

World Commerce & Contracting Summit APAC, 2024

12-13 August Sydney, Australia

Contracting for outcomes: uniting process, technology, and skills

Event Partners:



Sunday 11th August

17:00-
19:00

Secret Meetup

Join other attendees for pre-event drinks and networking - if you can find us! Look out for details on the Secret Meetup in Central Sydney, via the event app.

Day One

Monday 12th August

7:30-
8:30

Registration & breakfast

8:30-
8:50

Grand Opening and Acknowledgement of Country

Sharon Morris, Group Regional Head, APAC, **World Commerce & Contracting**
Sharyn County, Director, **World Commerce & Contracting**

8:50-
9:10

Contracting for outcomes: uniting process, technology and skills

In an era where trading relationships are rapidly evolving, our role as contract professionals has never been more significant. Our latest research underscores that there isn't a singular approach to stirring the pot of change. Instead, it's a combination of refining our processes, embracing cutting-edge technology, and continuously enhancing our skills that will drive success. Together, we have the power to transform contracts from mere transactions into dynamic instruments for achieving desired outcomes and propelling our organisations forward.

Sally Guyer, Global CEO, **World Commerce & Contracting**
Kraig Conrad, CEO, **National Contract Management Association**

9:10-
9:40

Keynote Address: Reflections on the current global environment

Collaboration between all sectors is paramount. In a world with interconnected challenges across the international, domestic, economic and security policy spaces, with significant uncertainty and a fast pace of change, how do we find our way to outcomes that deliver what we want and need? This keynote address reflects on the current global environment, with links to what contracting for outcomes means in a global environment being shaped by climate change, shifting global supply chains and digital transformation.

Dr Angelia Grant, First Assistant Secretary and G20 Sherpa, Multilateral Economic Engagement Division, International and Security Group, **Department of the Prime Minister and Cabinet**

9:40-
10:45

Industry Café Roundtables

What skills do we need in the new world?

At your Industry Café Roundtable, explore questions around the breadth of skills, knowledge and business acumen required in a new world of contracting. Discuss new operational structure approaches including centralised vs decentralised functions, and their outcomes. Look at the impact of technology change on skills.

Executives grouped in the same industry will discuss a set of questions that genuinely matter to everyone. After 50 minutes of table conversation, table hosts are invited to share insights from their discussions with the rest of the large group.

Tables include:

Defence and Aerospace

- *Moderator:* **Rob Manning**, Director of Contract Management, **Thales Australia**

Energy and Resources

- *Moderator:* **Anne Brady**, Project Lead, Commercial, **BHP**

Transportation

- *Moderator:* **Kirsty Buchan**, Contract Manager, **Transport for NSW**

Public Sector

- *Moderator:* **Teresa Scott**, Executive Director, **APCC**

Other industries

- *Moderator:* **Stefano Ferrarini**, Head of Procurement, **Sydney Catholic Schools**

Enterprise

Telcos

Construction and Manufacturing

Utilities and Infrastructure

Moderator: **Sharon Morris**, Group Regional Head, APAC, **World Commerce & Contracting**

10:45-11:30

Morning break and exhibition viewing

11:30-12:45

Blue Sky Room – Part 1: Collaboration – from intent to practice

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

Invitation-only

Track 1

Operations, technology and process

Moderator: **Else Bright**, Regional Head of CCM Practice, **World Commerce & Contracting**

Track 2

Strategic development

Moderator: **Sharon Morris**, Group Regional Head, APAC, **World Commerce & Contracting**

