

Vibe Summit

WorldCC's flagship virtual event

20-22 September 2022

Your Guide and Agenda

Welcome to Vibe Summit 2022

Vibe Summit is back – a truly immersive, interactive and high-value gathering for contract, commercial, procurement and legal professionals from every corner of the globe. Don't miss our three-day agenda, across all time zones, packed with live and on-demand sessions!

It's even better

After a successful virtual summit in 2021, we listened to your feedback. You wanted more interaction and a chance to dive deeper into industry specific challenges and the opportunity to hear real-life stories. That's what you'll get this year, and even more.

We will address the biggest issues in contract and commercial management facing organizations right now. With our inspiring workshops, engaging keynotes and insightful case studies, there's something for everyone in this three-day, action-packed agenda.

What's in it for you

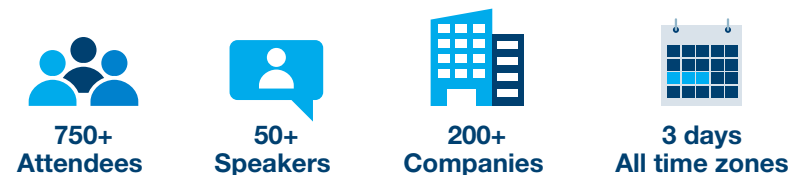
- This is a once-a-year event for the entire global contract and commercial management community
- No travel required! No matter where you are based, you can tap into the latest insights and be inspired in our three-day virtual summit across all time zones
- Looking to upskill? This event offers practical advice, interactive workshops and real-life case studies
- Make this part of your professional development this year – gain practical skills & CPD points
- Receive a certificate of participation and 20 CPD points that count towards WorldCC certification.

Flexible 'follow-the-sun' agenda

Three days, across all time zones, of live and on-demand sessions. Regardless of where you are based, you can access everything that Vibe Summit has to offer. Participate in our interactive workshops, be inspired by our keynote speakers, deep-dive into industry-specific sessions and connect with a truly global community.

And if you miss anything, you can watch the recording of any session as soon as its live broadcast ends.

We're really excited about Vibe 2022 and are looking forward to seeing you.



Tim Cummins
President,
WorldCC



Sally Guyer
Global CEO
WorldCC

Get the answers at Vibe Summit

The summit's three-days of workshops, keynotes and case studies will give you the answers to critical questions and insights to issues that impact the world of contracting, including:



What are the top
10% of companies
doing to achieve
world-class contracting?



Contract data sits
in **24** systems –
and they don't talk
to each other!



25% of time and
resource is spent on
low-complexity and
low-value contracting



The **#1** challenge
in contracting is
operational burden.
Free up your time!



Are you among the
38% who are unclear
about who does
what in contracting?



51% of executives
want more from
contract management.
Grab the opportunity!

Key speakers

We are delighted to welcome world-class speakers and business leaders to the Vibe Summit stage. Get ready to be inspired!
See the Vibe Summit website for [details of ALL our speakers >](#)



Mark Bowden
Human Behavior,
Body Language
Expert & Author



Heather Bewers
Founder & Director,
Change is an
Opportunity Ltd.



Brett Bruen
President,
Global Situation
Room, Inc.



Joanne Chuang
Create+65
Innovation Lead,
Clifford Chance



Keld Jensen
Senior Negotiation
Advisor, Professor,
Award-winning
Author



Jason McQuillen
Partner & Head of
Legal Operations
Transformation
Services, KPMG



Robert Zafft
Author, Forbes
Contributor, Ethics
Keynote Speaker,
Executive Leadership
Developer, Corporate
Trainer and WorldCC
Fellow



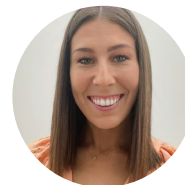
Sharyn County
General Manager
– Procurement,
Property and Fleet,
Jemena



Renée Giarrusso
Founder and CEO
RG Dynamics
& Limitless
Leadership, Author,
Coach and Trainer



Laurence Pidcock
General Manager
New Zealand
Government
Procurement,
Ministry of Business,
Innovation and
Employment



Ellen Mitten
Senior Contracts
Specialist,
Raytheon Australia
and APAC Leaders
of the Future
winner



Fleur D'Souza
Programme Assurance
and Commercial,
New Zealand Ministry
of Transport

EMEA & Americas

APAC

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

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

Nikki Mackay, Chief Development Officer, **WorldCC**

21:10-22:20 (9/19) PDT
23:10 (9/19)-00:20 CDT
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Choose a workshop to join live now. Remember you can watch the others on demand after the session ends

