

# World Commerce & Contracting Summit EMEA, 2024

April 15-16 Malaga, Spain

*Contracting for outcomes: uniting process, technology, and skills*

Event partners:



Event supporters:



## Sunday, April 14

### 18:00-19:00 Welcome Drinks & Pre-registration

Kick off the summit in style at the Med Pool Bar. Grab your badge early and join us for sunset beverages and the chance to mingle with fellow attendees.

# Day One

## Monday, April 15

### 7:30-8:30 Registration & Breakfast

Pick up your badge and nourish your mind & body to get ready for a full day of all things contracting.

### Blue Sky Room- *By Invitation Only*

Room – Tapies 1

Part I: 8:30-10:05 & Part II: 11:35-13:00

### Track 1- Picasso 1

**Chaired by: Matt Tizzard**, Head of Region- EMEA, **World Commerce & Contracting**

### 8:30-9:30 *Interactive session*

#### Industry Café Roundtables

#### **Are we different or are we the same? - Inspiring new ideas and fresh approaches**

At your Industry Café Roundtable, explore how to strike a balance between optimizing operational processes and aligning contracts with your organization's strategic objectives.

In two 25-minute rounds executives grouped in the same industry will discuss a set of questions that genuinely matter to everyone. After the last round of conversation, table hosts are invited to share insights from their discussions with the rest of the large group. Get a sense of where you stand. Get inspired to be somewhere else!

Aerospace & Defense

**Isabelle Hélène Göllner**, Contract Manager, **Hensoldt Sensors GmbH**

Energy & Natural Resources

**Patricia Rodriguez**, International Contracting & Commercial Manager, **Elecnor**

IT & Telecoms

Business Services & Consulting

**Ingrid Slembek**, Commercial Contract Consultant & Paralegal Lawyer (UK), **Inaccord Limited**

All Industries

**Paul O'Donnell**, Managing Partner, **Chameleon Partnership**

**Moderator: Matt Tizzard**, Head of Region- EMEA, **World Commerce & Contracting**

<p>9:30-9:35</p>	<p>Switchover</p>	
	<p><b>Track 1- Picasso 1</b>  <b>Operational excellence</b>  <i>Case study</i>  <b>Chaired by: Matt Tizzard</b>, Head of Region- EMEA, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 2- Tapies 2&amp;3</b>  <b>Strategic contracting</b>  <i>Presentation</i>  <b>Chaired by: Pablo Cilotta</b>, Senior Director Southern Europe, South &amp; Central America &amp; Africa - Business Development &amp; Advisory, <b>World Commerce &amp; Contracting</b></p>
<p>9:35-10:05</p>	<p><b>CLM &amp; GenAI: Creating End-to-End Value and Compliance</b>          Explore the power of end-to-end Contract Lifecycle Management (CLM) in mitigating risks and optimizing value in business agreements. Join Craig Conte (Deloitte), Linda Berry (Capgemini), and Cyrille Scruni (Sirion) as they discuss leveraging AI-driven insights and robust monitoring systems for proactive risk management and compliance in contract performance. Don't miss this deep dive into the future of GenAI for contracts.</p> <p><b>Craig Conte</b>, Global &amp; UK Lead Partner Contracts, <b>Deloitte Legal</b>  <b>Linda Berry</b>, Executive VP &amp; Group Head of Commercial &amp; Contract Management, <b>Capgemini</b>  <b>Cyrille Scuri</b>, Regional Vice President - Sales, Southern Europe &amp; Benelux, <b>Sirion</b></p>	<p><b>Contracting for Agile Projects: learning from success</b>          The pressure to adopt agile techniques is rightly growing - up more than 25% in the last two years. But a key element of success is to step away from traditional approaches to contracting. You will gain insights from two leading experts as they explore the common pitfalls in contracting for agile projects. Discover why these contracts often face challenges and learn strategies to support the complexities of agile project management effectively.</p> <p><b>Mirko Kleiner</b>, Co-Founder &amp; Board Member, <b>Flowdays</b>; Thought Leader &amp; President of the Board, <b>Lean Agile Procurement Alliance</b></p>
<p>10:05-10:35</p>	<p><b>Morning Coffee Break &amp; Exhibition Viewing</b> - network, connect, and get into the groove. Introduce yourself to our contract tech vendors in the expo area.</p>	
	<p><b>Track 1- Picasso 1</b></p>	
<p>10:35-11:00</p>	<p><b>Welcome Remarks</b>          Get ready, get excited and get working, your summit journey starts here.</p> <p><b>Matt Tizzard</b>, Head of Region- EMEA, <b>World Commerce &amp; Contracting</b>  <b>Rod Wade</b>, Vice President Contract Management &amp; Procurement, <b>MedImpact</b></p> <p><i>Opening Address</i>  <b>Contracting for Outcomes: uniting process, technology &amp; skills</b></p>	

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 organizations forward.

