



# AI Contracting Week

Driving digital disruption

25 - 28 September 2023



Follow the sun with us or select the time zone you wish to attend.

## Day one - part one

### MYTH BUSTING AI

#### APAC

09:30-10:00 India  
12:00-12:30 HKT  
14:00-14:30 AEST  
17:00-17:30 NZDT

#### Europe

05:00-05:30 BST  
06:00-06:30 CEST  
08:00-08:30 GST

**REMEMBER:** You can always catch the sessions on demand if the hours are unsociable.

### Welcome and opening remarks

We are standing at a crossroad in the way we form and manage contracts. Artificial Intelligence (AI) will intervene at every stage of the contracting lifecycle. For some, the disruption has begun. For most, the pace of adoption is slow, and resistance remains widespread. For AI to unleash its transformative powers, these barriers must be confronted head-on. It's time for a new era of AI-powered contracting.

- Tim Cummins**, President, **World Commerce & Contracting**
- Sally Guyer**, Global CEO, **World Commerce & Contracting**



### 5-minute switchover

#### APAC

10:05-11:05 India  
12:35-13:35 HKT  
14:35-15:35 AEST  
17:35-18:35 NZDT

#### EMEA

05:35-06:35 BST  
06:35-07:35 CEST  
08:35-09:35 GST

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### Thought leadership panel: addressing the barriers to adoption

This opening panel will gather some of the most prominent thought leaders in generative AI to discuss what's new in the world of AI, who is using it and what are the common myths that need to be addressed. We'll delve into some of the common barriers and how they can be confronted. We know from our recent spot survey that while AI continues to revolutionize various sectors, the contracting community appears to be lagging. Our panel will show you what leading thinkers are doing and highlight the benefits and potential risks of AI and GenAI in this space, noting the importance of considering an adoption strategy.



# Monday September, 25



- © **Bernadette Bulacan**, Chief Evangelist, **Icertis**
- © **John Veilleux**, Associate General Counsel, **Verizon**
- © **Todd Tabor**, Senior Director and Managing Counsel, **Hewlett Packard Enterprise**
- © Moderated by **Sally Guyer**, Global CEO, **World Commerce & Contracting**



**End of day one, part one**

## Day one, part two

### MYTH BUSTING AI

Americas  
06:00-06:30 PDT  
08:00-08:30 CDT  
09:00-09:30 EDT

EMEA  
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15:00-15:30 CEST  
17:00-17:30 GST

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07:40-09:00 PDT  
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EMEA  
15:40-17:00 BST  
16:40-18:00 CEST  
18:40-20:00 GST

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### Speed tech demo

Join us to witness the latest AI technologies in action as they pitch how their innovations can reduce workload and empower businesses to focus on delivering real value. Discover cutting-edge solutions that streamline processes, automate tasks, and drive operational excellence. Embrace the future of AI and its limitless potential in this captivating showcase!

### Business gurus

- © **Craig Conte**, Lead Partner Legal Operate, **Deloitte Legal**
- © **Khushbu Solanki**, Senior Manager - Legal & Compliance, **Pharming Healthcare Inc.**
- © **Jim Pearson**, Contracts Manager, **ConocoPhillips**

### Tech gurus

- © **Michael Gormley**, Sales Manager, Speaker, & CLM Software Expert, **CobbleStone**
- © **Jess King**, Senior Director – Sales Engineer, **ContractPodAI**
- © **Jamie Wodetzki**, Chief Product Officer, **Catylex**

### Moderator



# Monday September, 25



 **Matt Tizard**, Director of Strategic Alliances, **World Commerce & Contracting**



End of day one, part one

## Day two - part one

### AUGMENT YOUR SKILLS

APAC  
09:30-10:30 India  
12:00-13:00 HKT  
14:00-15:00 AEST  
17:00-18:00 NZDT

EMEA  
05:00-06:00 BST  
06:00-07:00 CEST  
08:00-09:00 GST

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#### Interactive workshop: up your game in ChatGPT prompting

There is no question that humans need to upskill and learn how to use AI to augment their existing roles. Skills like prompting are becoming ever more important. Overall, you have a lower risk of losing your job to AI if you upskill – and you have much to learn from its use. This workshop will help you understand and learn the skill of prompting. The workshop is designed to augment your skills and make your work more efficient.

