

# 7TH WORLD CONTRACT MANAGEMENT SUMMIT

HOTEL RIU PLAZA | BERLIN, GERMANY

18-19 September 2025 | CEST

## CHAIRMAN



**Richard Beaumont**  
Founder  
Beaumont  
Procurement Ltd



## SPEAKER LINE-UP



**Daisie Henshall-Brown**  
Head of Central  
Government Contracts  
BT



**Patrick van den Hoevel**  
Director, Deal Pursuit,  
EMEA  
Google Cloud



**Pavan Gollapudi**  
Head of Global Master  
Data, Rate and Contract  
Management (Air/ocean)  
DB Schenker



**Yara Tajo**  
Contract Management  
Director  
Veolia



**Jay Effendhi**  
Head of Contracting,  
and Lead to Agreement  
APM Terminals



**Lina Keßler**  
Co-founder  
This is Legal Design



**Vincent Faramaz**  
Global Head of Commercial  
Management / Professional  
Services  
TikTok



**Juan Miguel  
González Silva**  
IT Contract Manager  
European  
Commission



**Abhishek Balikai**  
Head of EUR Ocean  
Contract Management  
A.P. Moller - Maersk



**Thanh Ly Tran**  
Senior Contract Manager  
Siemens



**Alina Stahl**  
Head of Contract  
Management  
Schaeffler



**Sandrow Koenig**  
Head of Contract  
Management Nordics  
Alstom



**Rita Cunha**  
Senior Contract Manager  
ABB



**Tania Avgoustidis**  
Director - Head of Contracts  
Curtiss-Wright  
Corporation



# 7TH WORLD CONTRACT MANAGEMENT SUMMIT

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We are pleased to announce the launch of the **7th World Contract Management Summit** that will take place on the **18th - 19th of September 2025** in **Berlin, Germany**. Building on the success of the previous six editions, this year's event will delve into key trends, digital transformation, and best practices in contract life cycle management, focusing on enhancing efficiency, ensuring compliance, mitigating risks, and driving collaboration across industries. This cross-industry event will bring together contract management professionals, business leaders, and industry experts to discuss the evolving landscape of CLM, share best practices, and explore innovative strategies for optimizing contractual functions, and more. Join us to learn, network and get inspired by the most fascinating case studies!

## Key Practical Learning Points

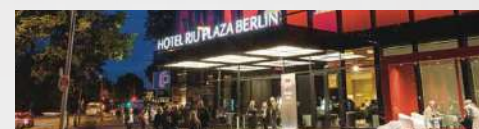
- Leveraging AI to Revolutionize Contract Review and Optimize Risk Management
- Adapting Smart Contracts for Enabling Seamless Digital Transformation
- Integrating Contract Harmonization to Boosts Operational Efficiency
- Mastering Change Requests Within Contractual Agreements Ensuring Flexibility and Compliance
- Preventing Financial Losses Through Effective Risk Mitigation and Contractual Safeguards
- Navigating the Legal Complexities of Multi-Jurisdictional Contracts
- Embedding ESG in Contractual Agreements to Drive Long-Term Business Value
- Maintaining Contract Control with Effective Change Request Management
- Optimizing Contract Management with Efficient and Scalable Legal Processes

## Take a Look at the Past Edition



## Venue

### Hotel Riu Plaza Berlin



Martin-Luther-Straße 1, 10777 Berlin, Germany  
hotel.plazaberlin@riu.com | +49 30 2809000

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THE CONTRACT MANAGEMENT METHODOLOGY

## Who Should Attend

The summit will gather 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 Contract
- Document & Commercial Management
- & Others

## Previous Attendees Include



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08:30 | CEST Check-In and Welcome Coffee ☑

09:00 Opening Address from the Event Chair

09:10 "Breaking the Ice" Speed Networking Session

## TECH-ADVANCED CONTRACT MANAGEMENT

09:50 AVAILABLE SPONSORSHIP SLOT

**End-to-End Contract Automation:  
Streamlining the Entire Life cycle**

Explore how automating every phase of the contract lifecycle—from drafting and negotiation to execution, performance monitoring, and renewal—can dramatically streamline operations. Discover how digital tools and best practices reduce manual work and risk while boosting efficiency and compliance. Real-world case studies provide actionable strategies for transforming traditional contract management into a seamless, high-performing process.

