

# 2<sup>ND</sup> WORLD CONTRACT MANAGEMENT VIRTUAL SUMMIT



26-27 November, 2020 | CET

## CHAIRMAN



**Richard Beaumont**  
Managing Director  
PeerPair



**Cristina Yerro i Heras**  
Deputy Head of Group Commercial  
& Contract Management  
Capgemini



## SPEAKER LINE-UP



**Marc Lachaise**  
Contract Management  
Director  
EDF Group



**Laura Léonard**  
Associate, Global Privacy  
and Cybersecurity Practice  
Hunton Andrews Kurth LLP



**Ines Curtius**  
Contract Manager  
Airbus  
Defence And Space



**Claire Robinson**  
Commercial Director  
Boeing



**Anshuman Dwivedi**  
Senior Manager  
- CS Vendor Management  
N26



**Richard Dooler**  
Director - Contract Management  
Centre of Excellence  
BT



**Nicolas Gonzalez**  
Associate Director Global  
Source to Contract  
Mondelēz International



**Jordi Recan**  
Director - Head of  
Contract Solutions France  
Arcadis



**David Storch**  
Head of Network  
Commercial and  
Contract Management  
Allianz Technology



**Douwe Groenevelt**  
Deputy General Counsel  
ASML



**Daniel Fitze**  
Head of Contract Management  
Operations, Director  
Bayer



**Eliza Niewiadomska**  
Senior Counsel, Legal  
Transition Programme  
EBRD



**Maurizio Lecci**  
Head of Contract Management,  
EMEA  
Bank of America



**Marcus Schlenker**  
Head of IT Contract and  
Vendor Management  
Infineon Technologies



# 2<sup>ND</sup> WORLD CONTRACT MANAGEMENT VIRTUAL SUMMIT



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We are pleased to announce the launch of the 2<sup>nd</sup> edition of the **World Contract Management Virtual Summit** that will take place on the **26th – 27th of November 2020**. Following the success of the first edition, the second annual summit will focus on the combination of digitalization and automation of contract management and exploring new negotiation techniques to enhance the company's business operations. The summit will serve as an ideal platform for contract professionals to hear real strategies and solutions to overcome business challenges while providing contact building opportunities with executives from leading global brands. Don't miss your chance to join the conversations contributing to future results during this 2-day event, filled with knowledge sharing and networking with your peers!

## Key Practical Learning Points

- Introducing the latest advances of digital contract management and evaluating the efficiency, cost, and performance
- Helping the organization respond to its most pressing contract management issues and priorities
- Building the roadmap for contract management's strategic and digital transformation
- Finding the right way to stay effective & overcome security issues
- Achieving next-gen contract management with advanced automation and data analytics
- Unleashing the potential of AI, ML and other trends of digital contract management
- Embedding blockchain technology for transparency and contract optimization

## Who Should Attend

The summit gathers Directors, VPs, Heads, Managers and other Specialists dealing with:

- Contract & Negotiations
- Contract Administration
- Supply Chain Management
- Sourcing & Contracts Management
- Contract Lifecycle
- Risk Management
- Strategic Partnership
- Contract Compliance & Governance
- Legal & Sales Contracts
- Contract Analysis
- Commercial Contracts
- Document & Commercial Management
- & Others!

## Take a Look at Our Last Year's Event



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## Did You Know?



3.4 Weeks – Average amount of time it takes to create and approve a contract

Source: Forrester



85% of companies are using manual processes to manage sales contracts

Source: Aberdeen



20,000-40,000 – Average number of contracts per organization

Source: Price Waterhouse Coopers



90% renewal rates were seen by companies using Contract Lifecycle Management solutions

Source: Aberdeen

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09:00 CET Opening Address from the Chairman

## CONTRACT MANAGEMENT STRATEGIES

09:10 SPONSORSHIP SLOT

Case Study presented by Conga



09:50 Case Study: 🔍

### Business Impact of Covid-19 on and with Contract Management

- Covid-19's short, medium & long-term impact on businesses
- Bringing clarity in unprecedented uncertain times
- Contract Management: friend or foe?
- Ensuring business and contract management resilience