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

**11:00-11:30**

*Keynote Address*

**Building Bridges, Not Ladders: A new era of leadership for collective success**

Join Margarita Mayo, an esteemed psychologist and professor with rich global insights, as she reshapes our understanding of leadership in the commercial world. Delve into the transformative power of authentic, collaborative leadership that fosters sustainable growth and nurtures a shared sense of community. This session will not only challenge traditional leadership paradigms but also illuminate the path to creating inclusive environments where collective success is the ultimate achievement.

**Margarita Mayo**, Author, Professor, Executive Coach

**11:30-11:35**

Switchover

**Track 1- Picasso 1**

**Operational excellence**

*Interactive session*

**Chaired by: Matt Tizzard**, Head of Region-EMEA, **World Commerce & Contracting**

**Track 2 -Tapies 2&3**

**Strategic contracting**

*Presentation*

**Chaired by: Pablo Cilotta**, Senior Director S. Europe, S. & Central America & Africa, **World Commerce & Contracting**

**11:35-12:20**

**Talent Odyssey 2024: charting the course for recruitment and retention**

Our benchmark report highlighted that one of the top priorities for organizations is raising skills and attracting and retaining talent- it's imperative to address this ever-challenging aspect of organizational progress. Unravel the secrets to not only attracting top talent but keeping them anchored in your organization.

**Jenny Broughton**, Head of People and Process - General Counsel, Civil Aerospace, **Rolls-Royce**

**Emily James**, Head of Talent Procurement, **BP**

**Becoming a successful supplier within US Federal Supply Chains**

Join National Contract Management Association (NCMA) leadership in a dynamic seller discussion on contracting within the US Federal supply chain and beyond its borders. This session offers invaluable insights into the intricacies, challenges, and opportunities for both American and European perspectives. Gain a comprehensive understanding of the evolving landscape, regulatory considerations, and collaborative strategies to navigate the global supply chain effectively. Whether you're based in the US or Europe, this discussion promises relevance and practical takeaways for optimizing your role in international contracting.

	<p><b>Christina Brooks</b>, Founder &amp; CEO, <b>Ruebik</b>  <b>Moderated by: Zuzanna Briant</b>, Director, Practice Lead CCM, <b>World Commerce &amp; Contracting</b></p>	<p><b>Denyce Carter</b>, former Vice President of Contracts and Purchasing, <b>General Atomics</b>;  <b>NCMA Chair</b>  <b>Heather Gerczak</b>, Chief Administrative Officer, <b>Integral Federal</b>; <b>NCMA Chair Elect</b>  <b>Moderated by: Kraig Conrad</b>, CEO, <b>NCMA</b></p>
12:20-12:25	Switchover	
	<p><b>Track 1- Picasso 1</b>  <b>Operational excellence</b>  <i>Case study</i>  <b>Chaired by: Matt Tizzard</b>, Head of Region-EMEA, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 2 - Tapies 2&amp;3</b>  <b>Strategic contracting</b>  <i>Panel Discussion</i>  <b>Chaired by: Pablo Cilotta</b>, Senior Director S. Europe, S. &amp; Central America &amp; Africa, <b>World Commerce &amp; Contracting</b></p>
12:25-13:00	<p><b>Beyond Going Live: Next generation digital transformation and value optimization with Accenture and Icertis</b>          Going live” with contract lifecycle smangement technology is an important milestone in any organization’s digital transformation. While this achievement is cause for celebration, it should be viewed as the commencement of a new chapter in an on-going evolution and transformation journey. What strategies and key considerations should an organization prepare for in subsequent stages of their digital transformation journey beyond initial implementation? Utilizing the digital transformation of Accenture’s legal and contracting teams as a case study, this session will share best practices to ensure ongoing success with your contracting and CLM transformation, including: responding to new challenges and enterprise objectives; developing and maintaining a digital mindset and culture; and rethinking and reinventing contract processes and training to maximize the benefits of advanced technologies like CLM and AI.</p> <p><b>Bernadette Bulacan</b>, Chief Evangelist, <b>Icertis</b></p>	<p><b>Evolving Horizons: Commercial practices in the Middle East - past, present, and future</b>          Join us for an enlightening panel discussion with leading experts, delving into the dynamic commercial landscape of the Middle East. This session offers a deep dive into how commercial practices in the region have transformed over time, exploring both the traditional roots and emerging models of CCM. Our panelists will shed light on the unique aspects that differentiate Middle Eastern commercial practices from global norms, particularly in design and strategic approaches.</p> <p><b>Bruno DSouza</b>, Contract Management, <b>Saudi Entertainment Ventures   SEVEN</b>  <b>Waleed AISaeedi</b>, Director of Procurement, <b>Abu Dhabi Tourism and Culture Authority</b>  <b>Craig Conte</b>, Global &amp; UK Lead Partner Contracts, <b>Deloitte Legal</b>  <b>Moderated by: Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b></p>