10:30 Case Study: 🔍

**Smart Contracting in the AI Era: Redefining Efficiency, Compliance, and Risk Control**

Amid rising complexity and tighter regulatory expectations, smart contracting powered by AI is becoming a strategic differentiator. AI-driven tools are streamlining contract creation, surfacing hidden risks, and improving cross-functional coordination across legal, procurement, and commercial teams. With capabilities like real-time clause optimization, predictive risk scoring, and automated obligation monitoring, contracts are evolving from static documents into intelligent, self-executing assets. Discover how leading enterprises are transforming contracting into a value-generating function—reducing cycle times, enhancing transparency, and reinforcing compliance at scale.

**Patrick van den Hoevel**  
Director, Deal Pursuit, EMEA  
Google Cloud



11:00 Morning Coffee and Networking Break ☕

11:30 Case Study: 🔍

**The Automation of Contractual Requirements in the Service Process**

The case study will showcase how EMS Electro Medical Systems automated its service contracts in 3 stages. From a completely manual process to a customer self-service portal with a fully automated contract process.

**Speaker TBC**  
CRM FIRST



12:00 Case Study: 🔍

**Lessons Learned & Future Challenges in European Commission IT Services Procurement – From Data Centers to Sovereign Cloud**

- **IT procurement at the Commission** – Our four IT pillars—hardware, software, cloud capacity, professional services—sourced through competitive framework contracts.
- **From Datacentre Management to DevSecOps** – How we turned from classic datacentre outsourcing to business value-based Managed Services contract that rewards Automation, Agile delivery and DevSecOps approach.
- **Lessons learned & challenges** – The model scales and ensures end-to-end delivery, yet supplier lock-in, niche-skill gaps and rapid technology turnover remain challenges.
- **AI as an enabler** – Automated ticket classification and quality scoring improved KPI tracking and average resolution times; next steps AI-driven operations and an evolved Help Desk.
- **Sovereign-cloud horizon** – Our next challenge. Sovereignty means keeping contractual and technical control over data, tooling and portability.

**Juan Miguel González Silva**  
IT Contract Manager  
European Commission



12:30 Case Study: 🔍

**Enhancing Contractual Overview and Risk Management through AI**

- Discover how AI-driven tools can revolutionize contract review and optimize risk management
- Explore real-world applications of automation in improving contract oversight and commercial interests
- Understand how digital solutions can enhance financial reporting and compliance with international standards
- Learn strategies for minimizing risks and streamlining contract execution through advanced compliance strategies

**Rita Cunha**  
Senior Contract Manager  
ABB



13:00 Business Lunch 🍽️

## UNLOCKING THE POWER OF EFFECTIVE CONTRACT MANAGEMENT

14:00 Case Study: 🔍

**Business Objectives and Contract Alignment - Professional Services**

This session will showcase the importance of selecting the right contract model and leverages to fit with the business dynamics and objectives. There are many types of client-vendor relationships, expectations, and practices, hence each business scenario should be backed-up with a relevant contract model to maximise commercial value.

**Vincent Faramaz**  
Global Head of Commercial Management  
/ Professional Services  
TikTok



14:30 Case Study: 🔍

**Advanced Freight Forwarding Rate Management**

- How in DB Schenker (soon DSV) has tackled this problem since 2004 (my entry into the company)
- Rate management solutions in the market – make or buy
- Challenges in Rate management solutions

**Pavan Gollapudi**  
Head of Global Master Data, Rate and Contract Management (Air/ocean)  
DB Schenker



15:00 Afternoon Tea and Networking Break ☕

15:20 Case Study: 🔍

**The Evolution of the Contract Manager: Leveraging AI to Create New Opportunities and Enhance Strategic Value in Contract Management**

This presentation explores the transformative impact of artificial intelligence on contract management, focusing on how the integration of AI-driven tools are reshaping our role, while unlocking new opportunities for efficiency, compliance, and strategic value creation.

