

# EMEA & AMERICAS AGENDA

## Vibe Summit, 21 – 24 September 2020










DAY ONE - Monday 21 September 2020		
Time Zones	EMEA	USA & Canada
	<ul style="list-style-type: none"> <li>3pm – 7:15pm London</li> <li>4pm – 8:15pm Madrid</li> <li>6pm – 10:15pm Abu Dhabi</li> <li>7:30pm – 11:45pm New Delhi</li> </ul>	<ul style="list-style-type: none"> <li>7am -11:15am Los Angeles</li> <li>10am – 2:15pm New York / Toronto</li> <li>11am – 3:15pm São Paulo</li> </ul>
BST	Times in the agenda below are always shown in British Summer Time	
	Details regarding CPD points & types of Certificates can be found at the end of the agenda	
2:45pm	<b>Welcome Zone</b> 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 <b>The Optimism Man Victor Perton</b> .	
3:00pm <b>LIVE</b>	<b>Vibe Summit opening address: emergence from the crisis - time for a connected vision</b> <b>Sally Guyer</b> , Global CEO, <b>IACCM</b> <b>Prof. Tim Cummins</b> , President, <b>IACCM</b>	
3:45pm <b>LIVE</b>	<b>Keynote Symposium – A Moment in Time:</b> 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will provide their view on how Covid-19 represented a unique catalyst for change, a rare opportunity to cast off outdated commercial and contracting models and to reimagine and reinvent entire industries. <b>Michelle Baker</b> , CPO, <b>KPN</b> <b>Mark Gregory</b> , General Counsel, <b>Rolls Royce</b>	
4:45pm <b>LIVE</b>	<b>Speaker Green Room: Vibe Talks Connected – A Better Normal</b> 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! <b>Sue Liburd</b> , MBE, Business, Leadership, Takumi <b>Amy Peck</b> , Futurist & VR Evangelist	



	<b>The Optimism Man Victor Perton</b> <b>Sally Guyer, Global CEO, IACCM</b> <b>Chaired by: Rod Wade, VP Contract Management, MedImpact</b>			
4:45pm <b>LIVE</b>	<b>The BIG Networking Quiz</b> – 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. <b>Grab a coffee and a graze while you are at it!</b>			
4:45pm <b>LIVE</b>	<b>The BIG Hackathon Viewing Party (for Hackathon Teams only)</b> 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 with a drink in hand 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. <div>CPD &amp; CERTIFICATE</div>			
5:25pm	<b>Session switch – Grab a Coffee and Graze</b>			
5:30pm <b>LIVE</b>	<b>WORKSHOP 1</b> <b>Contract Economics</b> <b>Kingsley Martin,</b> President & CEO, <b>KMStandards</b> <b>Sally Guyer,</b> Global CEO, <b>IACCM</b> <div>CPD &amp; CERTIFICATE</div>	<b>WORKSHOP 2</b> <b>Emerging Tech 101</b> <div>CPD &amp; CERTIFICATE</div>	<b>WORKSHOP 3</b> <b>Negotiation in the Physical &amp; Virtual Space</b> <b>Keld Jensen,</b> Senior Negotiation Advisor, Professor, Award Winning Author <div>CPD &amp; CERTIFICATE</div>	<b>WORKSHOP 4</b> <b>Managing Complex Projects Virtually</b> <div>CPD &amp; CERTIFICATE</div>
	<p><i><b>The Workshops</b> 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.</i></p> <p><i>Attending and completing these workshops will earn you a Certificate and CPD points to support your ongoing professional development and enhancing your resume.</i></p>			
6:40pm <b>LIVE</b>	<b>Open Networking for all and Community Networks</b> Don't feel lost in our networking lounge find YOUR group of interest and			