	<b>Christina Demetriades</b> , General Counsel EMEA & Global Legal Transformation & Strategy, <b>Accenture</b>		
<b>13:00-14:00</b>	<b>Lunch</b> Sponsored by <b>Icertis</b>		
	<b>Track 1- Picasso 1</b> <b>Operational Excellence</b> <i>Interactive session</i> <b>Chaired by: Matt Tizzard</b> , Head of Region- EMEA, <b>World          Commerce &amp; Contracting</b>	<b>Track 2 - Tapies 2&amp;3</b> <b>Strategic Contracting</b> <i>Interactive session</i> <b>Chaired by: Pablo Cilotta</b> , Senior Director S. Europe, S. & Central America & Africa, <b>World Commerce &amp;          Contracting</b>	<b>Track 3 - Tapies 1</b> <b>Skills</b> <i>Interactive session</i> <b>Chaired by: Julian Davis</b> , COO, <b>World Commerce &amp;          Contracting</b>
<b>14:00-14:50</b>	<b>Adapt to Thrive: mastering change</b> In a world where change is the only constant, the ability to adapt is not just advantageous—it's essential. Discover how to leverage your adaptability strengths, identify areas for growth, and translate your level of adaptability into actionable strategies to thrive amidst change. Join us to embrace adaptability not just as a skill but as a transformative mindset.  <b>Ross Thornley</b> , Co-Founder & CEO, <b>AQai</b>	<b>Advanced Negotiation Techniques</b> Hear from 3 negotiation experts as they draw from their treasure trove of experience in negotiations. Develop strategies for handling challenging negotiations and tough counterparts. In this session you will: <ul style="list-style-type: none"> <li><input type="checkbox"/> Get inside the other party's head and discover</li> <li><input type="checkbox"/> Learn about the benefits of time-outs, how to get out of a deadlock and reducing overall negotiation efforts.</li> <li><input type="checkbox"/> Find out the secrets to nonverbal communication and behavior.</li> </ul> <b>Paul O'Donnell</b> , Managing Partner, <b>Chameleon Partnership</b>	<b>Interactive Workshop: Authoring Robust Scope</b> WorldCC research reveals around 40% of project disputes stem from a lack of clear scope and goals. Don't become a part of that statistic! Scope experts, Deployed, will lead this interactive workshop using a business scenario to explore scope for an Organisational Design and Change Program. You'll work with attendees to define the Deliverables, Activities and Acceptance Criteria to ensure the project delivers the outcome the business wants. This session is an opportunity to share skills and expertise with your peers and learn from best practice.  <b>Jamie Gannaway</b> , Chief Product Officer & Co-Founder, <b>Deployed</b>

		<p><b>Albert Schot</b>, Founder, <b>Schot Sarl; WorldCC Executive in Residence</b></p> <p><b>Isabelle H�el�ene G�ollner</b>, Contract Manager, <b>Hensoldt Sensors GmbH</b></p>	
<b>14:50-14:55</b>	Switchover		
	<p><b>Track 1- Picasso 1</b>  <b>Chaired by: Matt Tizzard</b>, Head of Region- EMEA, <b>World Commerce &amp; Contracting</b></p>		
<b>14:55-15:25</b>	<p><i>Presentation</i>  <b>Prophets of the Future:</b> Peer into the crystal ball with experts who will paint a compelling picture of what lies ahead in CCM.</p> <p><b>Jackie Thoms</b>, Partner, <b>Fraendi</b>  <b>Henrik Wehrs</b>, Legal Tech Manager Europe, <b>Allen &amp; Overy</b>  <b>Moderator: Rasmus T�onnie</b>s, Partner, <b>ARC Contract Management</b></p>		
<b>15:25-15:50</b>	<p><b>Afternoon Coffee Break</b>  <b>Visit the Innovation Hub:</b> Deployed, Panoram, AutogenAI, Contractify, &amp; Docfield</p>		
	<p><b>Track 1- Picasso 1</b>  <b>Operational Excellence</b>  <i>Interactive session</i>  <b>Chaired by: Matt Tizzard</b>, Head of Region- EMEA, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 2- Tapies 2&amp;3</b>  <b>Strategic Contracting</b>  <i>Case study &amp; interactive session</i>  <b>Chaired by: Pablo Cilotta</b>, Senior Director S. Europe, S. &amp; Central America &amp; Africa, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 3- Tapies 1</b>  <b>Personal Professional Development/ Skills</b>  <i>Interactive session</i>  <b>Chaired by: Julian Davis</b>, COO, <b>World Commerce &amp; Contracting</b></p>
	<p><b>Contract Corner</b>  This session is designed to give you actionable insights and skills to make your contracting practices more efficient. 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>	<p><b>Developing Relational Contracts: a case study and demo</b>  Join Kees Tazelaar from the Netherlands Ministry of Defense and Majid Iqbal of Structural as they guide you through the intricate world of relational contracts, illuminated by real-world experiences. Discover the art of building long-term</p>	<p><b>15:50-16:30</b>  <b>The Joy of Leadership: embracing the ‘hard skill’ of being leaderful</b>  Together we will dissect the critical differences between managing and leading, practise introspection and focus on expanding our individual capacities in order</p>