**Daisie Henshall-Brown**  
Head of Central Government Contracts  
BT



15:50 Case Study: 🔍

**Experience Sharing: Beyond the Agreement - Essential Principles for Successful Contract Management in Projects and for Challenging Negotiations**

Join me for an insightful presentation on "Beyond the Agreement." Effective project contract management transcends the simple act of signing an agreement; it requires strategic oversight, adaptability, and proactive risk mitigation throughout the project lifecycle. In today's increasingly intricate environment, achieving the right balance between diverse needs and interests in project contract management is essential. It's therefore crucial to recognize that there are no substitutes for respectful, consistent, and value-driven contract management and negotiation practices, irrespective of the perception that the strongest party always prevails. I invite you to embark on this journey with me as we exchange insights on the core principles of successful project contract management and effective negotiation strategies for projects. Whether you are involved in large-scale projects or high-stakes negotiations, this session aims to equip you with actionable insights that can enhance efficiency, minimize disputes, and pave the way for long-term success in project contract management.

**Sandrow Koenig**  
Head of Contract Management Nordics  
Alstom



16:20 PANEL DISCUSSION 🗣️

**Automation, Collaboration, and Innovation: Rethinking Contract Management for the Modern Enterprise**

This panel discussion brings together industry experts to explore how automation, collaboration, and innovation are reshaping contract management for the modern enterprise. Our panelists will share insights on integrating digital automation tools, fostering cross-functional collaboration, and driving innovative strategies that streamline the contract lifecycle. Through real-world examples and forward-thinking perspectives, the discussion will address challenges and uncover opportunities to transform contract management into a strategic, competitive advantage.

17:00 Chair's Closing Remarks and End of Day One

18:00 Networking Dinner 🍷

\* TBC

08:30 | CEST Check-In and Welcome Coffee ☑

09:00 Day Two Opening Remarks from the Chair

## FUTURE-PROOFING CLM: ADAPTING FOR TOMORROW'S CHALLENGES

09:10 Case Study: 🔍



### The Power of a Best Practice in Contract and Commercial Management

- The Basics: Learn why clearly defined roles, responsibilities, processes, and activities are essential for every organization, in the current business ecosystem.
- Collaboration and Contracts: Discover how the increasing number of contracts and faster changes make collaboration crucial and why best practices play a key role in this.
- Importance of Data: Understand why data is becoming increasingly important and how best practices can help manage and utilize data effectively.
- Benefits of CATS CM®: Gain an understanding of the best practice for contract and commercial management, CATS CM®, and discover the advantages it can bring you.

**Speaker TBC**  
**CATS CM**



09:50 Case Study: 🔍

### Navigating the Legal Complexities of Multi-Jurisdictional Contracts with the Support of Legal Tech

Navigating the complexities of multi-jurisdictional contracts demands smarter tools. Legal Tech offers powerful solutions for aligning diverse legal requirements, improving oversight, and managing risk across borders. Through practical examples and expert insights, discover how digital innovation enhances compliance and drives efficiency in today's global contract environment.

**Tania Avgoustidis**  
*Director - Head of Contracts*  
**Curtiss-Wright Corporation**



10:20 AVAILABLE SPONSORSHIP SLOT



### Automating Contractual Requirements: Enhancing Business Process Efficiency

Streamlining business operations starts with automating contractual requirements. By reducing manual work and enhancing compliance, automation helps simplify contract creation, approval, execution, and renewal. Learn how leading companies use digital tools to minimize risk, improve collaboration between legal and business teams, and achieve greater efficiency across the contract lifecycle.

11:00 Morning Coffee and Networking Break ☕

11:30 WORKSHOP ⚙️

### Harmonize & Innovate: Crafting Future-Ready Contracts

- Explore how contract harmonization streamlines legal processes and boosts operational efficiency.
- Dive into a real-life case study from our current contract design project, showcasing practical challenges and solutions.
- Engage in interactive exercises that apply Legal Design Thinking to transform traditional contract management.
- Learn actionable strategies to align diverse contract templates using innovative digital tools.

