

MIDDLE EAST, INDIA & APAC AGENDA

Vibe Summit, 21 – 24 September 2020



Please Note: Times in the agenda are shown in Australian Eastern Standard Time for days 1-3 and British Summer Time for day 4.

DAY ONE - Tuesday 22 September 2020	
Time Zones	<ul style="list-style-type: none"> • 8am – 12:15pm Abu Dhabi • 9:30am – 1:45pm New Delhi • 11am – 3:15pm Jakarta • 12pm – 4:15pm Singapore • 2pm -6:15pm Sydney • 4pm – 8:15pm Wellington
AEST	Times in the agenda below are shown in Australian Eastern Standard Time for days 1-3 and British Summer Time for day 4.
	Details regarding CPD points & types of Certificates can be found at the end of the agenda
1:45pm	<p>Welcome Zone</p> <p>Get to know your environment, view our welcome demo and see who has arrived. And of course to ensure you start your Vibe Summit journey on the right foot enjoy a guided meditation with The Optimism Man Victor Perton.</p>
2:00pm LIVE	<p>Vibe Summit opening address: emergence from the crisis - time for a connected vision</p> <p>Sally Guyer, Global CEO, IACCM</p> <p>Bruce Everett, Regional CEO APAC, IACCM</p>
2:45pm LIVE	<p>Keynote Symposium – A Moment in Time: Leading cross industry executives will provide their view on how Covid-19 represented a unique catalyst for change, a rare opportunity to cast off outdated commercial and contracting models and to reimagine and reinvent entire industries.</p> <p>Jorden Lam, General Counsel, Hesta</p> <p>Pratiksha Becker, Head of Supplier Relationship Management, SA Health</p> <p>Chaired by: Bruce Everett, Regional CEO APAC, IACCM</p> 
3:45pm LIVE	<p>Speaker Green Room: Vibe Talks Connected – A Better Normal</p> <p>Reconnecting the phenomenal voices from our Vibe Talks series, this is a unique opportunity for our Premium Access Pass holders to listen to a freeflowing conversation around what our resident Optimist Victor Perton calls, “A Better Normal”. Come ready to fire your questions and contribute ideas!</p> <p>Chaired by Sally Guyer, Global CEO, IACCM</p> <p>Kenton Cool, World Leading Mountaineer & Adventurer</p>

	<p>Karlin Sloan, Author, Entrepreneur, Business Leader</p> <p>Rhonda Brighton-Hall, Determined Optimist, Human Being, People & Culture Aficionado</p> <p>The Optimism Man Victor Perton</p>			
3:45pm LIVE	<p>The BIG Networking Quiz – kick off the conference make contacts and get yourself to the top of our Leader Board with our Game of Contracting Quiz. Early prizes to be won and great engagement right out of the gate.</p> <p>Grab a coffee and a graze while you are at it!</p>			
3:45pm LIVE	<p>The BIG Hackathon Viewing Party (Hackathon Teams only)</p> <p>Over the last 6 weeks global Virtual Teams have been working hard on problem statements focused on three key areas including Automation and Technology, Contract Design and Simplification and Innovation in CCM. Join our live viewing party where you will get to see the teams present to the judges, you can comment and vote for the winning team. Winners will be announced on Day Four.</p> <p style="text-align: right;"></p>			
4:25pm	<p>Session switch – Grab a Coffee and Graze</p>			
4:30pm LIVE	<p>WORKSHOP 1</p> <p>Contract Economics</p> <p>Kingsley Martin, President & CEO, KMStandards</p> <p>Sally Guyer, Global CEO, IACCM</p> <p style="text-align: center;"></p>	<p>WORKSHOP 2</p> <p>Emerging Tech 101</p> <p style="text-align: center;"></p>	<p>WORKSHOP 3</p> <p>Negotiation in the Physical & Virtual Space</p> <p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p style="text-align: center;"></p>	<p>WORKSHOP 4</p> <p>Managing Complex Projects Virtually</p> <p style="text-align: center;"></p>
	<p>The Workshops are designed to give you a practical intro to the topic on the first day with real life case studies to illustrate. You will go away with a small task to complete and come back on the third day for the interactive part where you will compare and contrast, share and collaborate. Workshop participation LIVE will be limited but we will offer all the intro and materials on demand post event. Premium Access Pass holders will have early registration.</p> <p>Attending and completing these workshops will earn you a Certificate and CPD points to support your ongoing professional development and</p>			

