

## Europe Summit 2022

### 22-23 June, County Hall, London, UK

<b>Day One - Wednesday 22 June</b>	
	All times appear in British Standard Time (BST)
7:30 - 9:30	<p><b>Blue Sky Room - ESG moving from inspiration to action - <span style="color: red;">By Invitation only</span></b></p> <p>“ESG may be a social and political priority, but it is business that will make it happen.” This statement, made by a senior executive member of WorldCC, reflects a commonly held sentiment that turning talk into action depends on the forces of commerce. But what forces? Right now, it is unclear how the principles behind ESG will be implemented. It is even less clear how they will be monitored and measured. Achieving goals – whether environmental or social – depends on action and insight across complex trading relationships and ecosystems. Ultimately, the required governance has to be in place before the ‘E’ and the ‘S’ become meaningful. While commercial policies are being reviewed and updated, it is far from clear how these will impact market relationships, or the extent to which they will drive new contract terms and practices. There can be no question that commerce and contracting have a critical role to play in realising the aspirations of ESG. The Bluesky Room discussions will delve deep into the roadblocks that executives are facing, highlighting real life examples of Environmental, Social and Governance in CCM.</p> <p><b>Chaired by: Tim Cummins, Professor, Leeds University; President, World Commerce &amp; Contracting</b></p>
7:30 - 8:30	<p><b>Inspiring Women Breakfast</b></p> <p><b>Inclusion, equity, equality, and empowerment: now is the time for change</b></p> <p>We know that women’s equality and empowerment is integral to all dimensions of inclusive and sustainable development which is why our Inspiring Women’s programme is more important than ever. Take this time with your peers to be heard, be recognised and be empowered. Join this conversation with a selection of the phenomenal women who have been recognised in our Inspiring Women Programme. Hear how they have weathered uncertain times and impacted the CCM community.</p> <p><b>Co-hosted by:</b>  <b>Sally Guyer, Global CEO, World Commerce &amp; Contracting &amp;</b>  <b>Bernadette Bulacan, Lead Evangelist, Icertis</b></p>
8:30 - 9:00	Registration & morning refreshments for all attendees
9:00 - 9:30	<p><b>Speed Networking</b></p> <p>Speed Networking, a bit like Speed Dating, is a fun efficient way to break the ice and help you meet as many people as you can in the space of 25 mins. There will be 7 rounds and after 3 minutes you will be moved on to the next table, so bring plenty of business cards and get ready to engage! There will be ample opportunity to develop those conversations further at our evening networking events!</p>

	<b>WORKSHOP ONE</b>	<b>WORKSHOP TWO</b>
9:30 - 10:40	<p><b>Contract Design &amp; Simplification</b> 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>Workshop Leader: <b>Stefania Passera</b>, Contract Design &amp; Visualization Consultant, <b>WorldCC Designer in Residence</b></p>	<p><b>Contract Economics</b> Look beyond the content of a contract and tackle the how and why of reducing contracting costs and finding additional value. Dive deep in this collaborative workshop and walk away with the knowledge and tools for better contracting.</p>
10:40 - 11:10	Break	
	<b>WORKSHOP THREE</b>	<b>WORKSHOP FOUR</b>
11:10 - 12:20	<p><b>Emerging Tech 101</b> A workshop on how to select, buy and implement the right legal tech for your organization. The workshop is a co-creation session, which means delegates can influence the specific content by participating in a simple, pre-event discovery exercise. The answers to which will shape the session ensuring it is tailored to meet your needs, in order to gain the most out of it.</p> <p>Workshop Leader: <b>Alistair Maiden</b>, CEO, <b>Syke</b></p> <p><b>Partnered by Syke</b></p>	<p><b>Negotiation</b> Learn how to optimize outcomes of your negotiations by gaining both practical and analytical skills to give you the upper hand in every business transaction. World renowned negotiation expert, Keld Jensen will bring his in depth knowledge and experience to unlock the hidden potential in every negotiation situation. Understand cultural differences, gain new perspectives, and see what are the true moments of impact so that you can drive value and close deals where both parties are satisfied.</p> <p><b>Keld Jensen</b>, Senior Negotiation Advisor, Professor, Award Winning Author</p>
12:20 - 12:40	<p>Grand Opening - <b>Delivering strategic value in an uncertain world</b> 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.</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>	

