



EMEA & AMERICAS AGENDA






Vibe Summit, 21 – 24 September 2020





DAY ONE - Monday 21 September 2020		
Time Zones	EMEA <ul style="list-style-type: none"> 3pm – 7:15pm London 4pm – 8:15pm Madrid 6pm – 10:15pm Abu Dhabi 7:30pm – 11:45pm New Delhi 	USA & Canada <ul style="list-style-type: none"> 7am -11:15am Los Angeles 10am – 2:15pm New York / Toronto 11am – 3:15pm São Paulo
BST & ET	Times in the agenda below are always shown in British Summer Time & Eastern Time	
	Details regarding CPD points & types of Certificates can be found at the end of the agenda	
2:45pm BST 9:45am ET	Welcome Zone Guided Meditation 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 .	
3:00pm BST 10:00am ET LIVE	Vibe Summit opening address: emergence from the crisis - time for a connected vision Sally Guyer, Global CEO, World Commerce & Contracting Prof. Tim Cummins, President, World Commerce & Contracting	
3:45pm BST 10:45am ET LIVE	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will provide their view on how Covid-19 represented a unique catalyst for change, a rare opportunity to cast off outdated commercial and contracting models and to reimagine and reinvent entire industries. Michelle Baker, CPO, KPN Mark Gregory, General Counsel, Rolls Royce David Chenier, CPO, ConocoPhillips Chaired by: Sally Guyer, Global CEO, World Commerce & Contracting	
4:45pm BST 11:45am ET LIVE	Speaker Green Room: Vibe Talks Connected – A Better Normal 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! Sue Liburd, MBE, Business, Leadership, Takumi Amy Peck, Futurist & VR Evangelist The Optimism Man Victor Perton Sally Guyer, Global CEO, World Commerce & Contracting	




	Chaired by: Rod Wade, VP Contract Management, MedImpact	
4:45pm BST 11:45am ET LIVE	<p>The Innovation Hub Judges Presentations</p> <p>The this exciting initiative in partnership with Northwestern University Law and Technology Initiative has been designed to bring multi-company teams together, to engage, to collaborate online, to crowd-source ideas and solutions to a specific problem statement. Over the last 4 weeks, four teams have worked together to find solutions to a problem statements focused on one of the four distinct categories.</p> <ol style="list-style-type: none"> 1. Automation & Technology 2. Contract Design & Simplification 3. Supply Chain Strategies 4. 2025 Contracting of the Future <p>Join our live viewing party with a drink in hand where you will get to see these innovative teams present thier solutions to our silent judges. You will be able to vote live for the team that came up with the most innovative solution and the winners will be announced on day 4!</p> <p>Chaired by: Paul Branch, COO & CTO, World Commerce & Contracting</p> <p>Judges:</p> <p>Fraser Hill, General Manager Digital Systems & Process Innovation, Shell</p> <p>Oki Mek, Acting CIO, US Department of Health and Human Services</p> <p>Amy Peck, Futurist & VR Evangelist; CEO & Founder, Endeavor VR</p> <p>Craig Conte, Board of Directors, World Commerce & Contracting</p> 	
5:30pm BST 12:30pm ET	Session switch – Grab a Coffee and Graze	
5:35pm BST 12:35pm ET LIVE	<p>Workshop 1 Contract Economics</p> <p>How much does it cost to produce and administer a contract? Can we quantify the risks in our contract portfolios? Do the terms of the agreement increase or decrease the value of the exchange?</p> <p>This workshop will examine these questions, and provide you the practical tools to both reduce your costs of contracting and generate superior returns.</p>	<p>Kingsley Martin, President & CEO, KMStandards</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting</p> 
5:35pm BST 12:35pm ET LIVE	<p>Workshop 2 Emerging Technology 101</p> <p>This workshop is designed as a neutral and practical forum where delegates of all degrees of technical know-how can better understand how to select, buy, and implement the right legal tech for your</p>	<p>Arthur Raguette, EVP Business Development, Ultria</p> <p>Paul Branch, COO & CTO, World Commerce & Contracting</p>