<p>11:30-12:10</p>	<p>Hands On! Contracting and commercials for cloud Identifying and negotiating a range of commercial terms in contracts is a well-worn path. But what happens when the commercial terms are a core part of the supplier’s service offering? How has the discipline of establishing and agreeing commercial arrangements changed if we’re buying in an “as a service” context? What are our known unknowns? Who bears risk, and how does the contract reflect that? This interactive session explores what happens when power is shifted towards the supplier, including dealing with dynamic pricing models, application of agile techniques, contracting for AI tools and defining accountabilities for cyber security and privacy. <i>Speakers:</i> Peter Walker, Assistant Commissioner, Enterprise Services and Technology, ATO Priya Roy, Commercial Strategy Lead, Amazon Web Services Neil Curtis, Adjunct Professor - Cyber Security, University of Southern Queensland <i>Moderator:</i> Priya Bhasin, Founder, Deal IQ</p>	<p>Keynote Panel: Contract management in times of geopolitical and economic uncertainty The world is becoming increasingly volatile and unpredictable. Government spending is uncertain. Supply chains are under pressure. There is fierce global competition for materials, and local competition for skills. Our panel of senior executives explore what businesses are doing strategically to counter these challenges. They will also explore how commercial roles can help their organisations in times of uncertainty, and what contracting for outcomes means in this context. <i>Panellists:</i> David Cade, Vice President, BDS Supply Chain Core Contracting, Boeing Anushri Vyas, Chief Procurement Officer, Thales Australia Lara Ban, Assistant Secretary, Information Management and Technology Division, DFAT Mel de Jonk, Commercial Director, Telecommunications Sector, Ventia Sharyn County, Director, World Commerce & Contracting <i>Moderator:</i> Kraig Conrad, CEO, National Contract Management Association</p>
<p>12:10-12:15</p>	<p>Switchover</p>	
<p>12:15-12:55</p>	<p>Hands on! How to solve real commercial challenges using AI We all recognise the potential for AI to reduce operational overload, but what does that actually look like? In this session we use AI to workshop real commercial challenges presented by practitioners. Learn which prompts get the answers you need. Understand how to draft correspondence or pick up non-compliance. Discuss potential pitfalls including data privacy and IP. <i>Speakers:</i> Charlotte Mullholland, Head of Procurement and Shared Services, SA Power Networks David Turner, Co-Founder, Lext</p>	<p>Thought leadership: jobs, investment and economic risks in APAC region Time to gaze into the crystal ball and try to get a handle on the economic outlook in APAC for the coming 12 months. Futureproof your team by understanding the challenges and opportunities ahead. With predictions on interest rates, the labour market, investment and opportunities, arm yourself with the knowledge you need for success.</p>

	<p>Paul Culvenor, Co-Founder, Hevi <i>Moderator:</i> Else Bright, Regional Head of CCM Practice, World Commerce & Contracting</p>	
12:55-14:00	Lunch and exhibition viewing	
14:00-15:30	<p>Blue Sky Room – Part 2: Crisis of leadership? The future of CCM Sally Guyer, Global CEO, World Commerce & Contracting <i>Invitation-only</i></p>	
	<p>Track 1 Technology and process Moderator: Sharon Morris, Group Regional Head, APAC, World Commerce & Contracting</p>	<p>Track 2 Strategic development Moderator: Else Bright, Regional Head of CCM Practice, World Commerce & Contracting</p>

<p>14:00-14:40</p>	<p>Hands on! How to become an AI-creator to garner valuable insights for your organisation</p> <p>We know that by using AI, CCM, procurement and legal professionals will be able to streamline their workload. But what if you knew how to use it to add genuine strategic value to your organisation? Contracts and commercial agreements hold a goldmine of valuable information that could be used across business functions. In this interactive session, understand how to use AI to generate strategic insights for your organisation by taking a “creator” approach. Understand how to organise your data, how to identify what you are looking for, which tools to use and how to use them to uncover valuable strategic information.</p> <p><i>Speakers:</i></p> <p>Deborah Hook, Director, Legal Operations, University of Sydney</p> <p>Catherine Adamson, Head of Legal Operations, Office of General Counsel, KPMG</p> <p>Nicholas Mendoza-Jones, Senior Legal Transformation Manager, Gilbert + Tobin</p> <p>Mitchell Scott, Senior Prototyping Engineer, Consilio</p> <p><i>Moderator:</i></p> <p>Terri Mottershead, Executive Director, Centre for Legal Innovation</p>	<p>Keynote Panel: A vision for prosperity - overcoming Pacific Islands trade challenges</p> <p>Lack of economies of scale, high fixed costs for production, limited economic diversification trade routes and security are just some of the trade challenges faced by Pacific Islands and their trade partners. This session explores these and other commercial and environmental challenges in the region. With a focus on trade, shipping and security, we discuss a future vision for prosperity including supply chain resilience, market opportunities, compliance, and regulations. We also look at the role of CCM and procurement specialists and how they can support sustainable development initiatives, promoting fair trade practices, and contributing to regional economic prosperity.</p> <p><i>Panellists:</i></p> <p>Israel Lozano, Managing Director, Navantia Australia</p> <p>Renee Ostwald, Manager, Inbound Maritime, BHP</p> <p><i>Moderator:</i></p> <p>Else Bright, Head of CCM Practice, APAC, North America West Coast, WorldCC</p>
<p>14:40-14:45</p>	<p>Switchover</p>	
<p>14:45-15:15</p>	<p>Sirion Case Study – topic to be advised</p>	<p>Thought leadership: Bringing the human element to commercials</p> <p>When deals are being considered and contracts are being struck, it can be easy to be laser focussed on the dollars, the key terms, volumes, KPIs or discounts. However, in the end, your staff, suppliers, and business partners are people. How do you take a</p>