**Jordi Recan**

Director - Head of Contract Solutions France  
Arcadis



10:20 "Breaking the Ice" Speed Networking Session

10:30 Coffee Break ☕

10:40 Case Study: 🔍

### Best Practices of Overcoming Contract Execution Challenges in the Covid-19 Crisis

- Decision taken from a business stand point
- Impact on contract management
- Crisis and actions taken by contract managers ("Force majeure" enforcement, suppliers relation)
- Use of IT Contract Management systems and IT connection

**Marc Lachaise**

Contract Management Director  
EDF Group



11:20 Case Study: 🔍

### A Quick Guide to Run Successful Digital Projects

- What do you need to evaluate before you start your project
- Vendor selection and overall planning
- The importance of Agility working remotely
- Business involvement
- How to measure success

**Nicolas Gonzalez**

Associate Director  
Global Source to Contract  
Mondelēz International



11:50 Case Study: 🔍

### Managing Suppliers in Servitised Environment

- Managing complexity in Service Agreements
- The use of Service Agreements as a management tool to operationalize service delivery
- Overcoming the main challenge of connectivity for organizations

**David Storch**

Head of Network Commercial  
and Contract Management  
Allianz Technology



12:30 Lunch Break 🍽️

13:30 Case Study: 🔍

### How to Control and Show the CCM Rol: KPI's and Reports to Our Internal Clients

- Why is it important to control the benefits generated by CCM?
- Targeting the audience: real examples of KPI
- Process to succeed with our internal clients: do's and don'ts

**Cristina Yerro i Heras**

Deputy Head of Group Commercial  
& Contract Management  
Capgemini



## EMERGING TECHNOLOGIES IN CONTRACT MANAGEMENT

14:00 Case Study: 🔍

### Contract Management & Automation Tooling in a Dynamic, Fast Growing Organization

- Sharing ASML's journey and roadmap in Contract Management
- How to coordinate responsibilities and budget with the business
- How to set-up a governance model for Contract Management
- Using data analytics to support enforcement of contract strategy and compliance

**Douwe Groenevelt**

Deputy General Counsel  
ASML



14:30 Coffee Break ☕

14:40 Case Study: 🔍

### Digital vs Paper-Based Contracts

- Towards a paperless way of contracting - the use of Artificial Intelligence and Internet
- Readiness of the banking market and clients - recent trends and challenges
- A specific case: e-signature
- Globalism and Regionalism: how the local laws and regulations react to themodernisation of the contacts
- Hope in an harmonious dematerialisation of our contracts. Can we and will we trust the future?

**Maurizio Lecci**

Head of Contract Management, EMEA  
Bank of America



15:10 Case Study: 🔍

### Driving Business Improvement Through Integrated Contract Management Tools and in Parallel Colleague Development Through Professional Accreditation

- How to build a successful case for moving contract teams to a digital environment
- Sharing key systems that we are implementing to improve contract outcomes in a complex customer contract environment.
- Approach to the implementation of Change (IT and ways of working) and community 'buy-in' in a fast moving customer focussed environment
- Developing our community, how we share best practice:
  - Contract Management Accreditation Programme
  - Contract Management Graduate Programme
  - Gold Standard

**Richard Dooler**

Director - Contract Management  
Centre of Excellence  
BT



15:40 Panel Discussion 🗣️

### The Future is Here: Accelerating Organizational Growth by Understanding the Next Generation of Contract Management Advances

16:20 Chairman's Closing Remarks and End of Day One



09:30 CET Opening Address from the Chairman

09:40 FIRESIDE CHAT

## Contract Management as an Integrated Business Effort and Value Driver

**Daniel Fitze**  
Head of Contract Management  
Operations, Director  
Bayer



10:20 Case Study:

## Legal Design Thinking - a New Future for Contracts

This session will highlight innovations in contract management, how legal design thinking (incl. simplification of contracts) can help organizations. It will also show the benefits and challenges of using legal design thinking as a methodology to spark innovation and user centricity in a legal and contract environment.