**Lina Keßler**  
*Co-founder*  
**This is Legal Design**



12:30 Case Study: 🔍

### Gaining and Keeping Contract Control with Effective Change Request Management

This session explores methods for managing change requests within contractual agreements. Learn how to maintain control over contractual obligations, ensuring both compliance and flexibility. The session covers key aspects such as identifying and documenting change requests, assessing their impact, and implementing changes efficiently. By mastering these techniques, professionals can enhance project outcomes, reduce risks, and foster stronger client relationships through proactive and transparent contract change management processes.

**Thanh Ly Tran**  
*Senior Contract Manager*  
**Siemens**



13:00 Business Lunch 🍽️

14:00 FIRESIDE CHAT 🔥

### Leveraging Tech and Contracts to Roadmap Towards Sustainability

Logistics and supply chain industries are increasingly multinational and are heavily reliant on suppliers outside of the countries. In such a vast and complicated international market, Many small & medium companies are trying to make change in logistics services with its purchasing power. How can we use contracts to illuminate areas for potential decarbonisation and reducing costs?

**Jay Effendhi**  
*Head of Contracting, and Lead to Agreement*  
**APM Terminals**



**Abhishek Balikai**  
*Head of EUR Ocean Contract Management*  
**A.P. Moller - Maersk**



14:30 Case Study: 🔍

### REX: Setting up a Contract Management Function in an International Group

Hear a return on experience on establishing a Contract Management function within a large international Group. This session will highlight the importance of collaboration with key internal stakeholders across various functions to help drive this change. It will also delve into methods for pinpointing effective local Contract Management practices and leveraging them to foster synergies at Group level.

**Yara Tajo**  
*Contract Management Director*  
**Veolia**



15:00 Case Study: 🔍

### Achieving Operational Excellence by Standardizing Contract Processes Across the Organization

Driving operational excellence begins with consistency. Standardizing contract processes across the organization simplifies workflows, reduces complexity, and enhances compliance through automation. Backed by real-world examples and expert insights, this discussion reveals how a unified approach to contract management can minimize risk, improve efficiency, and deliver greater strategic value to the business.

**Alina Stahl**  
*Head of Contract Management*  
**Schaeffler**



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



# SPOTLIGHT ON OUR SPEAKERS

7TH WORLD **CONTRACT MANAGEMENT** SUMMIT | 18–19 SEPTEMBER 2025 | BERLIN, GERMANY



**Richard Beaumont**  
Founder  
**Beaumont Procurement Ltd**

Working across the UK, Europe, US and Asia, Richard Beaumont is an internationally renowned Procurement Leader, Trainer and Executive Advisor with over 30 years' experience across multiple industry sectors. Richard specialises in helping procurement teams to deliver greater value, reduce risk and build innovation through better use of technology. 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 teams through an experience-based mix of keynote speaking, training and coaching.



**Vincent Faramaz**  
Global Head of Commercial  
Management / Professional Services  
**TikTok**

Senior Director - TikTok - Commercial Management - with 20+ years' business experience and proven track record of successful negotiations for global services agreements with top-tier clients and vendors. Expert in partnership management, procurement/contract management, and driving business growth. Extensive business background, developing Business Solutions with best practices: cost, contract, operations, profitability.



**Sandrow Koenig**  
Head of Contract Management Nordics  
**Alstom**

We are pleased to introduce Sandrow König, a highly qualified lawyer licensed in Germany, who brings over 20 years of invaluable experience in the railway industry. With a robust background encompassing more than 15 years in negotiations and over a decade in contract management, Sandrow currently leads teams across Sweden, Denmark, and Norway.

His extensive expertise spans all facets of contract and claim management, particularly within project environments. As a confident leader, Sandrow is known for his deep commitment, exceptional problem-solving skills, and customer-centric approach. He excels in navigating challenging and complex negotiations, employing a firm yet respectful strategy that nurtures long-term collaboration and successful execution.

Outside of his professional endeavors, Sandrow maintains his resilience and balance through jogging. He draws inspiration from his family, as well as his passions for travel, art, and culture. We look forward to his insights and contributions at the conference!



