



# 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

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

### 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**
- © **Ilona Logvinova**, Associate General Counsel, **McKinsey & Company**
- © 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  
14:00-14:30 BST  
15:00-15:30 CEST  
17:00-17:30 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

Americas  
06:35-07:35 PDT  
08:35-09:35 CDT  
09:35-10:35 EDT

EMEA  
14:35-15:35 BST  
15:35-16:35 CEST  
17:35-18:35 GST

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

### 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.

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

## 5-minute switchover

**Americas**  
 07:40-09:10 PDT  
 09:40-11:10 CDT  
 10:40-12:10 EDT

**EMEA**  
 15:40-17:10 BST  
 16:40-18:10 CEST  
 18:40-20:10 GST

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

### 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**

### Tech gurus

- © **CobbleStone**

### Moderator

- © **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

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

#### 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

Discover the transformative power of Generative AI in this session focused on contract professionals and business leaders seeking to revolutionize their creative endeavours. Unleash your imagination as we delve into the possibilities of this ground-breaking technology. This session will provide a comprehensive introduction to Generative AI's applications and potential, enabling you to leverage its capabilities to gain a competitive edge in your 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  
14:00-15:00 BST  
15:00-16:00 CEST  
17:00-18:00 GST

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

#### 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 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

#### Case study

ContractPodAI



catch the sessions on demand  
if the hours are unsociable.

## 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

## Case study

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

## 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

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

#### Interactive workshop: AI capabilities to draft and negotiate

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.

### 5-minute switchover

### HIGHLIGHT OF THE WEEK

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

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

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

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.

- © **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  
15:00-16:00 CEST  
17:00-18:00 GST

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

#### Interactive workshop: AI capabilities to draft and negotiate

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

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 catch the sessions on demand if the hours are unsociable.

#### 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-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.

- © **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**

## 5-minute switchover

### AI USE CASES

**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  
19:10-19:50 GST

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

Real life case study

## 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

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

### Interactive workshop: negotiating with ChatGPT

In this hands-on workshop, we will delve into the realm of AI-driven negotiation with ChatGPT. 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.

-  **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

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

### 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!

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

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

Round 1: how to be a responsible ChatGPT user?

Leanne Shelton, ChatGPT Trainer, Write Time Marketing

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

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

## 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

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

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?

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?

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

Sir Winston Malapad, Chief Artificial Intelligence Officer, Datahuit

## 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

EMEA  
07:40-07:55 BST  
08:40-08:55 CEST  
10:40-10:55 GST

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

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



End of day four, part one



## Day four - 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  
15:00-16:00 CEST  
17:00-18:00 GST

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

#### Interactive workshop: negotiating with AI

In this hands-on workshop, we will delve into the realm of AI-driven negotiation with ChatGPT. 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.

-  **Keld Jensen**, Negotiation Expert
-  **Tim Cummins**, President, **World Commerce & Contracting**



### 5-minute switchover

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

EMEA  
15:05-15:10 BST  
16:05-16:10 CEST  
18:05-18:10 GST

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

#### 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!

Americas  
07:10-07:50 PDT  
09:10-09:50 CDT  
10:10-10:50 EDT

EMEA  
15:10-15:50 BST  
16:10-16:50 CEST  
18:10-18:50 GST

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

Round 1: how to be a responsible ChatGPT user?

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

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

## 5-minute switchover

Americas  
07:55-08:35 PDT  
09:55-10:35 CDT  
10:55-11:35 EDT

EMEA  
15:55-16:35 BST  
16:55-17:35 CEST  
18:55-19:35 GST

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

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?

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?

Round 2: what does a lawyer / contract manager of the future look like in five and ten years' time?

© **Monika Prasad**, Director, Terrasustain

## 5-minute switchover

Americas  
08:40-08:55 PDT  
10:40-10:55 CDT  
11:40-11:55 EDT

Closing remarks

© **Tim Cummins**, President, World Commerce & Contracting



# Thursday September, 28



EMEA  
16:40-16:55 BST  
17:40-17:55 CEST  
19:40-19:55 GST

 **Sally Guyer, Global CEO, World Commerce & Contracting**

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



End of day four, part one