Kingsley Martin, Founder, KMStandards

### 5-minute switchover

### AI USE CASES

APAC  
10:35-11:35 India  
13:05-14:05 HKT  
15:05-16:05 AEST  
18:05-19:05 NZDT

EMEA  
06:05-07:05 BST  
07:05-08:05 CEST  
09:05-10:05 GST

REMEMBER: You can always

#### Generative AI: 12 Transformations for Business

Discover the transformative power of Generative AI in this session for business professionals and leaders. The session will go beyond the mechanics of the technology and focus on a practical introduction to its impact on 12 critical strategic and operational aspects of your business. It will help you identify what you need to prioritise and where you can direct your resources, so you have the capabilities to sustain a competitive edge in what is shaping up to be a very different business environment for every industry.



# Tuesday September, 26



catch the sessions on demand  
if the hours are unsociable.

 **Terri Mottershead**, Executive Director, **Centre for Legal Innovation**



End of day two, part one



## Day two - part two

### AUGMENT YOUR SKILLS

Americas  
06:00-07:00 PDT  
08:00-09:00 CDT  
09:00-10:00 EDT

EMEA  
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 Kingsley Martin, Founder, KMStandards

### 5-minute switchover

### AI IN REAL LIFE

Americas  
07:05-08:05 PDT  
09:05-10:05 CDT  
10:05-11:05 EDT

EMEA  
15:05-16:05 BST  
16:05-17:05 CEST  
18:05-19:05 GST

REMEMBER: You can always

#### The rise of generative AI: a case study by PwC and ContractPodAi

Join our experts as they dive into the transformative impact of Generative AI (GenAI) on businesses. ContractPodAi's Mark Langsbury is joined by PwC's Jeff Catanzaro to discuss a real-world GenAI legal case study. Find out how GenAI can simplify data extraction, swiftly assess investee influence factors and evaluate the introduction of AI in various processes/scenarios.

catch the sessions on demand if the hours are unsociable.

- © **Mark Langsbury**, Senior Vice President Global Partnerships, **ContractPodAI**
- © **Jeffrey Catanzaro**, Principal - Legal Business Solutions, **PwC**

## 5-minute switchover

**Americas**  
08:10-08:50 PDT  
10:10-10:50 CDT  
11:10-11:50 EDT

**EMEA**  
16:10-16:50 BST  
17:10-17:50 CEST  
18:10-18:50 GST

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### Leading your company in the AI evolution

In this dynamic and insightful session, we will explore four critical steps to harness the potential of GPT for your organization's success. Whether you are an IT leader, a business strategist, or a curious innovator, this session is designed to empower you with the knowledge and strategies needed to pave the way for a language-driven future.

- © **Paul Lippe**, Co-founder and CEO, **xMentium**
- © **David Auld**, Principal Engineering Manager, **Microsoft**

## End of day two, part one

## Day three - part one

### AUGMENT YOUR SKILLS

APAC  
09:30-10:30 India  
12:00-13:00 HKT  
14:00-15:00 AEST  
17:00-18:00 NZDT

EMEA  
05:00-06:00 BST  
06:00-07:00 CEST  
08:00-09:00 GST

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#### Interactive workshop: AI tools for drafting and negotiating contracts

Are you interested in exploring the cutting-edge applications of AI in the fields of drafting and negotiation? Join us for an immersive and engaging session, where we will delve into the exciting world of AI and its potential to revolutionize the way we draft agreements and negotiate deals.