	<i>enhancing your resume.</i>
5:40pm	<p>Open Networking for all and Community Networks</p> <p>Don't feel lost in our networking lounge find your group of interest and your purpose. Our Network Leads will help you break the ice and kick-start some great conversations as you enjoy a drink at your laptop!</p> <p>Networks include:</p> <ul style="list-style-type: none"> • Automation & Emerging Technology • Contract Design & Simplification • Contracting Models (Agile, Performance Based) • Modern Slavery • Leaders of the Future • Innovation in CCM • Diversity & Inclusion • Sustainable Supply Chains • Negotiation • ASEAN • Women in CCM • Relationship Management 
6:15pm	Close
DAY TWO - Wednesday 23 September 2020	
Time Zones	<ul style="list-style-type: none"> • 8am – 12:15pm Abu Dhabi • 9:30am – 1:45pm New Delhi • 11am – 3:15pm Jakarta • 12pm – 4:15pm Singapore • 2pm -6:15pm Sydney • 4pm – 8:15pm Wellington
AEST	Times in the agenda below are shown in Australian Eastern Standard Time for days 1-3 and British Summer Time for day 4.
1:45pm	<p>Welcome back</p> <p>See who has arrived today, plan which sessions you want to attend and set your intentions with guided meditation with The Optimism Man Victor Perton.</p>
2:00pm	<p>Vibe Summit Keynote Address: How To Negotiate Your Way Through Challenging Times both online and Face to Face</p> <p>Covid 19 has transformed the way most of the world negotiates, removing</p>

	<p>the most basic face to face human interaction. Now building trust and humanizing our virtual negotiation experience is essential to moving ahead. Hear world renowned negotiation expert, Keld Jensen discuss how negotiation is the most important leadership and human skill that ever existed. All business is human- its never a relationship between two organisations- but always between people. What does this mean as we emerge from a post covid-19 world?</p> <p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p style="text-align: right;"></p>		
2:40pm	<p>Open Networking for all and Networks of Interest</p> <p>Don't feel lost in our networking lounge find your group of interest and your purpose. Our Network Leads will help you break the ice and kick-start some great conversations as you enjoy a drink at your laptop!</p> <p style="text-align: right;"></p>		
2:40pm	<p>Speaker Green Room – This is a unique opportunity for our premium access pass holders to have private Q&A with our Vibe Summit Keynote Speakers</p> <p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p>		
3:30pm	<p>Session switch – Grab a Coffee & Graze</p>		
3:35pm	<p>CASE STUDY</p> <p>Our case studies allow you to see a real life problem through the eyes of a practitioner, what was their challenge, how they approached it and what was the outcome.</p>	<p>PROBLEM SOLVING LAB</p> <p>Addressing the challenge of public private sector collaboration</p> <p>In this session you will hear from experts in both public and private sector as they focus on three key challenges in the procurement process to get better results: openness, collaboration and innovation. The panel will have a frank conversation about the challenges in working together across public and private sectors and in changing how procurement works, exploring how collectively</p>	<p>CASE STUDY</p> <p>Our case studies allow you to see a real life problem through the eyes of a practitioner, what was their challenge, how they approached it and what was the outcome.</p>

		<p>we can transform contracting so that it delivers value for everyone.</p> <p>Moderated by: Sally Guyer, Global CEO, IACCM</p> <p>Gavin Hayman, Executive Director, Open Contracting Partnership</p>	
			