		<p>broader and more balanced perspective in forming the commercial elements of an agreement? How to you engage, motivate and reward the people that make it all happen? Are there bigger fish to fry and greater outcomes to be achieved by applying a balanced approach to these endeavours?</p> <p>Nicholas Leask, Associate Director, Grosvenor Procurement Advisory</p>
15:15-15:20	Switchover	
15:20-15:50	DocuSign Case Study – topic to be advised	<p>Thought leadership: Supplier relationship management</p> <p>Supplier relationship management is crucial for fostering closer relationships that drive innovation, efficiency and mutual growth. It demands a mindset shift from “in charge” to “partnership”, and acknowledgement of common pitfalls to be avoided in taking a new approach. This session explores the SRM groundswell taking place as procurement professionals look to improve the collaborative nature of their contractor relationships, and how businesses can respond.</p> <p>Bruce McLennan, Director, Maritime Lifecycle Support, Maritime Sustainment Division, NSSG, Department of Defence</p> <p>Else Bright, Regional Head of CCM Practice, World Commerce & Contracting</p>
15:50-16:20	<p>Afternoon break and exhibition viewing</p> <p>Teatime Top-Up: stirring it up with WorldCC</p> <p>Stop by the WorldCC booth for a talk on how your WorldCC membership can support your business challenges, Understand the scope of training and education available for you, and how to get the most out of your membership, for you and your team.</p>	
16:20-16:50	<p>WorldCC market insights</p> <p>Leverage insights from WorldCC’s unique research capabilities. Hear the latest information garnered from our global research and reports. Understand how organisations around the world are tackling common challenges, what themes and trends are emerging in the world of contracting, and benchmark yourself against a global view of market insights.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting</p>	

16:50-16:55	Switchover
16:55-17:55	<p>Speed Tech Demo 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?</p> <p>Our Contract Tech Gurus are here to help answer these questions in the Speed Tech Demo. They will give a 5-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 when assessing new technologies.</p> <p>Contract Tech Gurus: Speaker to be confirmed, Sirion</p> <p>Business Gurus: Jennie Vickers, Risk and Audit Lead, Tuatahi First Fibre Claire Allan, Ventures and Acquisitions Legal Integration Lead, Accenture Shirley Mower, Regional Category Manager – Goods, DHL</p> <p>Moderator: Sharon Morris, Group Regional Head, APAC, World Commerce & Contracting</p>
17:55-18:00	Day 1 Closing Remarks
18:00-late	<p>Celebrating 25 years of WorldCC! WorldCC is 25 years old! Join us as we celebrate the journey so far and recognise our members and stakeholders who have been with us from the start. Expect great food, rich connections and lots of laughs. It's a birthday party after all!</p>