**Yara Tajo**  
Contract Management Director  
**Veolia**

Yara has more than 17 years of experience in cross-border transactions, with a focus on construction, operation & maintenance, services, supply, partnership, shareholder and financing contracts, including in large public-private partnership projects. Her background also includes dispute resolution, including international arbitration within the water sector. Yara's experience spans across several sectors, such as banking, energy and environmental infrastructure & services. She is a graduate of Sciences Po Bordeaux, Cornell Law School and the University Paris I Panthéon-Sorbonne. Additionally, she is a certified Contract Manager and Project Management Professional (PMP).



**Abhishek Balikai**  
Head of EUR Ocean Contract Management  
**A.P. Moller - Maersk**

Shipping & Logistics Expert | Contract Management Leader | Social & Environmental Advocate  
With over 21 years of experience in the shipping and logistics industry, Abhishek Balikai currently leads Maersk's Ocean Contract Management team for Europe. He is responsible for performance, governance, risk management, and compliance across more than 1,300 regional contracts—ensuring alignment with contract terms and Maersk's best practices.

His career began at sea, where he spent over a decade on modern container vessels, ultimately serving as Chief Officer and earning a Master's license. Since transitioning ashore, Abhishek has held diverse roles across fleet efficiency, operations, project management, and procurement.

Beyond his professional pursuits, Abhishek is a dedicated social and environmental advocate. As the co-founder of WaterShare, he helps redirect surplus shipboard water to underserved communities. He believes that purposeful leadership and innovative partnerships are key to creating long-term value for business, society, and the planet.



**Patrick van den Hoevel**  
Director, Deal Pursuit, EMEA  
**Google Cloud**

Patrick is an experienced business executive with over a decade in cloud computing and more than fifteen years in the IT field. His expertise in law and sharp business acumen have made him highly skilled in handling negotiations, successfully tackling the most challenging situations.

He currently leads the Deal Pursuit team for Google Cloud in the EMEA region, overseeing customer negotiations for both major strategic projects and smaller, yet vital, deals. His role is key in expanding Google Cloud's negotiation capabilities along with its service offerings.

Previously, Patrick practiced law at several firms before moving to Siemens AG | Siemens IT Solutions and Services, where he managed contract operations for Germany's largest region and international strategic projects, which was eventually taken over by Atos. His later positions at Citrix, NTT DATA, and LogMeIn (now GoTo) involved transforming legal departments to support business growth, enhance profitability, and minimize risks.

Outside of work, Patrick enjoys spending quality time with his wife and two sons, engaging in various activities, and indulging in his passion for music by playing the saxophone, clarinet, piano, or singing.



**Rita Cunha**  
Senior Contract Manager  
**ABB**

Senior Contract and Commercial Manager with experience working for companies like ABB, Vestas, and Efatec. Expertise in contract management, procurement, negotiation and risk management across various industries, including renewable energy, railways, and pharmaceuticals. Rita holds a master's degree in Mechanical Engineering from the University of Porto and has implemented digital contract management processes and training programs. Fluent in multiple languages, Rita is focused in enhancing contractual efficiency and aligning contract management with advanced financial practices.



**Lina Keßler**  
Co-founder  
**This is Legal Design**

Lina Keßler (née Krawietz) is the co-founder and managing director of This is Legal Design (TILD), an innovation consultancy specialized in the legal industry. As a lawyer, legal designer, and innovation consultant, Lina empowers legal departments to navigate their (digital) transformation with strategic, efficient, and human-centered approaches. She is a recognized thought leader, regularly publishing insights on innovation in the legal field. In 2020, she was awarded the "European Women of Legal Tech Award" in the category of Professional Services in 2020.



**Jay Effendhi**  
Head of Contracting, and Lead to Agreement  
**APM Terminals**

A transformational leader in leveraging tech, commercial and sustainability. Equipped with two decades of experience; ranging from operation to advisory roles in several Fortune Top 50 companies. Jay has deep expertise in driving global projects and leading change in several 0 to 1, systems integration mega projects and using tech to produce roadmaps towards more sustainable practice. Jay graduated with an Executive MBA from Northwestern University Kellogg and WHU Otto-Beisheim. She continued her learning, and graduated with a Masters of Science in Governance of Sustainability from Universiteit Leiden recently.



