

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**

8:30-8:40 **Grand Opening and Welcome to Country**
Sharon Morris, Group Regional Head, APAC, **World Commerce & Contracting**

8:40-9:00 **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**
Tim Cummins, President, **World Commerce & Contracting**

9:00-9:30 **Keynote Address: Uniting people, process and technology for better outcomes**
Technology is ubiquitous in our working lives and will only become more impactful with the rise of enterprise-ready generative AI. But how do you ensure that your organisation retains a people-centred approach to technology? This keynote address explores how to unite people, process and technology to help people love what they do and be more impactful within their organisation.

9:30-10:00 **Keynote Address: Building better buyer/supplier collaboration**
There is still a gap in understanding between buyers and suppliers. This keynote address highlights the importance of bridging those gaps as well as the steps needed to achieve more positive relationships and shift the focus of negotiations. It also explores buyer / supplier dynamics in the context of emerging technologies and new working practices.

10:00-11:00 **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**

Utilities and Transportation

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

Public Sector

Enterprise and Telcos

Construction and Manufacturing

Other industries

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

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

**11:00-
11:30**

Morning break and exhibition viewing

**11:30-
12:45**

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

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

Invitation-only

Track 1

Operations, technology and process

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

Track 2

Strategic development

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

**11:30-
12:10**

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? 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.

Keynote Panel: Contract management in times of geopolitical, regulatory 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.

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| 12:10-12:15 | Switchover | |
| 12:15-12:55 | <p>Hands on! How to solve real commercial challenges using AI</p> <p>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.</p> <p><i>Speakers:</i> Charlotte Mullholland, Head of Procurement and Shared Services, SA Power Networks Nicola Cosgrove, Co-Founder, Lext</p> | <p>Thought leadership: jobs, investment and economic risks in APAC region</p> <p>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> |
| 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 Tim Cummins, President, 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> |
| 14:00-14:40 | <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</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</p> |

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| | <p>use and how to use them to uncover valuable strategic information.</p> <p><i>Speakers:</i> Terri Mottershead, Executive Director, Centre for Legal Innovation</p> | <p>support sustainable development initiatives, promoting fair trade practices, and contributing to regional economic prosperity.</p> <p><i>Moderator:</i> Else Bright, Head of CCM Practice, APAC, North America West Coast, WorldCC</p> |
| 14:40-14:45 | Switchover | |
| 14:45-15:15 | <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 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 | Case study – reserved | Case study - reserved |
| 15:50-16:20 | <p>Afternoon break and exhibition viewing 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>Tim Cummins, President, World Commerce & Contracting</p> | |

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| | <p>Sally Guyer, Global CEO, World Commerce & Contracting</p> |
| <p>16:50-17:50</p> | <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>Moderator: Else Bright, Regional Head of CCM Practice, World Commerce & Contracting</p> |
| <p>17:50-18:00</p> | <p>Day 1 Closing Remarks</p> |
| <p>18:00-late</p> | <p>Sydney Skyline Party: Celebrating 25 years of WorldCC! Join us in celebrating 25 years of WorldCC, with drinks and canapes overlooking Sydney's spectacular skyline. Expect great food, rich connections and lots of laughs. It's a birthday party after all!</p> |

Day Two

Tuesday 13th August

7:30-
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 overlooking Sydney Harbour, 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

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, Head of Procurement, Local Government Procurement**

Contract simplification and optimisation techniques

Designing a statement of work

Moderator: Tim Cummins, President, World Commerce & Contracting

10:30-
11:00

Morning break and exhibition viewing

Track 1

Technology and process

Moderator: Jennie Vickers, CEO, Zeopard Law

Track 2

Strategic development

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

Track 3

Skills

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

11:00-
11:30

Case study – reserved

Case study – reserved

Roundtable – The evolution of CCM Part 1: A pathway to a rewarding career

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| | | | 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. |
| 11:30-11:35 | Switchover | | |
| 11:35-12:15 | <p>Workshop – Capital and cost optimisation Businesses are facing enormous pressure on costs, resulting in under-the-pump, under-resourced commercial teams. This session explores how to shift focus from administrative to strategic with better capital and cost optimisation tools. It also looks at how to practically demonstrate the value that commercial teams bring as a function, and how to make a business case for further development and capacity. <i>Reserved</i></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</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>Reserved</i></p> |
| 12:15-13:20 | Lunch and exhibition viewing | | |

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| 13:20-14:00 | <p>Workshop: Understanding your psychological contract and its impact on disputes</p> <p>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.</p> <p><i>Workshop leader:</i> Sara Cullen, Founder and CEO, Cullen Group</p> | <p>Keynote Panel: Indigenous procurement – challenges, opportunities and outcomes</p> <p>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.</p> <p><i>Panellists:</i> Kate Russell, CEO, Supply Nation Simon O'Toole, CEO and CTO, AllianceICT</p> | <p>Workshop: Leadership and personal responsibility</p> <p>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.</p> |
| 14:00-14:05 | <p>Switchover</p> | | |
| 14:05-14:45 | <p>Workshop: The art of purpose-shift to drive good collaboration</p> <p>Inward intent in high pressure situations can produce signals that are counterproductive to good collaboration. This session looks at the individual's ability to recognise, understand and manage one's intent and how it impacts thoughts and</p> | <p>Session reserved for NCMA</p> | <p>Workshop: Mental health in procurement</p> <p>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</p> |

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| | <p>behaviour in a high-pressure environment like a negotiation. It provides attendees with the purpose-shift tools to drive good collaboration in their daily work.</p> <p><i>Workshop leader:</i> Stu Van Rij, Influence and Negotiation Expert, Brickfield Consulting Ltd</p> | | <p>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.</p> <p><i>Workshop leader:</i> Hanelie Lategan, Manager Procurement - ICT Strategic Sourcing, Queensland Government</p> |
| 14:45-15:15 | <p>Afternoon break and exhibition viewing</p> <p>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> | | |
| 15:15-16:00 | <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.</p> | | |
| 16:00-16:30 | <p>Closing keynote: Building a contracting culture of continuous improvement</p> | | |
| 16:30-17:00 | <p>Closing keynote: Writing with authenticity, integrity and courage to achieve the outcomes you're craving</p> | | |
| 17:00-17:15 | <p>Wrap up and close</p> | | |