4:15pm	Session switch – Grab a Coffee & Graze		
4:20pm	<p>CASE STUDY</p> <p>Our case studies allow you to see a real life problem through the eyes of a practitioner, what was their challenge, how they approached it and what was the outcome.</p>	<p>PROBLEM SOLVING LAB</p> <p>Industries in crisis: problem solving from the top</p> <p>This fascinating session will bring together leading figures from three distinct industries that have been profoundly impacted by the pandemic. Our experts will focus on the key challenge areas, outline how they have responded and what the next steps will be as they adapt and emerge.</p> <p>Robel Barrios, Procurement Operations General Manager, Chevron</p> <p>Moderated by: Sally Guyer, Global CEO, IACCM</p>	<p>CASE STUDY</p> <p>Our case studies allow you to see a real life problem through the eyes of a practitioner, what was their challenge, how they approached it and what was the outcome.</p>
5pm	<p>THE BIG HACKATHON VIEWING PARTY- PART II</p> <p>Over the last 6 weeks global Virtual Teams have been working hard on problem statements focused on three key areas including Automation and Technology, Contract Design and Simplification</p>	<p>GLOBAL POWER LIST PRESENTATION</p> <p><i>IACCM is proud to announce its Global Power List – Women in Contracting & Commerce. We'll toast the achievements of the women on the list and a selection will join us to give us the top 3 lessons they have</i></p>	
LIVE			

	<p>and Innovation in CCM. Join our live viewing party where you will get to see the teams present to the judges, you can comment and vote for the winning team. Winners will be announced on Day Four.</p> <p style="text-align: right;"><i>learned in their careers.</i></p> <p style="text-align: center;"></p>
6:15pm	Close
DAY THREE - Thursday 24 September 2020	
Time Zones	<ul style="list-style-type: none"> • 8am – 12:30pm Abu Dhabi • 9:30am – 1:30pm New Delhi • 11am – 3:30pm Jakarta • 12pm – 4:30pm Singapore • 2pm -6:30pm Sydney • 4pm – 8:30pm Wellington
AEST	Times in the agenda below are shown in Australian Eastern Standard Time for days 1-3 and British Summer Time for day 4.
1:45pm	<p>Welcome back</p> <p>See who has arrived today, plan which sessions you want to attend and set your intentions with guided meditation with The Optimism Man Victor Perton.</p>
2pm	<p>Vibe Summit Keynote Address: Eliciting Team Harmony During Times of Uncertainty</p> <p>There has never been a time of greater uncertainty about the future and never a greater need for leaders and individuals to create harmony in their teams and workplace. In this warm and enlightening talk, charismatic conductor and leadership expert Itay Talgam compares and contrasts leadership styles of some of the greatest maestros to elicit effective and harmonious performance in their teams at times of uncertainty. Itay Talgam is an orchestral conductor turned into ‘conductor of people’ – be it in government, academia, business or education– anywhere the creation of human harmony through cooperation is desired.</p> <p>Itay Talgam, Orchestral Conductor, Leadership Consultant</p> <p style="text-align: right;"></p>
2:30pm	<p>Vibe Summit BIG Debate</p> <p>LIVE</p> <p>The motion: In today’s economy post the Covid-19 pandemic, contracts should adopt commercial dispute resolution in which no legal rules or system apply.</p> <p>Arguing in favour of the motion:</p>

	<p>Jorden Lam, General Counsel, Hesta</p> <p>Chaired By: Sara Cullen, Founder & Managing Director, The Cullen Group</p> <p style="text-align: right;"></p>			
3:15pm	<p>Session switch – Grab a Coffee & Graze</p>			
3:30pm LIVE	<p>WORKSHOP 1</p> <p>Contract Economics</p> <p>Kingsley Martin, President & CEO, KMStandards</p> <p>Sally Guyer, Global CEO, IACCM</p> <p style="text-align: center;"></p>	<p>WORKSHOP 2</p> <p>Emerging Tech 101</p> <p style="text-align: center;"></p>	<p>WORKSHOP 3</p> <p>Negotiation in the Physical & Virtual Space</p> <p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p style="text-align: center;"></p>	<p>WORKSHOP 4</p> <p>Managing Complex Projects Virtually</p> <p style="text-align: center;"></p>
4:40pm	<p>Session switch – Grab a Coffee & Graze</p>			
4:45pm	<p>CASE STUDY</p> <p>Our case studies allow you to see a real life problem through the eyes of a practitioner, what was their challenge, how they approached it and what was the outcome.</p>	<p>PROBLEM SOLVING LAB</p> <p>The world economy post COVID-19</p> <p>Our team of experts will examine the impact of recession on global trade. What new social, commercial and organizational models will need to be developed as we emerge from the pandemic and how can we better implement a sustainable economy (both environment and social) as part of the economic reboot?</p> <p>Moderated by: Sangeeta Khorana, Leading Expert in International Trade Policy</p>	<p>CASE STUDY</p> <p>Our case studies allow you to see a real life problem through the eyes of a practitioner, what was their challenge, how they approached it and what was the outcome.</p>	