**Ines Curtius**  
Contract Manager  
Airbus Defence And Space



11:00 Coffee Break

11:10 Case Study:

## Building High Performing Contract and Commercial Teams

- This session will explore and define the purpose of commercial and contract teams; including challenging what value we bring to an organisation.
- It will touch on the building blocks of a strong team and how to build upon this foundation to embed a high performing culture through training, customer intimacy and softer skills.

**Claire Robinson**  
Commercial Director  
Boeing



11:50 Case Study:

## Smart Contracts and Public Sector

- Digital contracts under public procurement rules and beyond
- Digital transformation of contracting in public sector with open data standards for contracts (OCDS)
- Digital contracts for cross-border public contracts and potential of third party smart contract digital services
- From digital to smart contracts in public sector – a roadmap for automation

**Eliza Niewiadomska**  
Senior Counsel, Legal Transition Programme  
EBRD



12:30 Lunch Break

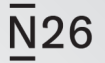
## OVERCOMING SECURITY ISSUES

13:30 Case Study:

### Contract and Outsourcing Management

- How to effectively organize your contract management process
- Ensuring availability and continuous improvement
- Driving security via bulletproof contracts
- Relationship: The invisible force in managing effective outsourcing

**Anshuman Dwivedi**  
Senior Manager - CS Vendor Management  
N26



14:10 Case Study:

### The General Data Protection Regulation: Key Considerations for Contract Lawyers

- The scope of the GDPR: Are your company's data processing activities subject to the GDPR?
- Qualification under the GDPR and consequences: data controller/data processor qualification and relevant contractual requirements.
- Data processing agreements: Content, negotiation, vendor management.
- Data transfers and contractual implications: An overview of the requirements under the GDPR and latest case law impacting existing contractual arrangements.

**Laura Léonard**  
Associate, Global Privacy and  
Cybersecurity Practice  
Hunton Andrews Kurth LLP



14:50 Case Study:

### Effects of Digitalization on Contract Creation, Approval and Signing Workflows

- Digitalization of contract creation processes
- Automation of approval and signing workflows
- Implementation and lessons learned at Infineon

**Marcus Schlenker**  
Head of IT Contract and  
Vendor Management  
Infineon Technologies



15:30 Chairman's Closing Remarks and End of Summit

## Sponsorship, Exhibition & Speaking Opportunities

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# SPOTLIGHT ON OUR SPEAKERS

2<sup>ND</sup> WORLD  
CONTRACT  
MANAGEMENT  
VIRTUAL SUMMIT



**Richard Beaumont**  
Managing Director  
PeerPair

Working across the UK, Europe, US and Asia, Richard Beaumont is an internationally renowned Procurement Consultant and Business Advisor with over 30 years' experience across multiple industry sectors. Richard specialises in helping businesses to reduce procurement spend, reduce supply chain risk and build innovation through great supplier relationships. After a career journey from Army Officer to MD to McKinsey Consultant to CPO, Richard realised that his passion was helping businesses to transform their procurement through a mix of consulting, training and coaching. His real excitement was found in helping SMEs, who lack resources and experience, to get the results that great procurement can achieve.



**Claire Robinson**  
Commercial Director  
Boeing

Claire Robinson is Commercial Director for Boeing UK. Claire joined Boeing in December 2018 and is responsible for all Boeing Defence programmes and markets in the UK.

Prior to Boeing Claire was the Commercial and Bid Director for De La Rue International, where she spent 7 years working closely with the Bank of England and overseas governments across the globe.

Claire has negotiated contracts and won business with governments and commercial organisations internationally; including working in-territory in the Nordics, Africa and North America. She has also previously held commercial management positions at Accenture and QinetiQ.

Claire has an LLB in Law and brings over a decade of experience at transforming and leading commercial teams.



**Marcus Schlenker**  
Head of IT Contract and Vendor Management  
Infineon Technologies

Marcus Schlenker is Head of IT Contract & Vendor Management at Infineon Technologies AG. He is based in Munich, Germany, and since 2013 globally responsible for the contracts of the IT organization, including IT for manufacturing. In his current role he leads the contract negotiations and contract management for any kind of IT Software, Hardware, Cloud Services, Professional Services and Outsourcing. Marcus has more than 20 years of experience in IT and Telecommunications. During his professional career he held several leading positions in Partner Management at Nokia's Systems Integration Business and in Product Management and Business Development at Siemens Communications. Marcus graduated from the Friedrich-Alexander University Erlangen-Nuremberg and holds a diploma in electrical engineering.