	<ul style="list-style-type: none"> <li>□ Contract template optimisation <b>Chris Simkins</b>, Head of Contract Optimisation, <b>Simmons &amp; Simmons</b></li> <li>□ How to make contracting fly – key tech, contract redesign &amp; building a culture of continuous improvement <b>Alex Hamilton</b>, CEO, <b>Radiant Law Limited</b></li> <li>□ Creating an integrated buy side sell side CCM team <b>Rod Wade</b>, Vice President Contract Management &amp; Procurement, <b>MedImpact</b></li> <li>□ Work like an enterprise giant but think like a startup- a toolkit for both sides <b>Natalie Bruce</b>, Head of Commercial- Operators &amp; Lessors, <b>ZeroAvia</b></li> </ul>	<p>relationships founded on mutually beneficial promises of demand and supply. One key takeaway is mastering the art of making bids and tenders more appealing by moving away from standard perceptions of risks. For a hands-on experience, participate in a practical demo exercise that brings these concepts to life. You'll engage in constructing pieces of a puzzle that represent a relational contract, drawn from an actual government procurement scenario. This session promises not only insight but also practical skills you can directly apply in your work</p> <p><b>Majid Iqbal</b>, Managing Director, <b>Structural</b> <b>Kees Tazelaar</b>, Procurement Specialist, <b>Ministry of Defense Netherlands</b> <b>Elske Tjepkema</b>, Senior Advisor on Social &amp; Sustainable Procurement Netherlands, <b>Ministry of Defense Netherlands</b></p>	<p>to access a more leaderful way of being. Using a dialogue-driven approach, grounded in research, you'll get more than just skills. You'll leave with an increased awareness of your influence and the choices available to you. A talk that is both insightful, and joyfully provocative.</p> <p><b>Sammy Burt</b>, Organisational Development Consultant, <b>Farleigh Performance</b></p> <hr/> <p><b>16:30-17:00</b></p> <p><b>Of Change Agents and Dragons: How you can navigate the turbulent waters of transformation</b> Explore the transformational journey of change agents, as once predictable individuals become heralds of novel ideas, challenging the status quo. Join Barbara Chomicka to discover how these shifts can lead to both creative innovation and chaotic disruption within a group. Understand why embracing change is a complex yet vital aspect of progress, and why discarding established norms isn't always the answer.</p> <p><b>Barbara Chomicka</b>, Director, <b>Turner &amp; Townsend</b></p>
<p><b>17:05-17:10</b></p>	<p>Switchover</p>		