#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 case loads, 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 And Corruption During Uncertain Times

In uncertain and changing times, the risk of fraud and corruption in supply chains grows. Left unchecked, fraud and corrupt conduct escalate and can lead to significant additional costs to organizations as well as the reputational damage that can follow. We will explore fraud and corruption in supply chains, the red flags to be aware of and we ask what we can do to reduce the risk of fraud and corruption. This workshop uses real case studies and provides 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
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Grab a cuppa before heading into our water-cooler chats

EMEA & Americas

APAC

22:30-22:50 (9/19) PDT
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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

Negotiation War Stories

with **Stu van Rij**, Influencing and Negotiation Coach, Trainer and Speaker, **Brickfield Consulting Limited**

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**

Worst Contracts You've Ever Seen

with **Stefania Passera**, Contract Designer in Residence, **WorldCC** and CEO, **Passera Design**

22:50-23:15 (9/19) PDT
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Grand opening I

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, **WorldCC**

Tim Cummins, President, **WorldCC**; Professor, **Leeds University**

Else Bright, Senior Director of Member Engagement – Australia and New Zealand, **WorldCC**

23:15-23:55 (9/19) PDT
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Keynote panel

Effective workplace collaboration and an emphasis on the future of work is the backbone for successful business

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.

Sharyn County, General Manager Procurement, Property and Fleet, **Jemena and Zinfra**

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

Chaired by **Sally Guyer**, Global CEO, **WorldCC**

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That's a lot of content already!
Take a breath to recap and visit our exhibition area

00:15-01:15 PDT
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19:15-20:15 NZST

Dynamic pitch – making your contracting practice 10 x better

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?

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.

Design And 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- And Performance-Based Contracting

Andrew Jacopino, Principal Adviser, **Ngamuru Advisory**

Negotiation

Stu van Rij, Influencing and Negotiation Coach, Trainer and Speaker, **Brickfield Consulting Limited**

01:15-01:30 PDT
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Get Ready, Get Set, Goooo!
See who the platform pairs you with for some rapid networking (3 minutes at a time)

The Most Negotiated Terms

21:00-21:15 (9/20) PDT
23:00-23:15 (9/20) CDT
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Initial Findings

Hear about World Commerce & Contracting’s initial findings from our latest research, so that you can leverage your future contracts to maximize value.

Tim Cummins, President, **WorldCC**; Professor, **Leeds University**

Bernadette Bulacan, Chief Evangelist, **Icertis**

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Executive Perspective: Which Terms Matter? A Functional View

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.

Charles Cho, General Counsel, **NSW Treasury**

Charlotte Mullholland, Commercial Director, **BAE Systems**

Fleur D’Souza, Manager – Programme Assurance and Commercial, **NZ Ministry of Transport**

Jason McQuillen, Partner, **KPMG Law**

Co-chaired by

Tim Cummins, President, **WorldCC**; Professor, **Leeds University** and

Bernadette Bulacan, Chief Evangelist, **Icertis**

Battle of the Tech

21:55-22:40(9/20) PDT
23:55 (9/20)-00:40 CDT
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14:55-15:40 AEST
16:55-17:40 NZST

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?

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.

Business Gurus:

Paul Lanzone, Executive Vice President – Enterprise Legal Services, **UnitedLex Corporation**

Jenny Kiss, Co-founder Partner, **Stirling and Rose**

Dominic Targett, Head of Vendor and Contract Management, Group Technology, **AIA**

Contract Tech Gurus:

Tara Bennett, VP, Global Sales Engineering, **ContractPodAI**

Russ Edelman, CEO, **Contracts 365**

Moderated by:

Else Bright, Senior Director of Member Engagement – Australia and New Zealand, **WorldCC**

22:40-23:00 (9/20) PDT
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13:40-14:00 HKT
15:40-16:00 AEST
17:40-18:00 NZST



Have you visited the WorldCC booth yet?
Come and chat with us, get answers to your questions and learn about our fabulous, community platform

EMEA & Americas

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Contracting trends

23:00-23:15 (9/20) PDT
01:00-01:15 CDT
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16:00-16:15 AEST
18:00-18:15 NZST

Contract Data Management Guru Perspective

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.

Tim Cummins, President, **WorldCC**; Professor, **Leeds University**
Adrian Furner, Managing Director, **Kommercialize**

23:15-23:40 (9/20) PDT
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18:15-18:40 NZST

Deciphering The Data Dilemma

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.