**Cristina Yerro i Heras**  
Deputy Head of Group Commercial  
& Contract Management  
Capgemini

Cristina Yerro i Heras holds a Law degree from the University of Barcelona, a Master in "International Business Law" by ESADE Business School and a Master in "Law and Electronic Transmissions" by the University of Valencia.

She was director of legal services, with more than 20 years of experience as in-house lawyer, mainly in the new technologies sector (IT), digital, big data and innovation, with extensive knowledge of business processes in national and international environments. She has been Group Intellectual Property Officer, managing the IP of Capgemini Group worldwide.

She currently holds the position of Deputy Head of Group Commercial & Contract Management, unit focused on the negotiation of big deals, income generation through the minimization of risks, and management of contracts through appropriate tools and methodologies.

Cristina has extensive experience as a trainer both internally, in the Capgemini Group, and externally, being a guest-speaker in various conferences and congresses on topics related to digital transformation, innovation, intellectual property and contract management organized by different entities (Marcus Evans, IQPC, Bar Association of Barcelona, Avocats Conseils d'Entreprises). She also teaches in ESADE Business School, ISDE - Instituto Superior de Derecho y Economía and Ramon Llull - La Salle University.

She is co-author of the publications: "Book of good practices related to contracting and subcontracting computer services" edited by the Spanish Consultancy Companies Association (year 2011) and "Factbook: Information Technologies" edited by Aranzadi & Thomson (year 2000).

She is Vice-President of the In-House Lawyers Section of the Bar Association of Barcelona, and member of the Section of IT and the Communication, and of Intellectual Property and Image Rights of the Bar Association of Barcelona.



**Anshuman Dwivedi**  
Senior Manager - CS Vendor Management  
N26

Anshuman is a Senior vendor and contract management leader. He spent a decade working with eBay Inc. managing a wide array of vendor network and has been leading the global vendor network for N26 customer services since about 2 years. Anshuman has a strong customer service and vendor management background and almost all of his career is built in this domain. In his current role Anshuman is Responsible for global CS outsourcing and vendor management with key goal of creating and managing a reliable CS partner network, outsourcing roadmap, and vendor landscape strategy. Anshuman is 38 years old, lives in Berlin and is recently blessed with a little daughter Ella.



**David Storch**  
Head of Network Commercial and  
Contract Management  
Allianz Technology

David Storch heads the Contract and Commercial department for Network IT solutions in Allianz Technology SE. Doctor in Business Administration (Campus Universitario Europeo / Universidad de San Miguel), he received his graduate degrees in Electrical Engineering from UNICAMP (Brazil) and Business Administration from UNED (Spain); his MBA from UNED Foundation and his Master in Economics from UNED.

Since 1995, he has pursued a career in IT, having moved soon to management areas. Since then, David Storch has worked in managerial positions in startups and multinationals.

He moved to Germany in 2005, working for 7 years in Texas Instruments and continued his career by launching the Contract Management department in Allianz Technology (former Allianz Managed Operations & Services SE).

Having personally managed contracts with spend over 1 billion Euro, currently his department handles contracts with spend reaching 300 Million Euro per year.

David Storch has been focused in bringing excellence to the Contract and commercial management function in Allianz by innovating constantly its business model, spending efforts in benchmarking its quality and assuring the framework implemented covers all related areas. David Storch has written a Contract Management book, currently published only internally in Allianz.



**Richard Dooler**  
Director - Contract Management Centre of Excellence  
BT

Richard Dooler leads the Contract Management Centre of Excellence in BT, BT is one of the world's leading communications services companies. They serve the needs of customers in the UK and in 180 countries worldwide. Their main activities are the provision of fixed-line services, broadband, mobile and TV products and services as well as networked IT services. Richard hold a BSc in Chemistry and professional membership of the Association of Project Management and the IACCM.

He has held senior leadership roles in contract management, risk /governance and programme management in BT for the last 20 years. Prior to that he was a wide experience implementing ERP systems and Management Consultancy in a variety of industries spanning Banking, Manufacturing and FMCG.