	<b>Track 1- Picasso 1</b> <b>Operational Excellence</b> <i>Presentation &amp; Fireside Chat</i> <b>Chaired by: Matt Tizzard,</b> Head of Region- EMEA, <b>World Commerce &amp; Contracting</b>	<b>Track 2- Tapies 2&amp;3</b> <b>Strategic Contracting</b> <i>Presentation</i> <b>Chaired by: Pablo Cilotta,</b> Senior Director S. Europe, S. & Central America & Africa, <b>World Commerce &amp; Contracting</b>	<b>Track 3- Tapies 1</b> <b>Skills</b> <i>Interactive session</i> <b>Chaired by: Julian Davis,</b> COO, <b>World Commerce &amp; Contracting</b>
<b>17:10-17:45</b>	<b>Personal Peace &amp; Professional Power: a TED-style talk and fireside chat with Ciarán Fenton</b> Ciarán Fenton, leadership consultant, board facilitator and author, will deliver a TED Talk-style exploration on achieving personal peace at work, delving into its significance for sustainable contracting. Drawing on his own personal experiences with cancer and his extensive boardroom interactions, he connects personal and organizational purpose, emphasizing the importance of deepening relationships for effective board decision-making. Explore these themes through the lens of Ciarán's latest book, "The Modern In-house Lawyer." Following the talk, join us for a chat with Sally Guyer and Q&A.  <b>Ciarán Fenton, Leadership Consultant, Board Facilitator, Author</b> <b>Sally Guyer, Global CEO, World Commerce &amp; Contracting</b>	<b>AI and Contracting: separating fact from fiction</b> This past year has seen an unprecedented explosion in AI capabilities, fundamentally altering our approach to strategic contracting. Join this session as we unpack the critical lessons learned from the AI advancements of 2023 and discuss their profound impact on the contracting processes. Explore how AI is not just streamlining operations but also reshaping strategic thinking and decision-making in CCM. The session will provide foresight into the future of AI in contracting, offering strategies to leverage these technologies for transformative outcomes in an ever-evolving digital world.  <b>Lena Haffner, Innovation Lead, Norton Rose Fulbright</b> <b>Casey Flaherty, Chief Strategy Officer, LexFusion</b> <b>Pernille Geil, Partner, Head of Transformation, Devoteam</b>	<b>Meeting The Challenges of High-Impact Presenting</b> Presenting has become more important than ever. But presenting on dry, technical topics can be a real challenge. Lawyer Andrew White presents to audiences across the world, and in this session he'll share a tips and techniques for bringing sessions to life - from key messaging to story-telling, from avoiding jargon to creating high-value takeaway materials, from planning the first minute, to having a timed agenda, and more. The session is for any professionals who have already been on 'basic' presentation skills training, and who are eager to maximise the impact of every presentation and build in continual improvement.  <b>Andrew White, Partner, Bird &amp; Bird</b>
<b>19:00-21:00</b>	<b>Twilight Drinks &amp; Dinner</b> Join us on the rooftop infinity pool for an unforgettable night of refreshing drinks, delicious cuisine, lively music, and a whole lot of good company & cheer.		

## Day Two

### Tuesday, April 16

7:45-  
8:40

*Panel discussion* – Track 1- Picasso 1

#### Inspiring Women Breakfast: ‘Inspire Inclusion’

All attendees are invited to grab breakfast and join our panelists as they discuss the theme for International Women’s Day 2024: *Inspire Inclusion*. When we inspire others to understand and value women’s inclusion, we forge a better world.

**Emily James**, Head of Talent Procurement, **BP**

**Emma Rees**, Co-founder and Executive Chair, **Deployed**

**Ciarán Fenton**, Leadership Consultant, Board Facilitator, Author

**Moderated by: Bernadette Bulacan**, Chief Evangelist, **Icertis** & **Sally Guyer**, Global CEO, **World Commerce & Contracting**

8:40-  
8:45

Switchover

**Track 1- Picasso 1**

#### Operational Excellence

*Presentation*

**Chaired by: Pablo Cilotta**, Senior Director S. Europe, S. & Central America & Africa, **World Commerce & Contracting**

**Track 2- Tapies 2&3**

#### Strategic Contracting

*Panel discussion*

**Chaired by: Matt Tizzard**, Head of Region- EMEA, **World Commerce & Contracting**

**Track 3- Tapies 1**

#### Skills

*Presentation*

**Chaired by: Julian Davis**, COO, **World Commerce & Contracting**

8:45-  
9:15

#### Lessons from Market Uncertainty: rethinking approaches to pricing & charging terms

Navigate the complexities of inflated pricing risks in this session focused on contract adaptation to market volatility. Learn how to integrate provisions safeguarding against material cost inflation and labor shortages, ensuring contracts remain viable amid economic fluctuations. This session will provide key strategies for enabling flexible pricing adjustments in contracts, a critical skill for maintaining project success in an

#### Sustainability in Contracting: beyond greenwashing

With a focus on recent data and real-world examples, this session unveils the strategies that distinguish genuine commitment from surface-level promises. Learn how leading organizations are rewriting the sustainability narrative in contracts, ensuring that every clause aligns with a meaningful impact. Get ready to break through the noise and set a new standard for sustainability in your contracting practices.

#### Reimagining Contracting Work: the economics of empathy and sustainability

Explore how empathy and sustainability can be economically beneficial. This session will focus on understanding and implementing innovative, customer-centric design that addresses the challenges of today and anticipates the needs of the future.

