup>ND</sup> – PART 4**

**THE MOST NEGOTIATED TERMS**

07:00-07:15 PDT  
09:00-09:15 CDT  
10:00-10:15 EDT  
15:00-15:15 BST  
16:00-16:15 CEST  
17:00-17:15 Israel  
19:30-19:45 India  
22:00-22:15 HKT  
00:00-00:15(9/23)  
AEST  
02:00-02:15(9/23)  
NZST

**Initial Findings**

Hear about WorldCC’s initial findings from our latest research so that you can leverage your future contracts to maximize value.

**Tim Cummins**, Professor, **Leeds University**; President, **World Commerce & Contracting**  
**Bernadette Bulacan**, Lead Evangelist, **Icertis**

07:15-07:55 PDT  
09:15-09:55 CDT  
10:15-10:55 EDT  
15:15-15:55 BST  
16:15-16:55 CEST  
17:15-17:55 Israel  
19:45-20:25 India  
22:15-22:55 HKT  
00:15-00:55(9/23)  
AEST  
02:15-02:55(9/23)  
NZST

**Executive Perspective: Which Terms Matter? A Functional View**

WorldCC’s ‘Most Negotiated Terms’ provides a consolidated view of the contract terms that organisations 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.

**Wolfgang P. Kreutzer**, Associate General Counsel – Senior Director, Legal Division – Global Transactions & IT Operations, **The Proctor and Gamble Company**  
**Daniel Watts**, Director, Global Process Owner, Global Contracting Solutions, **Johnson & Johnson**  
**John Dieffenbach**, Managing Director and Leader on EY’s Strategic Deals Team, **EY**  
  
**Chair: Tim Cummins**, Professor, **Leeds University**; President, **World Commerce & Contracting**

**BATTLE OF THE TECH**

07:55-08:40 PDT  
09:55-10:40 CDT  
10:55-11:40 EDT  
15:55-16:40 BST  
16:55-17:40 CEST  
17:55-18:40 Israel  
20:25-21:10 India  
22:55-23:40 HKT  
00:55-01:40(9/23)  
AEST

**The Future of Negotiation**

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?

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>02:55-03:40(9/23) NZST</p>	<p><b>Business Gurus:</b>  <b>Fraser Hill</b>, General Manager Digital and Process Transformation, <b>Shell Projects and Technology</b>  <b>Khushbu Solanki</b>, Legal Compliance Manager, <b>Pharming Healthcare Inc.</b></p> <p><b>Contract Tech Gurus:</b>  Icertis  LinkSquare  <b>Matt Patel</b>, COO and Co-Founder, <b>Malbek</b></p> <p>Moderated by <b>Paul Branch</b>, Chief Networking Officer, <b>World Commerce &amp; Contracting</b></p>
<p>08:40-09:00 PDT  10:40-11:00 CDT  11:40-12:00 EDT  16:40-17:00 BST  17:40-18:00 CEST  18:40-19:00 Israel  21:10-21:30 India  23:40-00:00 HKT  01:40-02:00(9/23)  AEST  03:40-04:00(9/23)  NZST</p>	<p style="text-align: center;"><b>HAVE YOU VISITED THE WORLD COMMERCE &amp; CONTRACTING BOOTH YET?  COME AND CHAT WITH US, GET ANSWERS TO YOUR QUESTIONS AND LEARN  ABOUT OUR FABULOUS NEW COMMUNITY PLATFORM</b></p>
	<p style="text-align: center;"><b>KEYNOTE ADDRESS</b></p>
<p>09:00-09:20 PDT  11:00-11:20 CDT  12:00-12:20 EDT  17:00-17:20 BST  18:00-18:20 CEST  19:00-19:20 Israel  21:30-21:50 India  00:00-00:20(9/23)  HKT  02:00-02:20(9/23)  AEST  04:00-04:20(9/23)  NZST</p>	<p><b>Keynote with World-Renowned Body Language Expert Mark Bowden – What Are People Really Thinking</b></p> <p>Widely recognized as one of the world’s foremost experts on body language, behaviour and nonverbal communication, Mark Bowden will explore how to use your body language to stand out, win trust and gain credibility every time you speak. Find out how to maximize your communication impact so that you can better connect with your team and clients, even while working remotely.</p> <p><b>Mark Bowden</b>, Human Behaviour &amp; Body Language Expert and Author  <b>Introduced by Sally Guyer</b>, CEO, <b>World Commerce &amp; Contracting</b></p>
	<p style="text-align: center;"><b>CONTRACTING TRENDS</b></p>
<p>09:20-09:35 PDT  11:20-11:35 CDT  12:20-12:35 EDT  17:20-17:35 BST  18:20-18:35 CEST  19:20-19:35 Israel  21:50-22:05 India</p>	<p><b>Contract Data Management Guru Perspective</b></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>