Richard and his team support a community of over 1000 contract managers providing learning and development, systems and tools and 'best practice'. He also has responsibility for the training and development of the graduate programme for Contract Management.



**Douwe Groenevelt**  
Deputy General Counsel  
ASML

Douwe is a Deputy General Counsel in the Corporate Legal Department of ASML, and in that role manages the group that is responsible for Legal Compliance (incl. antitrust, ABC and Ethics), as well as the group that is responsible for Contracts & Litigation (worldwide). He is also responsible for the Legal Operations of the Corporate Legal Department.

He co-founded PLOT, the Platform on Legal Operations & Technology, a leading industry group of legal peers active in the field of legal operations.

Next to his position at ASML, Douwe is a lecturer at two Dutch universities, and a regular speaker at post academic training institutes, speaking on a range of topics including IP, competition law and legal operations.

Douwe studied law at VU University (Amsterdam) and UC Berkeley (California). Before joining ASML, he worked almost 10 years as a technology lawyer at De Brauw Blackstone Westbroek. In 2010 he established De Brauw's office in Brussels and managed that office as its Resident Partner until 2014.

# SPOTLIGHT ON OUR SPEAKERS

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**Jordi Recan**  
Director - Head of Contract Solutions France  
Arcadis

Jordi is head of Contract Solutions in France at Arcadis, a World's leading design and consultancy firm for natural and built assets.

Jordi holds a MSc. in Civil Engineering from Paris engineering school ESTP and a professional award in Expert Witness Evidence. He's member of the Society of Construction Law.

After 10 years of operational project leadership both as contractor (Vinci) and consultant, Jordi has specialized over the years in Construction Disputes avoidance and resolution. Jordi has worked on major construction projects in Buildings, Infrastructure and Industry, both in France and internationally.

Jordi and his team help clients manage their business outcome by delivering procurement, risk, contract and claim management, project controls and dispute resolution expertise. Jordi gives in-house and external training mainly in contract and claim management"



**Eliza Niewiadomska**  
Senior Counsel, Legal Transition Programme  
EBRD

Eliza Niewiadomska, Senior Counsel in the Legal Transition Programme of the European Bank for Reconstruction and Development in London (EBRD) is responsible for public procurement regulatory advice and technical cooperation with governments in the EBRD region. Her work focuses on regulation of the government commerce and she leads for the Bank regional technical cooperation programmes: EBRD UNCITRAL Public Procurement Reform Initiative, EBRD GPA TC Facility and EBRD Open Government Lab.

Lawyer and economist, Eliza holds postgraduate degrees from the Warsaw University in Poland and the University College London and King's College in the United Kingdom. Eliza worked for Polish government during regulatory reforms preparing Poland's accession to the European Union and upon leaving the civil service, as a general counsel in the IT industry. Prior to joining the EBRD in 2009, Eliza was head of procurement at power & energy group, PGE Polska Grupa Energetyczna SA in Warsaw.



**Marc Lachaise**  
Contract Management Director  
EDF Group

Marc is Contract Management Director for EDF Group.

He graduated his MBA at ESADE Business school and has a double degree in engineering from Ecole Centrale de Lyon (France) and ETSEIB (Barcelona, Spain).

He joined EDF in the EDF live working maintenance department and took different positions in some key EDF projects and in the finance division. Upon completing his MBA he joined the EDF Group Procurement division, in charge of group procurement coordination and sourcing. He was appointed in 2012 Head of Procurement for EDF Hinkley Point Project in the UK and subsequently VP on New build activities for EDF Procurement.

Marc is fluent in English, Spanish and speaks some Italian and Catalan. He is the father of two children, lives at the moment in Paris and has interest in cooking, playing golf (24) and travelling.