12:40 - 13:40	Lunch	
13:40 - 14:10	<p><b>Keynote address: the awakening - why DEI action matters to everyone</b></p> <p>There is no denying that conversations around DEI are on the rise, in the last two years social inequalities and racial injustice have been laid bare as the pandemic stormed across the globe. The murder of George Floyd, hate crimes against Asian and Jewish communities; the pink recession, are creating an awakening in many organisations. But is this reinvigorated conversation translating to results? While diversity metrics have their place, it is the human stories that can inspire us to change behaviour. DEI activist Dr. Miranda Brawn will bring the human stories behind this movement to life, enlightening as to why DEI action should matter not just to leaders but to all employees. Inspiring you to create the change you wish to see in your own workplace.</p> <p><b>Dr. Miranda Brawn, Board Advisor, Lawyer, Philanthropist, DEI Activist; Founder, President &amp; CEO, TMBDLF.com</b></p>	
	<b>HUMANS MEET TECHNOLOGY</b>	<b>PROBLEM SOLVING LAB</b>
14:10 - 14:40	<p><b>Case Study #1 with Icertis: humans meet technology</b></p> <p>In this series of case studies, we will explore the intersection where humans meet technology. Giving you invaluable insights into real life experience, what were the goals, what were the major challenges and how were they overcome?</p>	<p><b>Problem Solving Lab #1: the ROI of contracting</b></p> <p><i>You have just been asked by your CEO to spearhead a CLM software implementation within your business – what is achievable and where do you start?</i></p> <p>Our problem-solving labs will look at the top challenges in new contract initiatives. Our team of experts who have been instrumental in successful contract initiatives within their own organisations will problem solve each challenge, giving the audience practical tools to help them get started on their own migration to Next Generation Contracts.</p>
14:40 - 15:00	Break	
	<b>HUMANS MEET TECHNOLOGY</b>	<b>PROBLEM SOLVING LAB</b>
15:00 - 15:30	<p><b>Case Study #2: humans meet technology</b></p> <p>In this series of case studies, we will explore the intersection where humans meet technology. Giving you invaluable insights into real life experience, what were the goals, what were the major challenges and how were they overcome?</p>	<p><b>Problem Solving Lab #2: breaking down the silos and achieving stakeholder collaboration</b></p> <p>Our problem-solving labs will look at the top challenges in new contract initiatives. Our team of experts who have been instrumental in successful contract initiatives within their own organisations will problem solve each challenge, giving the audience practical tools to help them get started on their own migration to Next Generation Contracts.</p>
15:30 - 15:35	Switchover	

15:35 - 16:35	<p><b>Keynote panel discussion: contracting for value – why cohesive collaboration matters so much now</b></p> <p>Given the pandemic and uncertainty- given the reputational environment, risk with supply chain disruption, the natural way to go is contracting for value. It's these kinds of relationships that bring value throughout the contracting lifecycle rather than just one moment in time. If we are going to really commit to value contracting it will take a cohesive approach between legal, finance, commercial and procurement. This panel will bring those groups together and uncover how they can collaborate and work in harmony and how collaborative technology will bring cohesion.</p> <p><b>Speakers include:</b>  <b>Nick Jenkinson</b>, Chief Procurement Officer, <b>Santander</b>  <b>Weiling Lim</b>, General Counsel, <b>Unilever</b>  <b>Rob Woodstock</b>, Chief Commercial Officer, <b>HMRC</b>  <b>Linda Berry</b>, EVP Group Head of Commercial &amp; Contract Management, <b>Capgemini</b></p> <p><b>Chaired by Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b></p>
16:35 – 17:15	Closing Remarks & Keynote
18:30 - 20:00	WorldCC Drinks Reception & Gala Dinner Co-Hosted by: Barry Hooper & Sally Guyer

## Day Two – Thursday 23 June

	All times appear in British Standard Time (BST)
7:45 – 8:45	<b>WorldCC Council Members &amp; Fellows Breakfast - <span style="color: red;">By Invitation only</span></b> <b>Hosted by Sally Guyer</b> , Global CEO, <b>World Commerce &amp; Contracting</b>
8:45 – 9:05	<p><b>Keynote address: how is AI predicting and influencing the contract &amp; commercial environment</b></p> <p>It seems like AI and data analytics are poised to improve contract quality and value but at what cost? How and when can we determine if the benefits outweigh the risks?</p>
9:05 - 10:05	<p><b>Battle of the Tech</b></p> <p>There has never been a greater need for investment in contract technology - but how do you assess? 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 Techs. Four contract tech providers will do 2 min demos to our panel of tech Gurus who will fire the all-important questions you need to be thinking about.</p>
	<div style="display: flex; justify-content: space-between;"> <span><b>HUMANS MEET TECHNOLOGY</b></span> <span><b>PROBLEM SOLVING LAB</b></span> </div>