	<p>organization. More importantly, you will leave equipped with a clear understanding of the quantifiable and unquantifiable benefits to applying new technologies in your business in the current climate as well as put existing technology to better use.</p>	<p></p>
<p>5:35pm BST 12:35pm ET</p> <p>LIVE</p>	<p>Workshop 3 Negotiation in the Physical & Virtual Space</p> <p>Invest a few hours and leave with a complete new vision on negotiation.</p>	<p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p></p>
<p>5:35pm BST 12:35pm ET</p>	<p>Workshop 4 Simple & Effective Contract Design</p> <p>Getting started with the Better Disclosure Canvas and Contract Design Pattern Library.</p> <p>Join this Workshop and you will walk away with a thoughtful and potentially useable contract design output</p>	<p>Nathan Kinch, CEO, Greater Than X</p> <p>Mathew Mykta, Chief Platform Officer, Greater Than X</p> <p></p>
<p>5:35pm BST 12:35pm ET</p>	<p>Workshop 5 COVID-19 & Supply Chains: What are we learning?</p> <p>Tim Cummins and Rob Handfield will discuss some of the key lessons learned for contract management coming out of the first few months of the COVID-19 pandemic and global repercussions. What have we learned, and what do we need to do differently going forward in contract management in a post-COVID world?</p>	<p>Tim Cummins, President, World Commerce & Contracting</p> <p>Robert Handfield, Bank of America University Distinguished Professor of Supply Chain Management, NC State University</p> <p></p>
<p>5:35pm BST 12:35pm ET</p> <p>LIVE</p>	<p>Workshop 6 Business Change Secrets to Success: How to deliver maximum value from your digitalisation initiative</p> <p>If you have worked on any digitalisation initiative, then you will know technology doesn't drive results on its own. Why do 70% of change initiatives fail and how do you ensure success? Join our KPMG Law experts for an interactive two- part workshop where we share exactly how you can maximise your investment. Our session is based on your challenges - and facilitated using interactive app-based technology - so expect lots of lively discussions and debates to really get you thinking!</p>	<p>Frenka Mumford, Specialist in Change Management, KPMG Law</p> <p>Nicola Brooks, Specialist in Legal Transformation & Digitalisation, KPMG Law</p> <p></p>




	<p><i>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.</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>
<p>6:45pm BST 1:45pm ET</p> <p>LIVE</p>	<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 Fraser Hill, General Manager Digital Systems & Process Innovation, Shell Craig Conte, Partner, Deloitte Legal • Contract Design & Simplification Dr. Stefania Passera, Contract Design & Visualization Consultant, Passera Design Caroline Cottaz Cordier, Group Deputy Head of Contract Management, Attos Gina L. Schaar, Corporate Counsel, Global Legal & Patents, Novo Nordisk A/S Sarah Fox, Contract Strategist, Author, Speaker, 500 Words Ltd. Ines Curtius, Head of Contract Governance Systems, Airbus Defense & Space • Diversity & Inclusion Sue Liburd, MBE, Business, Leadership, Takumi John Croft, President & Co-Founder, Elevate • Sustainable Supply Chains Fred Payne, Leader, Vendor Management Office, Maryland Department of General Services Adrian Furner, Managing Director, Kommercialize Ltd. • Negotiation Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author Bernard Macarthur, Senior Manager- Contract Negotiations, Thermo Fisher • Women in CCM Julia Sarnik-Durda, Director, Capgemini Bernadette Bulacan, VP, Lead Evangelist, Icertis • Relationship Management Ancleah Gamble, Business Manager, British Telecommunications Plc BTGS Tiffany Kemp, Speaker, Negotiator & Contracting Expert, TiffCo Limited <p style="text-align: right;"></p>