**Laura Léonard**  
Associate, Global Privacy and Cybersecurity Practice  
Hunton Andrews Kurth LLP

Laura is an associate on Hunton Andrews Kurth's Privacy and Cybersecurity team. With more than 7 years of experience, she advises on and manages global compliance projects relating to current and future EU data protection law requirements for multinational companies, including on cookies, data transfer strategies, data breaches, data protection impact assessments and data processing agreements. Laura also has experience with employee privacy issues including whistleblowing hotlines and employee monitoring, as well as privacy issues related to wearable technologies. Laura has experience advising on the GDPR, the ePrivacy Directive, as well as Belgian data protection law. She assists clients as diverse as technology companies, electric utilities, mass media corporations, as well as manufacturers and marketers of diverse prestige products, including skincare and sportswear. She also represents clients in front of the Belgian data protection authority. Laura holds a degree from the University of Louvain-la-Neuve (Belgium) and an LL.M degree from the University of Tilburg (Netherlands). Before joining Hunton Andrews Kurth, Laura worked as a privacy and data protection consultant and as an academic assistant in commercial law and e-Commerce at the University of Namur (Belgium).



**Daniel Fitze**  
Head of Contract Management  
Operations, Director  
Bayer

Daniel is Head of Contract Management Operations, Director at Bayer. He has more than 5 years of in-depth experience in legal operations and contract management. His role is focused on optimization of the end-to-end contract management from initiation of contracts until archiving including contract analytics and reporting. He has developed a global scaled contract management process including supporting systems, and operations for all functions of a global player in the life science industry.

Daniel lead implementation projects across more than 80 countries, including shared service center build-up and usage of AI solutions, detecting and lifting value through the contract management value chain. He is a lawyer, tax consultant, and MBA with a long experience of leadership in multiple functions, including being a program lead for several transformations, digitalization, and efficiency initiatives.



**Ines Curtius**  
Contract Manager  
Airbus Defence And Space

♥4law+contracts

That was the reason for Ines Curtius, Contract Manager@Airbus Defence and Space to go to law school in Munich back in the 90ies.

She is a fully qualified lawyer with twenty years of experience in the aerospace industry.

Her focus areas are:

international business law, designing and delivering legal trainings, design thinking, driving and making things happen and the greater good.

Technology also has always been part of Ines DNA, since the early beginnings in 1997 as an legal intern implementing a legal database until today, where she seeks to challenging and changing the way law and technology are used and considered.

Back in 2005 the adventure of leveraging technology in the aerospace industry started for her, eg. supporting the design and implementation of a central contract archive, while holding the role of contract strategy manager for the space business area of Airbus, and since then, kept her curiosity growing on how technology can make law more accessible and better.

Persistence, hard work and her love for law made her launch an Airbus wide initiative in 2017, "Contract Innovators@Airbus" to explore how digital transformation in all its forms is impacting the way Airbus handles its contractual relationships. 2 years later, in 2019, with a new legal product launched "NDA simple for Start Ups", the Contract Innovators represented by Ines, received the award "Innovation and Excellence for Strategic Direction" of the IACCM/WorldCC (international association of commercial & contract management; [www.iaccm.com](http://www.iaccm.com), today [www.worldcc.com](http://www.worldcc.com)).

Today, Ines together with Contract Innovators is working bottom up, on changing the way people see and value contracts at Airbus. In September 2020 she has been also nominated as a Women Of Legal Tech Europe 2020, <https://womenoflegaltch.eu/nominee/ines-curtius/>.



**Nicolas Gonzalez**  
Associate Director Global Source to Contract  
Mondelēz International

My name is Nicolas Gonzalez and I am global source to contract lead at Mondelez. I have more than 14 years' experience within procurement 10 of those involved in deploying and leading procurement transformation and the implementation of new capabilities. I have worked for several big multinationals such as FEMSA, Heineken and Mondelez. At the moment I am leading a digital agenda within Source to contract in Mondelez.



**Maurizio Lecci**  
Head of Contract Management, EMEA  
Bank of America

Maurizio is a Head of Contract Management in Bank of America for Europe Middle East and Africa (EMEA). The team manages negotiations of cash management and treasury legal agreements, reviews contractual issues, highlights potential areas of development and provides advice to business partners, within the Global Transaction Services department.

Maurizio has been operating within banking industry (and in Contract Management) for 9 years. Prior to that, he worked in legal practice as a banking lawyer for 5 years. He has deep experience in contract negotiation and contract management.