Ask Me Anything With Our Contract Data Management Guru
Tim Cummins, President, **WorldCC**; Professor, **Leeds University**
Adrian Furner, Managing Director, **Kommercialize**

23:40-23:55 (9/20) PDT
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12:10-12:25 India
14:40-14:55 HKT
16:40-16:55 AEST
18:40-18:55 NZST

Crisis Management Guru Perspective

Know how to tackle a threat, confront surprise, and make quick and effective decisions.

Tina Manolitsas, Managing Partner & Lead Mentor, **The Leaders Mentor**

23:55 (9/20)-00:20 PDT
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12:25-12:50 India
14:55-15:20 HKT
16:55-17:20 AEST
18:55-19:20 NZST

The Devil's Guide to Crisis Management: Confessions of a Producer from CNN


An Emmy-winning investigative producer reveals the top five ways you can make a reporter's career while breaking your own.

Robert Zafft, WorldCC Fellow

Amos Gelb, Executive Director, **Washington Media Institute**;
Three-time Emmy-winning Producer, **CNN**

Ask Me Anything With Our Crisis Management Guru
Tina Manolitsas, Managing Partner & Lead Mentor, **The Leaders Mentor**

Contracting trends (cont.)

<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</p>	<p>12:50-13:00 India 15:20-15:30 HKT 17:20-17:30 AEST 19:20-19:30 NZST</p>	<p>Why not look at the sky and rest your eyes for a few minutes before coming back for more inspiring content? 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> 
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<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</p>	<p>13:00-13:15 India 15:30-15:45 HKT 17:30-17:45 AEST 19:30-19:45 NZST</p>	<p>Need For Speed – Agile Contracting 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>
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<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</p>	<p>13:15-13:45 India 15:45-16:15 HKT 17:45-18:15 AEST 19:45-20:15 NZST</p>	<p>Icertis Case Study: Navigating Global Digital Transformation With Contract Intelligence 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,</p>	<p>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. Elaine Karp, Senior Director – Legal Operations, Baxter Bernadette Bulacan, Chief Evangelist, Icertis</p>
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<p>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</p>	<p>13:45-14:15 India 16:15-16:45 HKT 18:15-18:45 AEST 20:15-20:45 NZST</p>	<p>Keynote address and closing remarks Keynote With Renée Giarrusso: Creating A Gift Mindset Culture And Why It Matters 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; International Award-winning Author, Speaker, Coach and Trainer With Sally Guyer, Global CEO, WorldCC</p>
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EMEA & Americas APAC

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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 and to newcomers in western time zones!

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 from our more western time zones!

Nikki Mackay, Chief Development Officer, **WorldCC**

07:10-08:20 PDT
09:10-09:20 CDT
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16:10-17:20 CEST
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Choose a workshop to join live now.

Remember you can watch the others on demand after the session ends

#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**

Dan Wittner, Chief Customer Officer, **Contracts 365**

Paul Branch, Chief Networking Officer, **WorldCC**

#3 Solving Real-World Problems In IT Contracts

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. Understanding what's market is an effective route to speed up deal cycles without taking undue risks.

In this workshop, we take on real-world problems submitted by our delegates and troubleshoot them live. We'll leverage the free TermScout services available to all WorldCC members so you'll take away practical ways to take advantage of this unique member benefit.

Submit contract problems you're facing in the IT contracting space to ceo@worldcc.com by 11:59 EDT on September 18th and let the experts take a stab at solving them!

Otto Hanson, CEO, **TermScout**

Sally Guyer, Global CEO, **WorldCC**

#4 Making Sustainability Sustainable – Answering Sustainability's Unanswered Questions

Pressure is building for organisations, supply chains and contracts to be "sustainable". The volume of standards and best practice - especially under the ESG umbrella - is growing. But engagement, buy-in and progress aren't keeping up. In this workshop, find out what's behind this disparity, and find out what you can do about it: understand where we're really at with 'sustainability', discover what it might mean for you, and see how you can benefit from it!