7:20pm BST 2:20pm ET	Close		
DAY TWO - Tuesday 22 September 2020			
Time Zones	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> EMEA <ul style="list-style-type: none"> • 3pm – 7:15pm London • 4pm – 8:15pm Madrid • 6pm – 10:15pm Abu Dhabi • 7:30pm – 11:45pm New Delhi </td> <td style="width: 50%; vertical-align: top;"> USA & Canada <ul style="list-style-type: none"> • 7am -11:15am Los Angeles • 10am – 2:15pm New York / Toronto • 11am – 3:15pm São Paulo </td> </tr> </table>	EMEA <ul style="list-style-type: none"> • 3pm – 7:15pm London • 4pm – 8:15pm Madrid • 6pm – 10:15pm Abu Dhabi • 7:30pm – 11:45pm New Delhi 	USA & Canada <ul style="list-style-type: none"> • 7am -11:15am Los Angeles • 10am – 2:15pm New York / Toronto • 11am – 3:15pm São Paulo
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2:45pm BST 9:45am ET	Welcome back Guided Meditation <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 Pertou.</p>		
3:00pm BST 10:00am ET	Vibe Summit Keynote In Conversation with Halla Tómasdóttir <p>Sally Guyer, Global CEO of World Commerce & Contracting talks to the CEO and Chief Change Catalyst of The B Team on everything from her candidature for Icelandic Presidency to her role as leader of The B Team and the quest to transform business into a force for good.</p> <div style="text-align: right;"></div>		
3:40pm BST 10:40am ET LIVE	Networks of Interest: Emerging Geographies <p>Join this unique opportunity to network and learn more about the different ways contracts and commerce are conducted around the globe. Listen and learn from experts as they talk about cross-cultural communications and behaviors that can lead to misunderstandings. You can ask questions, share your thoughts and experiences, and discover new ways to approach inter-personal relationships in these geographies.</p> <p>Networks Include:</p> <p>China - Looking at Contracts Through a Cross-Cultural Lens Dr. George Zhouqi, Associate Professor of Law, University of Leeds Robert Lewis, Senior International Counsel, Zhong Lun Law Firm, Co-Founder, DocQbot Fengwen Jiang, Senior VP & Senior Expert, DocQbot</p> <p>Russia - When Russia Meets the World Svetlana Lobanova, Lead Project Contract Manager, Nokia Networks Andrey Lebedev, Director for Construction Function Development, Gazprom-Neft</p>		




	<p>Ashutosh Pandey, Head of Quality Business Excellence & Process Reengineering, Nokia</p> <p>Latin America - If Well Equipped, You Can Go Beyond</p> <p>Leandro Doca, VP Head of CCM LatAm, Capgemini</p> <p>Pepe Toriello, Founder, Red de Firmas</p> <p>Magaly Aires Batista, Contract Administrator and Risk Management, Techint</p> <p>Moderated by: Pablo Cilotta, Senior Director South Europe, South & Central America & Africa, World Commerce & Contracting</p> <p>Africa – Avoid The Pitfalls and Cultural Nuances that can Lead to Misunderstandings</p> <p>Iruka A. Ndubuizu, Executive Director, Eureka Consulting, LLC.</p> <p>Harrison Jnr Ilodigwe, Senior Technical Advisor, Supply Chain Visibility & Analytics, Pamela Steele Associates, Ltd.</p> <p>Anita Wroblewska Read, Director, Green Leopard Consulting</p> <p>India – Sledging in Cross Border Contracting- How to Show Sportsmanship During Negotiations</p> <p>Mani Agrawal, Senior Director, Global Head of Contract Compliance & Optimization, Capgemini</p> <p>Anupam Sharan, Vice President, Legal, Genpact</p> <p>Nancy Nelson, President, Senior Consultant, ABiz Corporation</p> 		
<p>3:40pm BST 10:40am ET</p> <p>LIVE</p>	<p>Speaker Greenroom with the Senior Economist of the European Commission Harald Stieber – This is a unique opportunity for our premium access pass holders to have a private Q&A with Harald Stieber</p> <p>Modelling the EU Economy as an Ecosystem of Contracts Over the last two years the R&D Lab of Trakti together with CommonAccord and World Commerce & Contracting have undertaken a feasibility study around modeling the EU Economy as an ecosystem of contracts. This is your chance to put your questions to the Senior Economist of the European Commission, Harald Stieber. Together they will explore the feasibility of the EU economy as an ecosystem of (legally enforceable) contractual relationships and the opportunity to create an Open Trust Fabric, a system of transacting and relationships that is open, secure, data-minimising and democratic. The Open Trust Fabric would support both the reporting of an economy as an ecosystem of contracts and actually implementing it.</p> <p>Harald Stieber, Senior Economist, European Commission</p> <p>Chaired by: Sally Guyer, Global CEO, World Commerce & Contracting Luigi Telesca, Co-Founder & CEO, TRAKTI</p>		
<p>4:30pm BST 11:30am ET</p>	<p>Session switch – Grab a Coffee & Graze</p>		
<p>4:35pm BST 11:35am ET</p>	<p>Icertis Customer Case Study</p>	<p>PROBLEM SOLVING LAB Addressing the challenge of</p>	<p>Agiloft Customer Case Study</p>