		<p>Eliza Niewiadomska, Senior Counsel, European Bank for Reconstruction and Development</p> 	
<p>5:25pm LIVE</p>	<p>Industry Café Roundtables</p> <p>Designed to facilitate time for executives from the same industry to discuss challenges and opportunities. In four 20-minute rounds executives grouped in the same industry will discuss the same set questions that genuinely matter to everyone. After the last round of conversation, table hosts are invited HARVEST, sharing insights from their discussions with the rest of the large group.</p> <p>Tables include:</p> <ul style="list-style-type: none"> • Aerospace & Defense Else Bright, Commercial Director, BAE Systems Australia Ltd. • IT • Construction & Infrastructure Paul Rigo, Executive Director, Stragility • Public Sector Pratiksha Becker, Head of Supplier Relationship Management, SA Health Juliet Glass, Manager, Performance & Capability, Inland Revenue • Energy & Utilities Sharyn County, Head of Procurement, Jemena • BFSI • Telecoms Verity White, Legal Counsel & Automation Coach, Telstra <p>Chaired by: Bruce Everett, Regional CEO Asia Pacific, IACCM</p>		<p>Open Networking for all</p>

		
6:30pm	Close	
DAY FOUR - Thursday 24 September 2020		
Time Zones	<ul style="list-style-type: none"> • 6am-7:15am Los Angeles • 9am-10:15am New York • 2pm-3:15pm London • 3pm-4:15pm Madrid • 3pm-4:15pm Cape Town • 5pm-6:15pm Abu Dhabi • 6:30pm – 7:45pm New Delhi • 7pm – 8:15pm Jakarta • 9pm – 10:15pm Singapore • 9pm – 10:15pm Beijing • 9pm – 10:15pm Perth • 11pm – 00:15am (+1 day) Sydney • 1am – 2:15am (+1 day) Wellington 	
BST	Times in the agenda below are shown in British Summer Time	
2pm LIVE	<p>Finale Vibe Talk & Hackathon Winner Announcement</p> <p>Join IACCM Global CEO Sally Guyer as we bring Vibe Summit 2020 to a close – walk away inspired and uplifted to climb the next mountain with World Leading Mountaineer & Adventurer Kenton Cool.</p>	
2:15pm LIVE	<p>The BIG Networking Session*</p> <p>We invite you to join IACCM's largest ever Global Networking event. In this final session join our BIG open networking discussion or find the Network of interest that suits you.</p> <p><i>*We have tried to accommodate as many time zones as possible, it was not an easy task and we do apologize if the hour is not comfortable for you. We trust that you will have been able to get the most out of all the networking over the previous 3 days!</i></p>	
3:15pm	Close	

CPD Points & Certificate Details:

- **Keynote Address & Keynote Symposium** – 1 point each & Certificate of Attendance
- **Problem Solving Labs** – 3 points & Certificate of Attendance & Certificate of Participation
- **Case Studies** – 1 point each & Certificate of Attendance
- **Big Debate** – 1 point & Certificate of Attendance
- **Workshops** – 2 points & Certificate of Attendance & Certificate of Completion
- **Hackathon Participant** – 8 points & Certificate of Attendance & Certificate of Participation
- **Industry Café Roundtables** – 2 points & Certificate of Attendance
- **Networks of Interest** – 1 point & Certificate of Attendance

IACCM's
vision



About IACCM

IACCM is a not for profit association active in over 170 countries, with a mission to improve the quality and integrity of trading relationships. With more than 60,000 members representing over 17,000 organizations, IACCM is dedicated to raising individual, organizational and institutional capabilities in contracting and commercial management. It achieves this by providing research, benchmarking, learning, certification and advisory services to a worldwide, cross-industry audience of practitioners, executives and government.

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