Stephen Bruce, Senior Consultant, **New Information Paradigms Ltd (NIP)**

Ken Cole, Director of Projects and Practice, **SPS Consultancy Services Ltd**

EMEA & Americas **APAC**

08:20-08:30 PDT
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Water-cooler Chats

Join a themed networking room, share screen and make contacts. You can watch the others after the session ends

Negotiation War Stories

with **Keld Jensen**, Senior Negotiation Advisor, Professor, Award-winning Author

Best (And Worst) Career Advice

with **Diane Kilkenny**, Chief Revenue Officer, **WorldCC** and **Stewart Prizeman**, VP of Sales North America, **WorldCC**

Technology Confessional

with **Paul Branch**, Chief Networking Officer, **WorldCC**

Worst Contracts You've Ever Seen

with **Stefania Passera**, Contract Designer in Residence, **WorldCC** and CEO, **Passera Design**

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Grand opening II

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, **WorldCC**

Tim Cummins, President, **WorldCC**; Professor, **Leeds University**

EMEA & Americas APAC

09:15-09:55 PDT
10:15-10:55 CDT
12:15-12:55 EDT
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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

Keynote panel

Effective Workplace Collaboration And An Emphasis On The Future Of Work Is The Backbone For Successful Business

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.

Linda Berry, EVP Group Head of Commercial & Contract Management, **Capgemini**

Cecilia 'Cricket' Middleton, Managing Director – North America Contract Management, **Accenture**

Matthew Davis, Associate Professor, **Leeds University Business School**

Cody Scott, Leader of the Future Winner, **WorldCC**; Co-op Student, NA – SCM, D&C and Project Development

Moderated by **Sally Guyer**, Global CEO, **WorldCC**

09:55-10:15 PDT
10:55-11:15 CDT
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02:55-03:15 (9/22) AEST
04:55-05:15 (9/22) NZST



That's a lot of content already!
Take a breath to recap and visit our exhibition area

EMEA & Americas **APAC**

10:15-11:15 PDT
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01:15-02:15 (9/22) HKT
03:15-04:15 (9/22) AEST
05:15-06:15 (9/22) NZST

Dynamic pitch: making your contracting practice 10 X better

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?

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.

Design And Simplification

Stefania Passera, Contract Designer in Residence, **WorldCC** and CEO, **Passera Design**

Tech & CLM Pitfalls

Peggy Pauwels, Partner, **Deloitte Legal**

Mark Ross, Co-leader, **Deloitte Legal Business Services** and

Paul Branch, Chief Networking Officer, **WorldCC**

Collaborating On Outcome- And Performance-Based Contracting

John Dieffenbach, Managing Director and Leader on EY's Strategic Deals Team, **EY**

Negotiation

Susie Maloney, Chief Negotiation Architect, **Blu Bonsai**

11:15-11:30 PDT
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So, how good are you? Can you network and make profitable connections in just three minutes per conversation?

The Most Negotiated Terms

07:00-07:15 PDT
09:00-09:15 CDT
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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, President, **WorldCC**; Professor, **Leeds University**
Bernadette Bulacan, Chief Evangelist, **Icertis**

07:15-07:55 PDT
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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**

Co-chaired by

Tim Cummins, President, **WorldCC**; Professor, **Leeds University** and
Bernadette Bulacan, Chief Evangelist, **Icertis**

EMEA & Americas APAC

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22:55-23:40 HKT
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02:55-03:40 (9/23) NZST

Battle of the tech

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?

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.

Business Gurus:

Sander Voorn, P&T CP Digital & Process Transformation, **Shell Global Solutions NL**

Khushbu Solanki, Legal Compliance Manager, **Pharming Healthcare Inc.**

Julia Dorner, Senior Manager – Global Contract Management, **Rolls-Royce Power Systems AG**

Contract Tech Gurus:

Matt Patel, COO and Co-Founder, **Malbek**

Tara Bennett, VP, Global Sales Engineering, **ContractPodAI**

Moderated by

Paul Branch, Chief Networking Officer, **WorldCC**

08:40-09:00 PDT
10:40-11:00 CDT
11:40-12:00 EDT
16:40-17:00 BST
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18:40-19:00 Israel



Have you visited the WorldCC booth yet?
Come and chat with us, get answers to your questions and learn about our fabulous, community platform

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

Keynote address

Keynote with World-Renowned Body Language Expert Mark Bowden – What Are People Really Thinking?

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.

Mark Bowden, Human Behaviour & Body Language Expert and Author



Introduced by

Tim Cummins, President, **WorldCC**; Professor, **Leeds University**

Contracting trends

09:20-09:35 PDT
11:20-11:35 CDT
12:20-12:35 EDT
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02:20-02:35 (9/23) AEST
04:20-04:35 (9/23) NZST

Contract Data Management – Guru Perspective

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.