<p>LIVE</p>	<p>Contracting without Borders: a Fireside Chat with Eric Ortman, Senior Director of Legal Operations at BeiGene</p> <p>In this session, Eric Ortman will:</p> <ul style="list-style-type: none"> • Discuss the unique contract challenges that face global, fast-paced and highly regulated organizations; • Share best practices and other considerations to deploy transformative contracting processes workflows through Icertis Contract Intelligence platform (formerly Icertis Contract Management (ICM) platform); and • Examine both the soft skills and organizational and cultural competencies necessary to undertake a successful international, organization wide deployment of CLM. <p>Moderated by: Bernadette Bulacan, VP, Lead Evangelist, Icertis</p> <p>Eric Ortman, Senior Director of Legal Operations, BeiGene</p> <p style="text-align: right;"></p>	<p>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 we can transform contracting so that it delivers value for everyone.</p> <p>Gavin Hayman, Executive Director, Open Contracting Partnership</p> <p>Tomas Vanderick, Director Contract Management Global, BT</p> <p>Macey Smith, Principal, United Solutions</p> <p>Michael Peckham, Reimagine Grants Initiative Lead, US Department of Health and Human Services</p> <p>Moderated by: Sally Guyer, Global CEO, World Commerce & Contracting</p> <p style="text-align: right;"></p>	<p>Russell Investments transforms its global contracting process during pandemic</p> <p>Hear Russell Investments' Morgan Walt discuss how she digitized the contracting process at the global investment solutions company. Her talk outlines the contracting challenges the company faced, her step-by-step approach to addressing immediate priorities and preparing for the long-term.</p> <p>Moderated By: Hiro Notaney, VP Marketing, Agiloft</p> <p>Morgan Walt, Manager, Contracts, Global Sourcing, Procurement, Russell Investments</p> <p style="text-align: right;"></p>
<p>5:15pm BST 12:15pm ET</p>	<p>Session switch – Grab a Coffee & Graze</p>		
<p>5:20pm BST 12:20 ET</p>	<p>EY Law Customer Case Study</p> <p>Driving enterprise-</p>	<p>PROBLEM SOLVING LAB</p> <p>Industries in crisis: problem solving from the top</p>	<p>Wolters Kluwer Customer Case Study</p> <p>A CLM Matrix Case</p>