00:20-00:35(9/23) HKT 02:20-02:35(9/23) AEST 04:20-04:35(9/23) NZST	<b>Tim Cummins</b> , Professor, <b>Leeds University</b> ; President, <b>World Commerce &amp; Contracting</b>	
09:35-10:00 PDT 11:35-12:00 CDT 12:35-13:00 EDT 17:35-18:00 BST 18:35-19:00 CEST 19:35-20:00 Israel 22:05-22:30 India 00:35-01:00(9/23) HKT 02:35-03:00(9/23) AEST 04:35-05:00(9/23) NZST	<b>CDM case study #1</b> Join our President's Awards winners to discuss their game-changing work on smart contracts  <b>Luigi Telesca</b> , Co-founder and CEO, <b>Trakti</b> <b>Fabio Russo</b> , Digital and Cyber Services Manager, <b>Leonardo</b> <b>Zaira Burlo</b> , Customer Support Services & Training Director, <b>Leonardo</b>	<b>The ROI of Contracting Excellence</b>  <b>Mark Ross</b> , Principal and Co-leader, <b>Deloitte Legal Business Services</b> <b>Craig Conte</b> , Lead Partner Legal Operate, <b>Deloitte Legal</b> <b>Tim Cummins</b> , President, <b>World Commerce &amp; Contracting</b>
10:00-10:15 PDT 12:00-12:15 CDT 13:00-13:15 EDT 18:00-18:15 BST 19:00-19:15 CEST 20:00-20:15 Israel 22:30-22:45 India 01:00-01:15(9/23) HKT 03:00-03:15(9/23) AEST 05:00-05:15(9/23) NZST	<b>Crisis Management Guru Perspective</b> Know how to tackle a threat, confront surprise, and make quick and effective decisions  <b>Brett Bruen</b> , President, <b>Global Situation Room, Inc.</b>	
10:15-10:40 PDT 12:15-12:40 CDT 13:15-13:40 EDT 18:15-18:40 BST 19:15-19:40 CEST 20:15-20:40 Israel 22:45-23:10 India 01:15-01:40(9/23) HKT 03:15-03:40(9/23) AEST 05:15-05:40(9/23) NZST	<b>The Devil's Guide to Crisis Management: Confessions of a Producer from CNN</b>  An Emmy-winning investigative producer reveals the top five ways you can make a reporter's career while breaking your own  <b>Robert Zafft</b> , WorldCC Fellow <b>Amos Gelb</b> , Executive Director, Washington Media Institute & three-time Emmy-winning producer for CNN	<b>Ask Me Anything with Our Crisis Management Guru</b>  <b>Brett Bruen</b> , President, <b>Global Situation Room, Inc.</b>

<p>10:40-10:50 PDT 12:40-12:50 CDT 13:40-13:50 EDT 18:40-18:50 BST 19:40-19:50 CEST 20:40-20:50 Israel 23:10-23:20 India 01:40-01:50(9/23) HKT 03:40-03:50(9/23) AEST 05:40-05:50(9/23) NZST</p>	<p><b>GIVE YOUR BRAIN A MOMENT TO TAKE IT ALL IN. STAND WITH YOUR FEET HIP WIDTH APART, ROLL DOWN FROM YOUR NECK TO YOUR WAIST, ONE VERTEBRA AT A TIME – AND JUST HANG FOR A WHILE</b></p>	
<p>10:50-11:05 PDT 12:50-13:05 CDT 13:50-14:05 EDT 18:50-19:05 BST 19:50-20:05 CEST 20:50-21:05 Israel 23:20-23:35 India 01:50-02:05(9/23) HKT 03:50-04:05(9/23) AEST 05:50-06:05(9/23) NZST</p>	<p><b>Need for Speed – Agile Contracting</b> What does operating at speed look like? And what can we learn from recent examples? Find out with our gurus</p> <p><b>Mirko Kleiner</b>, President, <b>Lean-Agile Procurement Alliance</b> <b>Adrian Furner</b>, Managing Director, <b>Kommercialize</b></p>	<p><b>Outcome and Performance-based Contracting Guru Perspective</b></p> <p>Deliver results without compromising</p> <p><b>Luis Prato</b>, XaaS Business/contract model advisor, trainer and coach</p>
<p>11:05-11:35 PDT 13:05-13:35 CDT 14:05-14:35 EDT 19:05-19:35 BST 20:05-20:35 CEST 21:05-21:35 Israel 23:35-00:05(22<sup>nd</sup>) India 02:05-02:35(9/23) HKT 04:05-04:35(9/23) AEST 06:05-06:35(9/23) NZST</p>	<p><b>Icertis Case Study: Navigating Global Digital Transformation With Contract Intelligence</b></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</p>	<p><b>Ask Me Anything with Our Outcome- and Performance-based Contracting Guru</b></p>



	<p>with Baxter's IT, Procurement and Commercial teams to deliver a successful and award-winning CLM implementation.</p> <p><b>Elaine Karp</b>, Senior Director – Legal Operations, <b>IBM</b>  <b>Bernadette Bulacan</b>, Chief Evangelist, <b>Icertis</b></p>	<p><b>Luis Prato</b>, XaaS Business/contract model advisor, trainer and coach</p>
<b>KEYNOTE ADDRESS &amp; CLOSING REMARKS</b>		
<p>11:35-12:05 PDT  13:35-14:05 CDT  14:35-15:05 EDT  19:35-20:05 BST  20:35-21:05 CEST  21:35-22:05 Israel  00:05-00:35(9/23)  India  02:35-03:05(9/23)  HKT  04:35-05:05(9/23)  AEST  06:35-07:05(9/23)  NZST</p>	<p><b>Keynote with Celebrated Futurist Heather Bewers: How Many Futures Do You Need to Foresee?</b></p> <p>We usually assume (often unconsciously) that the future is known and looks very like today – indeed, sometimes very like yesterday. Covid, Ukraine, food security, etc. are proving otherwise. Thinking differently about the future, about alternative possible futures for both ourselves and our organizations, can be helpful in dealing with the resulting ambiguity and uncertainty. Heather Bewers will talk to us about reacting positively and productively, about differing time horizons for handling various megatrends, how we can help our organizations and institutions with those, and also about the future of work for us as individuals – well beyond today's debate of hybrid working or working from home!</p> <p><b>Heather Bewers</b>, Founder &amp; Director, <b>Change is an Opportunity Limited</b>  Presented by <b>Barry Hooper</b>, Chief Commercial Officer, <b>Ministry of Justice UK</b></p>	
<b>END OF PART 4</b>		
<b>CLOSE OF VIBE SUMMIT 2022 – VISION, IDEAS, BELIEF, ENERGY!</b>		