	<p>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><b>Networks include:</b></p> <ul style="list-style-type: none"><li>Automation &amp; Emerging Technology</li><li>Contract Design &amp; Simplification <b>Dr. Stefania Passera</b>, Contract Design &amp; Visualization Consultant, <b>Passera Design</b></li><li>Contracting Models (Agile, Performance Based)</li><li>Leaders of the Future <b>Cecilia Middleton</b>, Managing Director North American Contract Management, <b>Accenture</b></li><li>Innovation in CCM</li><li>Diversity &amp; Inclusion <b>Sue Liburd, MBE, Business, Leadership, Takumi</b> <b>John Croft</b>, CEO &amp; Co-Founder, <b>Elevate</b></li><li>Sustainable Supply Chains</li><li>Negotiation <b>Keld Jensen</b>, Senior Negotiation Advisor, Professor, Award Winning Author</li><li>Women in CCM</li><li>Relationship Management</li></ul> <div>CPD &amp; CERTIFICATE</div>	
7:15pm	<b>Close</b>	
DAY TWO - Tuesday 22 September 2020		
Time Zones	<b>EMEA</b> <ul style="list-style-type: none"><li>3pm – 7:15pm London</li><li>4pm – 8:15pm Madrid</li><li>6pm – 10:15pm Abu Dhabi</li><li>7:30pm – 11:45pm New Delhi</li></ul>	<b>USA &amp; Canada</b> <ul style="list-style-type: none"><li>7am -11:15am Los Angeles</li><li>10am – 2:15pm New York / Toronto</li><li>11am – 3:15pm São Paulo</li></ul>
BST	Times in the agenda below are always shown in British Summer Time	
2:45pm	<b>Welcome back</b> <p>See who has arrived today, plan which sessions you want to attend and set your intentions with guided meditation with <b>The Optimism Man Victor Perton</b>.</p>	

3:00pm <b>LIVE</b>	<b>Vibe Summit Keynote</b> <b>Exciting announcement coming next week!</b>		
3:40pm <b>LIVE</b>	<b>Open Networking for all and Networks of Interest</b> <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> 		
3:40pm <b>LIVE</b>	<b>Speaker Green Room – This is a unique opportunity for our premium access pass holders to have private Q&amp;A with our Vibe Summit Keynote Speakers</b>		
4:30pm	<b>Session switch – Grab a Coffee &amp; Graze</b>		
4:35pm <b>LIVE</b>	<b>CASE STUDY</b> <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>	<b>PROBLEM SOLVING LAB</b> <p><b>Addressing the challenge of public private sector collaboration</b>  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 we can transform contracting so that it delivers value for everyone.</p> <p><b>Moderated by: Sally Guyer</b>, Global CEO, IACCM</p> <p><b>Gavin Hayman</b>, Executive Director, Open Contracting Partnership</p> <p><b>Rob Tolfts</b>, Group</p>	<b>CASE STUDY</b> <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>

		Commercial Director, <b>Capita</b>		
5:15pm	<b>Session switch – Grab a Coffee &amp; Graze</b>			
5:20pm <b>LIVE</b>	<b>CASE STUDY</b>  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.	<b>PROBLEM SOLVING LAB</b>  <b>Industries in crisis: problem solving from the top</b>  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.  <b>Robel Barrios,</b> Procurement Operations General Manager, <b>Chevron</b>  <b>Moderated by: Sally Guyer,</b> Global CEO, <b>IACCM</b>	<b>CASE STUDY</b>  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.	  
6pm <b>LIVE</b>	<b>THE BIG HACKATHON VIEWING PARTY - PART II</b>  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 with a drink in hand 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.	<b>GLOBAL POWER LIST PRESENTATION</b>  <i>IACCM is proud to announce its <b>Global Power List – Women in Contracting &amp; Commerce</b>. 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 learned in their careers.</i>		

7:15pm	Close	
DAY THREE - Wednesday 23 September 2020		
Time Zones	EMEA <ul style="list-style-type: none"><li>• 3pm – 7:30pm London</li><li>• 4pm – 8:30pm Madrid</li><li>• 6pm – 10:30pm Abu Dhabi</li><li>• 7:30pm – 00:00am New Delhi</li></ul>	USA & Canada <ul style="list-style-type: none"><li>• 7am -11:30am Los Angeles</li><li>• 10am – 2:30pm New York / Toronto</li><li>• 11am – 3:30pm São Paulo</li></ul>
BST	Times in the agenda below are always shown in British Summer Time	
2:45pm	Welcome back Meditation <p>See who has arrived today, plan which sessions you want to attend and set your intentions with guided meditation with <b>The Optimism Man Victor Perton</b>.</p>	
3pm	<b>Vibe Summit Keynote Address: Eliciting Team Harmony During Times of Uncertainty</b> <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><b>Itay Talgam, Orchestral Conductor, Leadership Consultant</b></p>	
3:30pm	<b>Vibe Summit BIG Debate</b> <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><b>Arguing for the motion:</b></p> <p><b>Nicholas Gould, Partner, Fenwick Elliot LLP.</b></p> <p><b>Arguing against the motion:</b></p> <p><b>Renato Nazzini, Professor of Law, King’s College London; Partner, LMS Legal LLP</b></p>	