**Marco Imperiale**, Founder & Managing Director, **Better Ipsum**

	<p>unpredictable economic environment.</p> <p><b>Xavier Furst</b>, Senior Contract Manager, <b>Engie</b></p>	<p><b>Mark O'Halloran</b>, Senior Legal Counsel, Sustainability &amp; Supply, <b>EVBox</b></p> <p><b>Lindsay Maguire</b>, Deputy Director Procurement Reform, <b>UK Cabinet Office</b></p> <p><b>Moderated by: Ole Horsfeldt</b>, Partner, <b>Gorrissen Federspiel</b></p>	
<b>9:15-9:20</b>	Switchover		
	<p><b>Track 1- Picasso 1</b> <b>Operational Excellence</b> <i>Presentation</i></p> <p><b>Chaired by: Pablo Cilotta</b>, Senior Director S. Europe, S. &amp; Central America &amp; Africa, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 2- Tapies 2&amp;3</b> <b>Strategic Contracting</b> <i>Case study</i></p> <p><b>Chaired by: Matt Tizzard</b>, Head of Region- EMEA, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 3- Tapies 1</b> <b>Skills</b> <i>Interactive session</i></p> <p><b>Chaired by: Julian Davis</b>, COO, <b>World Commerce &amp; Contracting</b></p>
<b>9:20-9:50</b>	<p><b>AI in Action: the ContractMatrix story</b></p> <p>Discover the ground-breaking journey behind ContractMatrix, the AI-powered contract drafting and review tool developed by Allen &amp; Overy in partnership with Microsoft and Harvey. Explore how it's transforming the contract management landscape for lawyers and clients alike.</p> <p><b>Henrik Wehrs</b>, Legal Tech Manager Europe, <b>Allen &amp; Overy</b></p>	<p><b>Problem Solving Lab It's Now a Spy vs. Spy World: how to solve supplier fraud, impostor lures, and more</b></p> <p>Cybercriminals are now using Gen AI to Mis-Direct payments by eavesdropping on the contracting, procurement, supplier management processes. This session will expose how cybercriminals use the dark side of Gen AI to steal, and provide real-life case studies of risks, losses, and new-age good-guy AI solutions to eavesdrop on the cybercriminal eavesdroppers.</p> <p><b>Zafar Khan</b>, CEO, <b>Rpost Communications</b></p> <p><b>Jonas Seidenfaden</b>, Chief Operating Officer, <b>Danastar</b></p>	<p><b>Are CVs Yesterday's Newspaper?</b></p> <p>Whether you're a seasoned professional or just starting out, you'll leave with a clear action plan to enhance your job prospects in today's competitive market.</p> <p>Key takeaways:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Discover why a great CV isn't enough and learn innovative ways to get in front of decision-makers.</li> <li><input type="checkbox"/> Learn how grow and leverage your network to deliver tangible outcomes.</li> <li><input type="checkbox"/> The simple things matter - picking up the phone, being punctual, and doing what you say you'll do.</li> <li><input type="checkbox"/> Gain insights on how to establish and maintain relationships</li> </ul>

			<p>with recruiters and key industry contacts.</p> <ul style="list-style-type: none"> <li>□ Strategies to actively nurture your network, turning connections into potential job opportunities.</li> </ul> <p><b>Christina Brooks</b>, Founder &amp; CEO, <b>Ruebik</b></p>
<b>9:50-9:55</b>	Switchover		
	<p><b>Track 1- Picasso 1</b> <b>Operational Excellence</b> <i>Fireside Chat</i> <b>Chaired by: Pablo Cilotta</b>, Senior Director S. Europe, S. &amp; Central America &amp; Africa, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 2- Tapies 2&amp;3</b> <b>Strategic Contracting</b> <i>Presentation</i> <b>Chaired by: Matt Tizzard</b>, Head of Region-EMEA, <b>World Commerce &amp; Contracting</b></p>	
<b>9:55-10:25</b>	<p><b>Fireside Chat with Heather Melville: the power of building an inclusive business</b> Heather has held a number of senior leadership positions across banking &amp; professional services. Some of the industry’s biggest names have included IBM, PWC and the Royal Bank of Scotland. In 2023 she moved into the world of entrepreneurship and her role as the Chancellor of York, position to integrate her business experience with her passion for helping organisations to build more commercially strong inclusive businesses. Heather will share her insights.</p> <p><b>Dr. Heather Melville</b>, OBE CMgr CCMi CEI &amp; Founder, <b>Clarke Smith Advisory</b>; Chancellor, <b>University of York</b>; Senior Advisor, <b>Teneo</b> <b>Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b></p>	<p><b>Market Insights &amp; AI Report Findings</b> Leverage market insights from WorldCC’s unique research capabilities. Hear the latest information garnered from our Benchmarking and AI reports. Understand how global organizations are tackling the challenges that you face.</p> <p><b>Bernadette Bulacan</b>, Chief Evangelist, <b>Icertis</b> <b>Tim Cummins</b>, President, <b>World Commerce &amp; Contracting</b></p>	
<b>10:25-10:55</b>	<b>Morning Coffee Break &amp; Exhibition Viewing</b>		
	<p><b>Track 1- Picasso 1</b> <b>Operational Excellence</b> <i>Presentation</i></p>	<p><b>Track 2- Tapies 2&amp;3</b> <b>Strategic Value</b> <i>Presentation</i></p>	<p><b>Track 3- Tapies 1</b> <b>Skills</b> <i>Presentation</i></p>