**Juan Miguel González Silva**  
IT Contract Manager  
**European Commission**

Juan Miguel González Silva is a senior IT contract manager at the European Commission's Directorate-General for Informatics (DIGIT). He oversees a large Managed Services contract that keeps more than 1,000 Commission information systems running across cloud and on-premises platforms. In recent years he has helped shift from traditional outsourcing and operations to value-based DevSecOps delivery, designing performance parameters, agile practices and KPIs that tie suppliers to measurable value and clear accountability. Before joining the Commission, he worked at Vodafone, managing partners for enterprise sales and customer-care operations. Juan Miguel focuses on data-driven decision-making with a human touch, AI-enabled quality assurance, and sustainable public procurement.



**Thanh Ly Tran**  
Senior Contract Manager  
**Siemens**

Thanh Ly Tran is a Senior Contract Manager at Siemens with significant expertise in contract and claim management for high-risk IoT and software development projects. Fluent in multiple languages, she provides business-oriented legal guidance and strategic negotiation support. Thanh Ly holds a Master of Laws (LL.M.) from Brunswick European Law School and has previously worked at Accenture, specializing in complex IT outsourcing and BPO contracts. She is also a member of the World Commerce & Contracting Association and a certified Commercial & Contract Management Practitioner.



**Daisie Henshall-Brown**  
Head of Central Government Contracts  
**BT**

Daisie is Head of Central Government contracts within BT, working to ensure commercial excellence across all stages of the contract lifecycle. With a decade's experience in Contract Management, Daisie has extensive experience working with both public and private sector clients, within the UK and internationally.



**Pavan Gollapudi**  
Head of Global Master Data,  
Rate and Contract Management (Air/ocean)  
**DB Schenker**

Pavan Kumar Gollapudi has been part of the Logistics domain for 21 years within a 23-year Business-IT Solutions career. He is currently based in the Global Head Office of one of the top 3 logistics providers, working on the business-critical global Transport Management System (TANGO). With specialized experience in Rate Management Systems (RCM) for Air/Ocean Freight, Pavan has worked in a multi-national, multi-cultural environment, collaborating with software vendors, internal business teams, and IT stakeholders for successful implementations. Over the past 8 years, he has focused on integrating rates with shipments and establishing global standards for rate and quote management.

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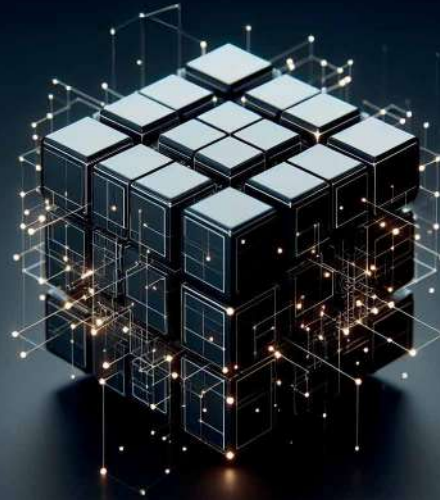
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## RETHINK CONTRACT MANAGEMENT

CONTRACT AUTOMATION  
CONTRACT PROCESS MANAGEMENT  
CONTRACT EXECUTION MANAGEMENT  
PROPOSALS & SALES SUPPORT  
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Luxatia International specialises in bringing people together through outstanding strategic business conferences & summits, professional training and b2b congresses. We maintain the highest standards of quality in research and market analysis, finding the right issues and then producing high-profile events. We accelerate growth across industries and across the globe by bringing together world leading experts who provide cutting-edge information to business authorities.

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- 2-Days Summit + Workshop
- Interactive Focus Sessions
- Discussions with Industry Experts and Peers
- Complimentary Networking Dinner
- Post-Conference Documentation Package
- Delegate List

~~1595 euro~~  
**1195 euro**

For registration completed  
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- Discussions with Industry Experts and Peers
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Comfort of your Home
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the Audience
- Post-Conference Documentation Package
- Delegate List

**699 euro**

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- Discussions with Industry Experts and Peers
- Complimentary Networking Dinner
- Post-Conference Documentation Package
- Delegate List

**Limited availability**

**3499 euro**

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