 **David Tollen**, Founder, **Tech Contracts Academy**

### 5-minute switchover

### HIGHLIGHT OF THE WEEK

APAC  
10:35-11:50 India  
13:05-14:20 HKT  
15:05-18:20 AEST  
18:05-19:20 NZDT

EMEA  
06:05-07:20 BST  
07:05-08:20 CEST  
09:05-10:20 GST

#### Thought leadership panel: navigating the abyss - unveiling fear, ethics, and the future of AI in contracting

For all of us, operating in the world of commerce and contracting, AI has the potential to disrupt every part of the contracting lifecycle. As AI continues to advance and integrate into various industries, fears about implications in contracting loom large. Join our distinguished panel of experts exploring the fears surrounding this evolving landscape. From the potential for biased decision-

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making and the rise of AI-powered misinformation to the ethical dilemmas of accountability, this discussion aims to shed light on the challenges and propose strategies for embracing AI while safeguarding against negative consequences in the future.

- © **Ceschino Brooks de Vita**, Director of Content Marketing, **Sirion**
- © **Mark Beer**, Co-Founder, **Seven Pillars Law**
- © **Christina Demetriades**, General Counsel - Europe, **Accenture**
- © **Alex Hamilton**, CEO, **Radiant Law**
- © Moderated by **Sally Guyer**, Global CEO, **World Commerce & Contracting**



End of day three, part one

## Day three - part two

### AUGMENT YOUR SKILLS

Americas  
06:00-07:00 PDT  
08:00-09:00 CDT  
09:00-10:00 EDT

EMEA  
14:00-15:00 BST  
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### 5-minute switchover

### HIGHLIGHT OF THE WEEK

Americas  
07:05-08:20 PDT  
09:05-10:20 CDT  
10:05-11:20 EDT

EMEA  
15:05-16:20 BST  
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- 🕒 Moderated by **Sally Guyer**, Global CEO, **World Commerce & Contracting**

 **5-minute switchover**

## AI USE CASES

**Americas**  
 08:25-09:05 PDT  
 10:25-11:05 CDT  
 11:25-12:05 EDT

**EMEA**  
 16:25-17:05 BST  
 17:25-18:05 CEST  
 19:25-20:05 GST

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### Lawyering 2.0: contracting in the age of AI

AI is changing industries, job and role descriptions, and new use cases and opportunities for optimization, acceleration, augmentation and enablement are emerging rapidly. What does all of that mean for lawyering and how can we, as classically trained lawyers, think about how to adopt legal technologies and AI optimally for our use and acceleration? How do we prove our value as expert practitioners while relying on these emerging technologies and put emphasize on the right element of the value chain of legal services?

The answer might be in adoption of AI and generative AI as an assistive tool – to automate elements of the legal value chain that are more repeatable and rote, and aggregate value at the expert judgment layer of the value chain, enabling higher value work in less time. If we get it right, AI can effectively turn lawyers from drafters to phenomenal editors, who use AI for greater accuracy, enablement of expertise, creative strategy, and data accuracy.



# Wednesday September, 27



© Ilona Logvinova, Associate General Counsel, **McKinsey & Company**



End of day three, part one

## Day four - part one

### AUGMENT YOUR SKILLS

**APAC**  
 09:30-10:30 India  
 12:00-13:00 HKT  
 14:00-15:00 AEST  
 17:00-18:00 NZDT

**EMEA**  
 05:00-06:00 BST  
 06:00-07:00 CEST  
 08:00-09:00 GST

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#### Interactive workshop: negotiating with AI

In this workshop, we will delve into the realm of AI-driven negotiation. Whether you are a seasoned negotiator or just beginning your journey in the negotiation landscape, this session will provide you with valuable insights and practical knowledge to leverage AI effectively during your negotiation processes and provide insight to imminent developments.

-  **Sarah Cotgreave**, Vice President Sales Asia and Pacific, **Lavenir AI**
-  **Keld Jensen**, Negotiation Expert
-  **Tim Cummins**, President, **World Commerce & Contracting**



### 5-minute switchover

**APAC**  
 10:35-10:40 India  
 13:05-13:10 HKT  
 15:05-15:10 AEST  
 18:05-18:10 NZDT

**EMEA**  
 06:05-06:10 BST  
 07:05-07:10 CEST  
 09:05-09:10 GST

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#### Ask the experts

Engage in an interactive networking session with AI experts! Use this opportunity to participate in thought-provoking discussions, gain valuable insights, and connect with leading minds in this transformative technology space. Prepare your questions and be part of the conversation!