Day Two

Tuesday 13th August

7:45-8:55 **Inspiring Women Breakfast: “Inspire Inclusion”**
All attendees are invited to be part of the Inspiring Women Breakfast, with discussion around the theme of 2024 International Women’s Day, “Inspire Inclusion.” Enjoy a seated breakfast followed by a panel discussion on how to inspire others to understand and value women’s inclusion, to forge a better world.
Panelists:
Jody Rowe, CEO, **Rowe Advisory**
Elyssa Herd, Sourcing Specialist, **NSW Treasury**
Deborah-Anne Strydom, Senior Expert Contract Management, **Huawei**
Christine Clarke, Change Management Specialist and Women’s Leadership Advocate
Moderator: **Sally Guyer**, Global CEO, **World Commerce & Contracting**

9:00 – 10:30 **Contract Corner**
Contract corner is designed to give you actionable insights and skills to make your contracting practices more efficient. Hear from experts who will deliver short presentations introducing each topic, then choose your roundtable and prepare to get stuck in! You will have a chance to share your experiences, ask questions and tackle challenges you face today.

Topics to be discussed:

Contracting for agile projects

- *Moderator:* **Max Soulsby**, Solicitor, **HWL Ebsworth Lawyers**

The art of relational contracting

- *Moderator:* **Jon Collis-Bird**, Senior Commercial Manager, IPAC, **CAE**

Negotiations in the public sector

- *Moderator:* **Anubhav Madan**, Procurement Specialist

Contract simplification and optimisation techniques

- *Moderator:* **Verity White**, Legal Director, **Checklist Legal**

Navigating risk in collaborative contracting

- *Moderator:* **Andrew Dunning**, Commercial and Risk Manager, **Austal Australia**

Activating Indigenous business engagement

- *Moderator:* **Rema Ghosn**, Manager, Category Management, Services, **SA Department of Health and Wellbeing**

Building a negotiation toolkit

- *Moderator:* **Claire Allan**, Ventures and Acquisitions Legal Integration Lead, **Accenture**

Strategies to drive collaboration between government and industry

	<ul style="list-style-type: none"> • <i>Moderator:</i> Meghan Agland, Commercial Lead for Australia and New Zealand, Lockheed Martin <p>Understanding NEC contracts and risk management</p> <ul style="list-style-type: none"> • <i>Moderator:</i> Speaker to be confirmed, Ventia <p>How social procurement can deliver ESG goals</p> <ul style="list-style-type: none"> • <i>Moderator:</i> Tara Anderson, CEO, Social Traders <p>Moderator: Else Bright, Regional Head of CCM Practice, World Commerce & Contracting</p>		
10:30-11:15	Morning break and exhibition viewing		
	<p>Track 1 Technology and process Moderator: Jennie Vickers, Risk and Audit Lead, Tuatahi First Fibre</p>	<p>Track 2 Strategic development Moderator: Sharon Morris, Group Regional Head, APAC, World Commerce & Contracting</p>	<p>Track 3 Skills Moderator: Else Bright, Regional Head of CCM Practice, World Commerce & Contracting</p>
11:15-11:45	<p>Conga Case Study – topic to be advised</p>	<p>Navigating Tranche 2 Anti Money Laundering reforms Tranche 2 Anti Money Laundering Reforms look set to be introduced in Australia within the next 12 months. This will mean that legal teams will have to develop an AML program and collect due diligence information. This session explores what reforms are likely to mean for legal functions and how to make responding as efficient and easy as possible. Amy Bell, Founder and Chief Executive Officer, Teal Compliance</p>	<p>Roundtable – The evolution of CCM Part 1: A pathway to a rewarding career Explore the journeys of CCM professionals. Learn how they began their career and the skills that they took from other roles that have benefited them long-term. Discuss how lessons learned by these individuals might be applied to promotion of CCM as a career. <i>Speakers:</i> Pete Halliwell, Program Delivery Manager, Essential Energy Deborah-Anne Strydom, Senior Expert Contract Management, Huawei</p>
11:45-11:50	Switchover		