<p>LIVE</p>	<p>level contract transformation</p> <p>EY Law works closely with organizations to help drive legal department transformation. We work with many clients on improvements in contracting strategy and processes that help turn the contracting function into a business differentiator and influence change across the enterprise. In this session, we'll explore one client's approach to an enterprise-wide initiative, including:</p> <ul style="list-style-type: none"> · Why there was a need for this change? Why now? · What reaction/support (or lack thereof) came from other parts of the organization? · What steps were taken to socialize the idea across the enterprise to encourage collaboration? · What was the desired outcome? · What challenges presented themselves and how the client planned for them <p>Moderate by: Ashley Miller, Senior Manager, Ernst & Young LLP</p> <p>Mary E. Hicks, Director of Legal Operations, Wolters Kluwer</p>	<p>This fascinating session will bring together leading figures from 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>Will Morris, Chief Counsel – Civil Aerospace, Rolls Royce</p> <p>Stephen Murphy, VP Contract, Offsets & Localization, Raytheon Integrated Defense Systems</p> <p>Moderated by: Cecilia Middleton, Managing Director- North American Contract Management, Accenture</p>	<p>Study: Streamlined Contract Compliance</p> <p>Impacts of inefficient contract management practices can have significant impacts on an organization's productivity and risk profile. This session will take a deep dive into how the CLM Matrix central repository and workflow flexibility delivered the efficiencies and transparency necessary to bring the Colorado Public Employees' Retirement Association in compliance with internal audits.</p> <p>Moderated by: Lee Matthews, Lead Technology Product Manager, Wolters Kluwer's ELM Solutions</p> <p>Jennifer Schreck, Senior Staff Attorney, Colorado PERA</p> <p>Stephanie Cozzette, Web Administrator, Colorado PERA</p>
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6pm BST 1pm ET LIVE	<p>INSPIRING WOMEN IN COMMERCE AND CONTRACTING 2021</p> <p><i>World Commerce & Contracting is proud to announce its inaugural list Inspiring Women in Commerce and Contracting 2021. 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></p> <p>Chaired by: Sally Guyer, Global CEO, World Commerce & Contracting Bernadette Bulacan, VP, Lead Evangelist, Icertis</p>		
7:15pm BST 2:15pm ET	Close		
DAY THREE - Wednesday 23 September 2020			
Time Zones	<p>EMEA</p> <ul style="list-style-type: none"> • 3pm – 7:30pm London • 4pm – 8:30pm Madrid • 6pm – 10:30pm Abu Dhabi • 7:30pm – 00:00am New Delhi 	<p>USA & Canada</p> <ul style="list-style-type: none"> • 7am -11:30am Los Angeles • 10am – 2:30pm New York / Toronto • 11am – 3:30pm São Paulo 	
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2:45pm BST 9:45am ET	<p>Welcome back Meditation</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 Pertou.</p>		
3pm BST 10am ET LIVE	<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>Chaired by: Sally Guyer, Global CEO, World Commerce & Contracting</p>		
3:40pm BST 10:40am ET	<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 for the motion:</p> <p>Nicholas Gould, Partner, Fenwick Elliot LLP.</p> <p>Renato Nazzini, Professor of Law, King's College London; Partner, LMS Legal LLP</p> <p>Arguing against the motion:</p> <p>Fayola-maria Jack, Deputy Director & Head of Commercial for Air, UK Cabinet Office</p> <p>Helen Dodds, International Lawyer and Board Member, former Global Head of Legal, Dispute Resolution at Standard Chartered Bank</p> <p>Chaired by: Vikki Rogers, VP & Global Head of Learning, Development & Research, World Commerce & Contracting</p> <p style="text-align: right;"></p>	
<p>4:25pm BST 11:25am ET</p>	<p>Session switch – Grab a Coffee & Graze</p>	
<p>LIVE</p>	<p>Workshop 1 Part 2 Contract Economics</p> <p>How much does it cost to produce and administer a contract? Can we quantify the risks in our contract portfolios? Do the terms of the agreement increase or decrease the value of the exchange?</p> <p>This workshop will examine these questions, and provide you the practical tools to both reduce your costs of contracting and generate superior returns.</p>	<p>Kingsley Martin, President & CEO, KMStandards</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting</p> <p style="text-align: right;"></p>
<p>LIVE</p>	<p>Workshop 2 Part 2 Emerging Technology 101</p> <p>This workshop is designed as a neutral and practical forum where delegates of all degrees of technical know-how can better understand how to select, buy, and implement the right legal tech for your organization.</p> <p>More importantly, you will leave equipped with a clear understanding of the quantifiable and unquantifiable benefits to applying new technologies in your business in the current climate as well as put existing technology to better use.</p>	<p>Arthur Raguette, EVP Business Development, Ultria</p> <p>Paul Branch, COO & CTO, World Commerce & Contracting</p> <p style="text-align: right;"></p>
<p>LIVE</p>	<p>Workshop 3 Part 2 Negotiation in the Physical & Virtual Space</p> <p>Invest a few hours and leave with a complete new vision on negotiation.</p>	<p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author</p> <p style="text-align: right;"></p>