	<b>Chaired by: Pablo Cilotta,</b> Senior Director S. Europe, S. & Central America & Africa, <b>World Commerce &amp; Contracting</b>	<b>Chaired by: Matt Tizzard,</b> Head of Region- EMEA, <b>World Commerce &amp; Contracting</b>	<b>Chaired by: Julian Davis,</b> COO, <b>World Commerce &amp; Contracting</b>
<b>10:55-11:35</b>	<p><b>Beyond The Clauses: seven legal strategies for robust contracts</b></p> <p>Go beyond the jargon and clauses and examine legal strategies that can strengthen your agreements. This session covers obligations, liability, intellectual property, 'agreements to agree' and other key areas and is relevant for all industry sectors. Whether you're a lawyer, a commercial contract manager, or engage in contracts in some other way, join this session to discover fresh, holistic insights which can increase your contracting effectiveness.</p> <p><b>Andrew White</b>, Partner, <b>Bird &amp; Bird</b></p>	<p><b>Building and Structuring your Team for Success: an interactive session</b></p> <p>Quality of leadership is essential for developing a successful team.</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Defining and communicating purpose</li> <li><input type="checkbox"/> Determining who we serve (on average 29% of the workforce is in some way involved in the contracting process)</li> <li><input type="checkbox"/> What does this tell us about how to organize and measure performance.</li> </ul> <p><b>Victoria Cope</b>, Commercial Director- Defence Digital, <b>UK Ministry of Defence</b></p> <p><b>Joanne Walker</b>, Head of Capability Centre (Civil Aerospace General Counsel), <b>Rolls-Royce</b></p> <p><b>Moderated by: Fayola-Maria Jack</b>, Chief Executive, <b>Healthy Good Business</b>®; Founder, <b>World Ethics Forum</b></p>	<p><b>Navigating Cross-cultural Contracts: building bridges, breaking barriers</b></p> <p>In our increasingly globalized business landscape, effective cross-cultural contracting is paramount. Join this session to explore strategies for successfully navigating diverse cultural landscapes in contract management.</p> <p><b>Michael Gates</b>, Managing Director &amp; Owner, <b>Michael Gates CrossCulture</b></p>
<b>11:35-11:40</b>	Switchover		
	<b>Track 1- Picasso 1</b> <b>Chaired by: Matt Tizzard</b> , Head of Region- EMEA, <b>World Commerce &amp; Contracting</b>		

<b>11:40- 12:15</b>	<p><i>Presentation</i></p> <p><b>Global Trends: what is impacting CCM today</b> Economic instability, geopolitical turmoil, climate change, supply chain uncertainty- get an overview about the global touchpoints that are influencing our everyday transactions. Hear from 3 speakers and 3 perspectives.</p> <p><b>Sangeeta Khorana</b>, Professor of International Trade Policy, <b>Aston University</b> <b>Mark Beer, OBE</b>, Co-Founder, <b>Seven Pillars Law</b> <b>Kraig Conrad</b>, CEO, <b>NCMA</b> <b>Moderated by: Tim Cummins</b>, President, <b>World Commerce &amp; Contracting</b></p>
<b>12:15- 13:15</b>	<p><b>Lunch for All</b></p>
	<p><b>WorldCC Fellows &amp; Council Lunch</b> <b>Location: Track 1 – Picasso 1</b></p>
<b>13:15- 14:15</b>	<p><b>Speed Tech Demo – Navigating the Digital Frontier</b> In an era where CCM is evolving towards outcomes, technology is the compass guiding the way. Join our Contract Tech Pros for a rapid tech demo that showcases how the right technology can unite processes, skills, and drive meaningful outcomes. Our panel of Transformation Experts will fire back with essential questions, helping you assess the right technology solutions and differentiate between providers. It’s all about transforming the way you work.</p> <p><b>Tech Gurus:</b> <b>Adrien Grenat</b>, Director, Solution Consultants, <b>Sirion</b> <b>Andy Wishart</b>, Chief Product Officer, <b>Agiloft</b> <b>Áine McKay</b>, Head of Product, <b>AutogenAI</b></p> <p><b>Business Gurus:</b> <b>Ulrika Söderlund</b>, Director Contracts &amp; Commercial Excellence, <b>Saab Dynamics AB</b> <b>Stephane Muller</b>, Senior Manager- Contract Management Team, <b>Amadeus</b> <b>Fraser Hill</b>, General Manager Digital &amp; Process Transformation, <b>Shell Supply Chains</b> <b>Shell</b></p> <p><b>Moderator: Craig Conte</b>, Global &amp; UK Lead Partner Contracts, <b>Deloitte Legal</b></p>
<b>14:15- 14:20</b>	<p>Switchover</p>