<p>11:50-12:30</p>	<p>Icertis Workshop – topic to be advised</p>	<p>Keynote Panel: Considering ethical frameworks in commercial relationships Both public and private sector are being held to a higher standard, by consumers, employees, investors and business partners. The energy transition, ESG goals and some high-profile business scandals are all driving the need for ethical frameworks in which to operate. Commercial teams are uniquely poised to demand better ethical practices for their organisations. This session explores whether people think about ethical frameworks in commercial relationships and what that means in practice; how the energy transition will impact contracts including climate impact reporting; and how ESG and AI are influencing contractual relationships and business ethics. <i>Panellists:</i> Charles Cho, General Counsel, NSW Treasury Amanda Branley, Chief Procurement Officer, Public Transport Authority of WA Kylie Porter, Group Head, Sustainability, SunRice Andrew de Celis, Group Owner, Product & Propositions, Sustainability, External Affairs and Legal, Telstra Arelene de la Cruz, Managing Director, Contract Management, Growth Markets, Accenture <i>Moderator:</i> Scott Alden, Partner, Mills Oakley</p>	<p>Roundtable – The evolution of CCM Part 2: How is the role changing, and do we need to change with it? The role of the contract manager is changing, with functional and operational lines beginning to blur. Is it clearly recognised and understood in organisations? Is there an opportunity to create a professional standard for the role? How will the role change with the opportunities that technology provides? How do you build exceptional teams? Join an engaging discussion about what the role of the contract manager might look like in 5 years. <i>Speakers:</i> Rachel Homer, National Manager - Procurement, Contracts & Supply Chain, Randstad Australia <i>Moderator:</i> Else Bright, Regional Head of CCM Practice, World Commerce & Contracting</p>
<p>12:30-13:30</p>	<p>Lunch and exhibition viewing</p>		
<p>12:45-13:25</p>	<p>Lunch and Learn: Mastering contracts and intellectual property This 40-minute workshop is designed to provide contract managers with a comprehensive understanding of the legal fundamentals essential for managing Intellectual Property in the business relationships. Participants will gain practical insights into intellectual property (IP) and contracts, enabling them to safeguard their organisations data, privacy and confidential information and navigate</p>		

	<p>legal complexities with confidence. Includes the launch of IDEAOLOGY 2.0 in how to deal with Intellectual Property and applications using Artificial Intelligence. Gareth Benson, CEO and Group Practice Leader, Gareth Benson Lawyers & Associates</p>		
<p>13:30-14:10</p>	<p>Workshop: Understanding your psychological contract and its impact on disputes The psychological contract, or PsyCon, is the perception of the promises and obligations that individuals hold in their mind. The fulfillment or breach of these PsyCon impacts attitudes and behaviours. It is these attitudes and behaviours that make a contract work. So how do you identify, establish, and maintain a positive PsyCon among your people, as well as all people in both parties? This session explores the PsyCon of typical buyers and sellers, how they might (or might not!) work together and gives participants the chance to understand their own psychological contract. <i>Workshop leader:</i> Sara Cullen, Founder and CEO, Cullen Group</p>	<p>Keynote Panel: Indigenous procurement – challenges, opportunities and outcomes Building Indigenous vendors into supply chain connects procurement and commercial work to strategic imperatives like the ESG agenda and RAP goals. It supports local economic and social improvement and can provide unforeseen strategic and commercial benefits. But it’s not always easy for large organisation to get right. This session explores challenges including “one-size fits all” procurement practices, black cladding and its follow-on effects, and cultural safety. It also examines what successful supplier relationship management looks like in the context of Indigenous procurement, and how technology can play a role in helping organisations get their Indigenous procurement programs right. <i>Panellists:</i> Kate Russell, CEO, Supply Nation Deb Barwick, CEO, NSW Indigenous Chamber of Commerce Simon O’Toole, CEO and CTO, AllianceICT Shane Dexter, Branch Manager, Business and Economic Policy, Economic Empowerment Group, National Indigenous Australians Agency Sharon Gray, Group Manager, Diversity, Indigenous and Social Inclusion, CPB Contractors</p>	<p>Workshop: Leadership and personal responsibility A high-performance culture requires strong collective leadership goals. This is where everyone takes responsibility, not just for their role, but for the success of their team, peers, customers and organisation as a whole. This workshop explores what good leadership looks like, why it is a matter of personal responsibility and how to be a better leader to the benefit of your team, your organisation and ultimately, yourself. <i>Workshop leader:</i> Juliet Robinson, Managing Director, Big Goals</p>
<p>14:10-14:15</p>	<p>Switchover</p>		