4:30pm BST 11:30am ET	Workshop 4 Part 2 Simple & Effective Contract Design Getting started with the Better Disclosure Canvas and Contract Design Pattern Library. Join this Workshop and you will walk away with a thoughtful and potentially useable contract design output		Nathan Kinch, CEO, Greater Than X Mathew Mykta, Chief Platform Officer, Greater Than X 
4:30pm BST 11:30am ET LIVE	Workshop 5 Part 2 COVID-19 & Supply Chains: What are we learning? Tim Cummins and Rob Handfield will discuss some of the key lessons learned for contract management coming out of the first few months of the COVID-19 pandemic and global repercussions. What have we learned, and what do we need to do differently going forward in contract management in a post-COVID world?		Tim Cummins, President, World Commerce & Contracting Robert Handfield, Bank of America University Distinguished Professor of Supply Chain Management, NC State University 
4:30pm BST 11:30am ET LIVE	Workshop 6 Part 2 Business Change Successfully transforming with Contract Lifecycle Management If you have worked on any digitalisation initiative, then you will know technology doesn't drive results on its own. Why do 70% of change initiatives fail and how do you ensure success? Join our KPMG Law experts for an interactive two-part workshop where we share exactly how you can maximise your investment. Our session is based on your challenges - and facilitated using interactive app-based technology - so expect lots of lively discussions and debates to really get you thinking!		Martyn Osmundsend, Specialist in Contract Lifecycle Management, KPMG Law Nicola Brooks, Specialist in Legal Transformation & Digitalisation, KPMG Law Usman Wahid, Specialist in Risk, KPMG Law 
5:40pm BST 12:40pm ET	Session switch – Grab a Coffee & Graze		
5:45pm BST 12:45pm ET LIVE	DocuSign Customer Case Study Contracts, Digitization, and Mistakes, Oh My Join us for a virtual “fireside chat” with Contract Lifecycle Management and legal	PROBLEM SOLVING LAB The world economy post COVID-19 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	Conga Customer Case Study Self-Service Contracting: Keys to Success. Join Laura Parker, Director of Strategic Sales Engineering, Conga and Pamela

	<p>industry experts as they share stories, common mistakes and overlooked challenges as well as advice and best practices for successful CLM implementations.</p> <p>Rebecca Yoder, Agreement Cloud Strategy Director, DocuSign</p> <p>John Beringer, Partner, Spaulding Ridge</p> <p style="text-align: right;"></p>	<p>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:</p> <p>Sangeeta Khorana, Leading Expert in International Trade Policy</p> <p>Eliza Niewiadomska, Senior Counsel, European Bank for Reconstruction and Development</p> <p>Emmanuelle Ganne, Senior Analyst, Economic Research Department, World Trade Organization</p> <p style="text-align: right;"></p>	<p>Phillips, SVP and Deputy General Counsel, FIS, as they identify keys to succeeding in implementing and driving self-service contracting. Identify the areas of self-service to focus on in the contracting process, what to report on to better understand legal operations success, how to drive standardization of language and better manage risk.</p> <p>Pamela Phillips, SVP & Deputy General Counsel, FIS</p> <p>Laura Parker, Director of Strategic Sales Engineering, Conga</p> <p style="text-align: right;"></p>
<p>6:25pm BST 1:25pm ET</p> <p>LIVE</p>	<p>Industry Café Roundtables</p> <p>Designed to facilitate time for executives from the same industry to discuss challenges and opportunities. In two 20-minute rounds executives grouped in the same industry will discuss questions that genuinely matter to everyone. After the last round of conversation, table hosts are invited to 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 <ul style="list-style-type: none"> Ines Curtius, Head of Contract Governance Systems, Airbus Defense & Space Stephen Murphy, VP Global Supply Chain, Raytheon Integrated Defense Systems • Oil & Gas 	<p>Speed Networking and Open Networking for all</p> <p>This is the perfect time to meet professionals from around the globe. Join in to our virtual networking lounge where you can choose to freestyle and with open networking chat for all, or if you prefer something a little more fun and energetic you can join our Speed Networking Session where every three minutes you will be paired with someone completely new – to connect and engage!</p>	