10:05 – 10:35	<p><b>Case Study #3: data management and systems</b>          CLM vs CDM - comparing approaches, tools, barriers etc. Topics such as how best to undertake data extraction from a diverse group of contracts; the extent to which organisations are developing alternatives to CLM (for example, using MS collaborative tools); challenges of resourcing the work needed etc.</p> <p><b>Joanne Walker</b>, Head of Capability Centre; Civil Aerospace General Counsel, <b>Rolls-Royce</b></p>	<p><b>Problem Solving Lab #3: you have just been asked by your CEO to implement a new CLM system – what is achievable and where do you start?</b>          Our problem-solving labs will look at the top challenges in new contract initiatives. Our team of experts who have been instrumental in successful contract initiatives within their own organisations will problem solve each challenge, giving the audience practical tools to help them get started on their own migration to Next Generation Contracts.</p>
10:35 – 11:00	Break	
	<b>INDUSTRY CAFE ROUNDTABLES</b>	<b>SUPPLY CHAIN FOCUS</b>
11:00 – 11:30	<p><b>The future of Contract Data Management in your Industry</b>          Currently, contract related data sits in an average of 24 different systems and that is a challenge that has only been exacerbated by the pandemic. Manually trying to connect disaggregated data is impossible and in most cases this data is only used transactionally and reactively. What is the current practice for managing contract data in your industry? What challenges does it face and what direction is it heading?</p> <p>In four 20 minute rounds executives grouped in the same industry will discuss the same set questions that genuinely matter to everyone. After the last round of conversation, table hosts are invited to harvest, sharing insights from their discussions with the rest of the large group.</p>	<p><b>Transparency: the simple answer to supply chain woes</b>          Disruption and rising costs were intensified by the pandemic. But these issues have taken an even greater spotlight with the impact of UK leaving the EU. Supply chain issues are at the very top of many organisation’s agendas right now with delays and lost sales causing unprecedented challenges. Now is the time to create better visibility from end to end so that everyone wins.</p> <p><b>Simon Geale</b>, Executive Vice President Procurement, <b>Proxima</b></p>
	<b>AGILE CONTRACTING &amp; PROCUREMENT</b>	
11:30 – 12:15	<p><b>Chaired by: Diane Kilkenny</b>, Chief Revenue Officer, <b>World Commerce &amp; Contracting</b></p> <p>Aerospace &amp; Defense          Oil &amp; Gas          Public Sector          IT &amp; Consulting          Telecoms          BFSI</p>	<p><b>Collaboration that focuses on outcomes</b>          Join this session to hear about the latest research in agile contracting and procurement. Find out the key agile contracting principles that prove why classic contract models just can’t cope with the contracting demands of today.</p> <p><b>Mirko Kleiner</b>, President, <b>Lean-Agile Procurement Alliance</b></p>
12:15 - 13:15	Lunch	

13:15 - 14:05	<p><b>The BIG Debate &amp; Audience Vote</b></p> <p>Motion: In spite of aspirations to the contrary, collaboration between buyers and suppliers will always remain an exception</p> <p><b>Arguing against the motion:</b>  <b>Sally Sfeir-Tait, CEO, Regulaition</b></p>	
14:05 - 14:10	Switchover	
14:10 - 14:30	Coffee & Refreshments	
	<b>HUMANS MEET TECHNOLOGY</b>	<b>CONTRACT CORNER</b> Top tips for making contracts better
14:30 - 15:00	<p><b>Case Study #4: humans meet technology</b>  In this series of case studies, we will explore the intersection where humans meet technology. Giving you invaluable insights into real life experience, what were the goals, what were the major challenges and how were they overcome?</p>	<p>You've asked and we've answered: in this hour long session you will gain practical insights and skills about effective contracting practices so that you can walk away armed to achieve better outcomes. Choose your roundtable and hear from experts who will deliver short presentations identifying top tips in that area. You will have a chance to share your experiences, ask questions and tackle challenges you face today.</p> <ul style="list-style-type: none"> <li>• Scope of Work</li> <li>• Contract drafting</li> <li>• Governance guidelines</li> <li>• As-a-Service contracts</li> <li>• Outcome-based contracts &amp; Performance-based contracts</li> </ul>
	<b>THE NEGOTIATION ROOM</b>	
15:00 - 15:30	<p><b>When cross-cultural negotiations backfire</b>  The Negotiation Room is back and live in person with WorldCC Negotiation Expert in residence Keld Jensen and President Tim Cummins. Digging into some of the biggest misunderstandings that can happen cross-culturally and how to avoid them.</p> <p><b>Keld Jensen</b>, Senior Negotiation Advisor, Professor, Award Winning Author  <b>Tim Cummins</b>, Professor, <b>Leeds University</b>; President, <b>World Commerce &amp; Contracting</b></p>	
15:30 - 17:15	<b>WorldCC &amp; Digital Legal Exchange Executive Takeaways</b>	
17:15 - 17:30	Closing Remarks	
17:30 - 19:30	Beer & Burgers Bye Bye	