Tim Cummins, President, **WorldCC**; Professor, **Leeds University**

Adrian Furner, Managing Director, **Kommerzialize**

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00:35-01:00 (9/23) HKT
02:35-03:00 (9/23) AEST
04:35-05:00 (9/23) NZST

Enabling A Data-Driven Ecosystem With Smart Legal Contracts

Join our President's Awards winners to present their game-changing project DEServE – Digital Ecosystem for Service Excellence on smart legal contracts and blockchain.

Zaira Burlo, Customer Support Services & Training Director, **Leonardo**

Fabio Russo, Customer Support Services & Training Business Development, **Leonardo**

Luigi Telesca, Co-founder and CEO, **Trakti**

The ROI Of Contracting Excellence

9.2%. Many are familiar with the WorldCC research that identified the average value erosion from our contracts. That was back in 2014. In 2022, have things changed? With new technologies streamlining process and providing greater insight, it's time to revisit the questions around the cost of contracting and the extent of value erosion. This session discusses the findings of an updated report, developed by WorldCC and experts from Deloitte.

Mark Ross, Principal and Co-leader, **Deloitte Legal Business Services**

Craig Conte, Lead Partner Legal Operate, **Deloitte Legal**

Nikki Mackay, Chief Development Officer, **WorldCC**

Contracting trends (cont.)

10:00-10:15 PDT
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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

Crisis Management – Guru Perspective

Know how to tackle a threat, confront surprise, and make quick and effective decisions.

Brett Bruen, President, **Global Situation Room, Inc.**

10:15-10:40 PDT
12:15-12:40 CDT
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03:15-03:40 (9/23) AEST
05:15-05:40 (9/23) NZST

The Devil’s Guide To Crisis Management: Confessions Of A Producer From CNN

An Emmy-winning investigative producer reveals the top five ways you can make a reporter’s career while breaking your own.

Robert Zafft, WorldCC Fellow

Amos Gelb, Executive Director, **Washington Media Institute**;
Three-time Emmy-winning Producer, **CNN**

Ask Me Anything With Our Crisis Management Guru

An Emmy-winning investigative producer reveals the top five ways you can make a reporter’s career while breaking your own.

Brett Bruen, President, **Global Situation Room, Inc.**

10:40-10:50 PDT
12:40-12:50 CDT
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Give your brain a break. Feet hip width apart, roll down from your neck to your waist, one vertebra at a time – and just hang for a while

Contracting trends (cont.)

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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

Need For Speed – Agile Contracting

What does operating at speed look like?
And what can we learn from recent examples? Find out with our gurus.

Mirko Kleiner, President, **Lean-Agile Procurement Alliance**

Adrian Furner, Managing Director, **Kommercialize**

**Outcome- And Performance-Based Contracting
Guru Perspective**

Find out what is performance-based contracting and reasons for its adoption in B2B and B2G markets. More importantly, consequences for organisations when engaging in performance- or outcome-based contracting and the way forward to address major challenges in contract design and management.

Luis Prato, Affiliated Researcher, **Erasmus University**;
Managing Director, **Klexu**

11:05-11:35 PDT
13:05-13:35 CDT
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23:35-00:05 (9/22) India
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04:05-04:35 (9/23) AEST
06:05-06:35 (9/23) NZST

**Icertis Case Study: Navigating Global Digital
Transformation With Contract Intelligence**

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.

Elaine Karp, Senior Director – Legal Operations, **Baxter**

Bernadette Bulacan, Chief Evangelist, **Icertis**

**Case Study And Ask Me Anything With Our Outcome-
And Performance-Based Contracting Guru**

We will discuss real examples of performance-based contracting in industrial and manufacturing environments.

Discuss the business, operations, and supply management perspective of performance-based contracting. With interactive Q&A.

Luis Prato, Affiliated Researcher, **Erasmus University**;
Managing Director, **Klexu**

EMEA & Americas APAC

11:35-12:05 PDT 00:05-00:35 (9/23) India
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 20:35-21:05 CEST
 21:35-22:05 Israel

Keynote address and closing remarks

Keynote With Celebrated Futurist Heather Bewers: How Many Futures Do You Need To Foresee?

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!

Introduction by

Barry Hooper, Chief Commercial Officer, **Ministry of Justice UK**

Closing Remarks by

Tim Cummins, President, **WorldCC**; Professor, **Leeds University**



Close of Vibe Summit 2022
Vision, Ideas, Belief, Energy!

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