-  **Angella Tyrrell**, Event Director – APAC, **World Commerce & Contracting**



APAC  
10:40-11:20 India  
13:10-13:50 HKT  
15:10-15:50 AEST  
18:10-18:50 NZDT

EMEA  
06:10-06:50 BST  
07:10-07:50 CEST  
09:10-09:50 GST

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Round 1: what are the recommended guidelines for effectively utilizing ChatGPT?

**Leanne Shelton**, ChatGPT Trainer, **Write Time Marketing**

Round 1: what is the truth about security and privacy?

**Dean Broers**, Regulatory Compliance Leader, **Google Cloud**

Round 1: how do we ensure a level of oversight?

**Harm Ellens**, Director, **Virtual Ink Australia**

## 5-minute switchover

APAC  
11:25-12:05 India  
13:55-14:35 HKT  
15:55-16:35 AEST  
18:55-19:35 NZDT

EMEA  
06:55-07:35 BST  
07:55-08:35 CEST  
09:55-10:35 GST

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Round 2: how does the contracting sector balance the benefits of new technology with things like cybersecurity, diversity, equity, and inclusion (DE&I) and climate change?

**Judy Slatyer**, Sustainability, ESG, AI Thought Leader

Round 2: how do we overcome the concern that the use of technology may result in errors and particular circumstances and risks not being accounted for?

**Sir Winston Malapad**, Chief Artificial Intelligence Officer, **Datahuit**

Round 2: is this technology going to impact my role in the future, if so how?

**Prashant Choube**, General Manager - Presales & Product Management, **Icertis**

## 5-minute switchover

APAC  
12:10-12:25 India  
14:40-14:55 HKT



Closing remarks



# Thursday September, 28



16:40-16:55 AEST  
19:40-19:55 NZDT

-  **Tim Cummins**, President, **World Commerce & Contracting**
-  **Sally Guyer**, Global CEO, **World Commerce & Contracting**

EMEA  
07:40-07:55 BST  
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10:40-10:55 GST

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End of day four, part one

## Day four - part two

### AUGMENT YOUR SKILLS

Americas  
06:00-07:00 PDT  
08:00-09:00 CDT  
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EMEA  
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- 🕒 Kingsley Martin, Founder, **KMStandards**
- 🕒 Keld Jensen, Negotiation Expert
- 🕒 Tim Cummins, President, **World Commerce & Contracting**



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- 🕒 Kevin Brownsey, Chief Commercial Officer, **World Commerce & Contracting**

Americas  
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Round 1: what are the recommended guidelines for effectively utilizing ChatGPT?

Jakob Mathiasen, Attorney, Gorrissen Federspiel

Round 1: what is the truth about security and privacy?

Richard Robinson, CEO, Robin AI

Round 1: how do we ensure a level of oversight?

Dr. Megan Ma, Fellow and Assistant Director, Stanford Program in Law, Science and Technology

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Round 2: how does the contracting sector balance the benefits of new technology with things like cybersecurity, diversity, equity, and inclusion (DE&I) and climate change?

Maka Kama, Board Member, Alliance ICT

Round 2: how do we overcome the concern that the use of technology may result in errors and particular circumstances and risks not being accounted for?

Bernadette Bulacan, Chief Evangelist, Icertis

Round 2: what are the benefits of using AI in SRM?

Milve Finnegan, Contract Lifecycle Management Expert & Researcher, Karhu, LLC

Round 2: what does the future look like for contract managers in 5 and 10 years with regards to AI?

Sujay Rao, Chief Product Officer, Sirion

## 5-minute switchover



# Thursday September, 28



## Americas

08:40-08:55 PDT

10:40-10:55 CDT

11:40-11:55 EDT

## EMEA



16:40-16:55 BST

17:40-17:55 CEST

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## Closing remarks

-  **Tim Cummins**, President, **World Commerce & Contracting**
-  **Sally Guyer**, Global CEO, **World Commerce & Contracting**



End of day four, part one