<p>14:15-14:55</p>	<p>Workshop: The art of purpose-shift to fuel successful collaboration The intent we bring into a room can make or break our most important conversations. Its impact is profound and often unexpected, making it a crucial element when collaboration is key. This workshop delves into how we can calibrate our intent to foster confidence, build trust, and prime collaboration. Join us for a fresh perspective and practical tools to help you bring your best - and attract the best - in commercial relationships. <i>Workshop leader:</i> Stu Van Rij, Influence and Negotiation Expert</p>	<p>Keynote Panel – Contracting for outcomes: taking a human-centred approach to deliver a vision for the future Uniting people, process and technology must deliver contracts with clear outcomes in mind. So what does the future of CCM hold, when we put our focus on our people, and contracting for outcomes? How can technology enable a better experience, and how do our processes need to evolve? The panel reflects on sessions from the past two days to deliver a vision for the future, where people, process and outcomes are united for outcomes. <i>Panelists:</i> Frederico Huergo, Head of Procurement Asia Pacific, Salesforce David Brading, Head of Commercial – Aerospace, BAE Systems Vanessa Lee, Group Manager, Corporate and Digital Procurement, Jemena Karen Andersen, Group Owner – Commercial and Contracts, Telstra Sean Barnes, Commercial Procurement Leader, NZ Government Procurement, Department of Business, Innovation and Employment <i>Moderator:</i> Sharon Morris, Group Regional Head, APAC, World Commerce & Contracting</p>	<p>Workshop: Mental health in procurement The fast-paced nature of procurement, coupled with the increasing demands of the industry necessitates a robust framework for mental resilience. This session aims to equip you with the tools to navigate workplace complexities with a healthy and optimistic mindset. It includes identifying and analysing common thought patterns that affect our mental health, practical ways to support a positive mindset and the techniques to reshape negative thought processes and maintain clarity in stressful situations. <i>Workshop leader:</i> Hanelie Lategan, Director Procurement, Department of Treaty, Aboriginal and Torres Strait Islander Partnerships, Communities and the Arts, Queensland Government</p>
<p>14:55-15:30</p>	<p>Afternoon break and exhibition viewing Teatime Top-Up: stirring it up with WorldCC Stop by the WorldCC booth for a talk on how your WorldCC membership can support your business challenges, Understand the scope of training and education available for you, and how to get the most out of your membership, for you and your team.</p>		
<p>15:30-16:00</p>	<p>Closing keynote: Building a contracting culture of continuous improvement Alex Hamilton, CEO, Radiant Law</p>		
<p>16:00-16:45</p>	<p>Contracts Unplugged: a chat on the couch</p>		

	<p>Join us for an entertaining and insightful talk show-inspired Contracts Unplugged session. Expect candid conversations, industry anecdotes, and lively discussions with special guests from the world of contract and commercial management. Get ready for a unique blend of humor, expertise, and unexpected insights that will leave you both informed and thoroughly entertained.</p> <p><i>Panelists:</i> Alex Hamilton, CEO, Radiant Law Verity White, Legal Director, Checklist Legal Shirley Mower, Regional Category Manager – Goods, DHL Maka Kama, Chief Digital Officer, The Aquarium; Tech Evangelist, AllianceICT</p> <p><i>Moderator:</i> Sally Guyer, Global CEO, World Commerce & Contracting</p>
<p>16:45-16:50</p>	<p>Wrap up and close</p>
<p>17:00-18:00</p>	<p>Sydney Skyline Drinks at Blu Bar on 36 Join us at Blu Bar on 36 at the Shangri-La Hotel for a drink and informal goodbye. Watch the sunset over Sydney Harbour and enjoy for one final hurrah with old friends and new connections.</p>