	<p><b>Track 1- Picasso 1</b> <b>Operational Excellence</b> <i>Presentation</i> <b>Chaired by: Matt Tizzard</b>, Head of Region- EMEA, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 2- Tapies 2&amp;3</b> <b>Strategic Contracting</b> <i>Fireside chat</i> <b>Chaired by: Pablo Cilotta</b>, Senior Director S. Europe, S. &amp; Central America &amp; Africa, <b>World Commerce &amp; Contracting</b></p>	<p><b>Track 3- Tapies 1</b> <b>Skills</b> <i>Interactive session</i> <b>Chaired by: Zuzanna Briant</b>, Director, Practice Lead CCM, <b>World Commerce &amp; Contracting</b></p>
<p><b>14:20-15:00</b></p>	<p><b>How to Make the Most of the Systems you Already Have</b> How to make the most of your existing enterprise tech stack From SharePoint to Google Drive- learn how to use what you have more effectively and efficiently.</p> <p><b>Rick Seabrook</b>, Founder, <b>Panoram</b></p>	<p><b>Human-Centered Contracting: transforming efficiency and experience</b> The human impact is the unspoken linchpin in the evolution of contracting processes. This session aims to shed light on this critical aspect and offers a fresh perspective on how we can transform the contracting landscape by making it not only efficient but also deeply human-centric.</p> <p><b>Alistair Maiden</b>, Global Advisory Lead, <b>Consilio &amp; Syke</b> <b>Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b></p>	<p><b>Strategies for Career Growth in CCM</b> Join this session to explore strategies for career advancement in Contract and Commercial Management. Discover the qualities that propel careers forward and learn how to navigate common challenges effectively. Gain insights into how continuous learning, including professional training and certifications offered by WorldCC, can be pivotal in achieving your career goals and contributing to the success of your organisation.</p> <p><b>Zuzanna Briant</b>, Director, Practice Lead CCM, <b>World Commerce &amp; Contracting</b> <b>Tim Cummins</b>, President, <b>World Commerce &amp; Contracting</b></p>
<p><b>15:00-15:30</b></p>	<p><b>Afternoon Coffee break</b></p>		
	<p><b>Track 1- Picasso 1</b> <b>Chaired by: Matt Tizzard</b>, Head of Region- EMEA, <b>World Commerce &amp; Contracting</b></p>		
<p><b>15:30-16:10</b></p>	<p><i>Panel discussion</i> <b>Contracts Unplugged: a chat on the couch</b> Join us for an entertaining and insightful Contracts Unplugged session, inspired by the Graham Norton Show format. 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><b>Mark Beer, OBE</b>, Co-Founder, <b>Seven Pillars Law</b> <b>Alex Hamilton</b>, CEO, <b>Radiant Law Limited</b> <b>Emma Rees</b>, Co-founder and Executive Chair, <b>Deployed</b> <b>Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b> <b>Tim Cummins</b>, President, <b>World Commerce &amp; Contracting</b></p>
<b>16:10-16:30</b>	<p><b>Closing Remarks</b></p> <p><b>Sally Guyer</b>, Global CEO, <b>World Commerce &amp; Contracting</b> <b>Tim Cummins</b>, President, <b>World Commerce &amp; Contracting</b></p>
<b>16:30-17:30</b>	<p><b>Tapas &amp; Vinos Goodbye Happy Hour</b> Unwind, reminisce, and exchange contact details. It's not really 'goodbye'- it's 'see you again soon' for our next summit in Europe 2025!</p>