	<p>Rohini Mohan, Contracting Discipline Manager, Chevron</p> <p>Fraser Hill, General Manager Digital Systems & Process Innovation, Shell</p> <ul style="list-style-type: none">• IT <p>Carol Savage, Director, Global Client Contract Development, IBM</p> <p>Danielle Murray, Global Portfolio Manager: Enterprise Contract Lifecycle Management, IBM</p> • Construction & Infrastructure <p>Barbara Chomicka, Consultant (Senior Project and Contract Manager), Arcadis of New York, Inc.</p> <p>Rasmus Tonnies, Head of Contract & Commercial Management, Ramboll</p> • Public Sector <p>Barry Hooper, Chief Commercial Officer, Ministry of Justice</p> • Healthcare & Pharmaceuticals <p>Rod Wade, VP Contract Management, MedImpact</p> <p>Margaret Messelaar, Director Commercial Contracts, Philips Healthcare</p> • BFSI <p>Joseph Martinez, CPO, BNY Mellon</p> <p>Juliet Hector, Senior Manager- Sourcing, Royal Bank of Canada</p> <p>Ted Botzum, Partner, Aptitude Global, Founder, Sourcing Matters LLC</p> • Telecoms <p>Jerry Silber, Vice President & Deputy General Counsel, Verizon Business Group</p> <p>Tomas Vanderick, Director</p>	
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	Contract Management Global, BT Chaired by: Diane Kilkenny , VP & Global Head of Sales, World Commerce & Contracting 	
7:30pm BST 2:30pm ET	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 & ET	Times in the agenda below are always shown in British Summer Time & Eastern Time	
2pm BST 9am ET LIVE	Finale Vibe Talk Join World Commerce & Contracting 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 .	
2:15pm BST 9:15am ET	In Conversation & Closing Remarks: a story of Vision, Impact, & Transformation From humble beginnings to making a lasting and meaningful impact in the field of commerce and contracting. Don't miss this inspiring conversation between two determined visionaries who together raised—and continue to advance—the transformation of commercial and contract management as a critical business discipline. Dan Reed , CEO, UnitedLex Corporation Prof. Tim Cummins , President, World Commerce & Contracting Sally Guyer , Global CEO, World Commerce & Contracting	
2:40pm BST	The BIG Networking Session*	

9:40am ET LIVE	Whether you are enjoying cocktail, nightcap, morning coffee or a brunch mimosa. We invite you to join World Commerce & Contracting’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 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 BST 10:15am ET	Close

CPD Points & Certificate Details:

- **Keynote Address & Keynote Symposium** – 1 point each & Certificate of Attendance
- **Problem Solving Labs** – 3 points & Certificate of Attendance
- **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 Participation
- **Industry Café Roundtables** – 2 points & Certificate of Participation
- **Networks of Interest** – 1 point & Certificate of Participation

About World Commerce & Contracting

World Commerce & Contracting is a not for profit association active in over 180 countries, with a mission to improve the quality and integrity of trading relationships. With more than 65,000 members representing over 24,000 organizations, World Commerce & Contracting 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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