	<b>Chaired by: Prof. Tim Cummins, President, IACCM</b> 			
4:15pm	<b>Session switch – Grab a Coffee &amp; Graze</b>			
4:30pm <b>LIVE</b>	<b>WORKSHOP 1</b>  <b>Contract Economics</b>  <b>Kingsley Martin,</b> President & CEO, <b>KMStandards</b>  <b>Sally Guyer,</b> Global CEO, <b>IACCM</b>  	<b>WORKSHOP 2</b>  <b>Emerging Tech 101</b>  	<b>WORKSHOP 3</b>  <b>Negotiation in the Physical &amp; Virtual Space</b>  <b>Keld Jensen,</b> Senior Negotiation Advisor, Professor, Award Winning Author  	<b>WORKSHOP 4</b>  <b>Managing Complex Projects Virtually</b>  
5:40pm	<b>Session switch – Grab a Coffee &amp; Graze</b>			
5:45pm <b>LIVE</b>	<b>CASE STUDY</b>  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.	<b>PROBLEM SOLVING LAB</b>  <b>The world economy post COVID-19</b>  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?  <b>Moderated by:</b>  <b>Sangeeta Khorana,</b> Leading Expert in International Trade Policy  <b>Eliza Niewiadomska,</b> Senior Counsel, <b>European</b>	<b>CASE STUDY</b>  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.	



	CPD & CERTIFICATE	Bank for Reconstruction and Development	CPD & CERTIFICATE	CPD & CERTIFICATE
6:25pm <b>LIVE</b>	<b>Industry Café Roundtables</b> <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><b>Tables include:</b></p> <ul style="list-style-type: none"> <li>• Aerospace &amp; Defense <b>Ines Curtius</b>, Head of Contract Governance Systems, <b>Airbus Defense &amp; Space</b></li> <li>• Oil &amp; Gas <b>Rohini Mohan</b>, Contracting Discipline Manager, <b>Chevron</b> <b>Fraser Hill</b>, General Manager Digital Systems &amp; Process Innovation, <b>Shell</b></li> <li>• IT</li> <li>• Construction &amp; Infrastructure <b>Barbara Chomicka</b>, Consultant (Senior Project and Contract Manager), <b>Arcadis of New York, Inc.</b> <b>Rasmus Tonnies</b>, Head of Contract &amp; Commercial Managemet, Ramboll</li> <li>• Public Sector <b>Barry Hooper</b>, Chief Commercial Officer, <b>Ministry of Justice</b></li> <li>• Healthcare &amp; Pharmaceuticals <b>Rod Wade</b>, VP Contract Management, <b>MedImpact</b></li> </ul>		<b>Open Networking for all</b>	

	<ul style="list-style-type: none"><li>• Energy &amp; Utilities</li><li>• BFSI</li></ul> <p><b>Joseph Martinez, CPO, BNY Mellon</b></p> <ul style="list-style-type: none"><li>• Telecoms</li></ul> <p><b>Chaired by:</b></p> <p><b>Diane Kilkenny, VP &amp; Global Head of Sales, IACCM</b></p> <div>CPD &amp; CERTIFICATE</div>	
7:30pm	<b>Close</b>	
DAY FOUR - Thursday 24 September 2020		
Time Zones	<ul style="list-style-type: none"><li>• 6am-7:15am Los Angeles</li><li>• 9am-10:15am New York</li><li>• 2pm-3:15pm London</li><li>• 3pm-4:15pm Madrid</li><li>• 3pm-4:15pm Cape Town</li><li>• 5pm-6:15pm Abu Dhabi</li><li>• 6:30pm – 7:45pm New Delhi</li><li>• 7pm – 8:15pm Jakarta</li><li>• 9pm – 10:15pm Singapore</li><li>• 9pm – 10:15pm Beijing</li><li>• 9pm – 10:15pm Perth</li><li>• 11pm – 00:15am (+1 day) Sydney</li><li>• 1am – 2:15am (+1 day) Wellington</li></ul>	
BST	<b>Times in the agenda below are always shown in British Summer Time</b>	
2pm <b>LIVE</b>	<b>Finale Vibe Talk &amp; Hackathon Winner Announcement</b>  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 <b>World Leading Mountaineer &amp; Adventurer Kenton Cool</b> .	
2:15pm <b>LIVE</b>	<b>The BIG Networking Session*</b>  Whether you are enjoying cocktail, nightcap, morning coffee or a brunch mimosa. 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.  <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</i>	

	<i>you. We trust that you will have been able to get the most out of all the networking over the previous 3 days!</i>
3:15pm	<b>Close</b>

## 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

*...is a world  
where all trading  
relationships  
deliver social  
and economic  
benefit*

## 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.

For more information,  
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