

8TH WORLD CONTRACT MANAGEMENT SUMMIT

17-18 SEPTEMBER 2026

HOTEL RIU PLAZA | BERLIN, GERMANY



CHAired BY



Richard Beaumont
Founder
Beaumont
Procurement Ltd



Linda Tonkes
Chief Wizard
CATS CM



SPEAKER LINE-UP



Jens R. Voigt
Director Strategic
Partnerships and Solutions
eBay



Anna Henriksson
Head of Supply Management
Continental Europe
Sodexo



Muhammad Haris Mujeeb
Global Head of Ocean
Contract Management
A.P. Moller - Maersk



Varu Ahuja
VP, Procurement
Citi



Patricia Fernandez Vaquero
Global Procurement Contract
Specialist & Senior Legal Counsel
Swissport



**Simon van
der Heijden**
Senior Contract Manager
Vattenfall



Daniel Fitze
Head of Contract Management
Operations, Director
Bayer



Samuel Bentil
Director II,
Contract Management
Fluor



Shivakumar Kuppenahalli (Shiva)
Vice President - Global Contract Execution
Andritz Feed
& Biofuel A/S



Emma Kirkland
Senior Contract &
Commercial Manager
BT



Sally Ward
Senior Commercial &
Contracts Manager EMEA
CAE



Dirk Roks
Sr. Manager, Global Contracts,
Medtronic Clinical &
Regulatory Solutions
Medtronic



SaBine Deppert
Ass. Director Global
Contract Negotiations
and Integrated Solutions
AT&T



Anja Huber
Head of Commercial & Contracts
Airbus Defense
and Space



8TH WORLD CONTRACT MANAGEMENT SUMMIT

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We are pleased to announce the launch of the **8th World Contract Management Summit** that will take place on the **17th and 18th of September 2026** in **Berlin, Germany**. Building on the success of the previous seven editions, this year's event will delve into empowering modern contract management through smart digital tools, autonomous and AI-driven contract operations, proactive risk mitigation, system-led contract administration, high-performance CLM operating models, advanced contract analytics, ethical and sustainable contracting practices, and future-ready governance designed to support accelerated business growth. Join the conversations contributing to the future of contract management during this 2-day event, filled with knowledge sharing and networking!

Key Practical Learning Points

- Adopting Autonomous Contract Systems to Enable Self-Directed Execution
- Building Integrated, AI-Driven Contract Ecosystems Supporting Scalable Operations
- Balancing Enterprise Consistency with Agility in CLM Framework Design
- Designing Operating Models for Complex, Multi-Party and Cross-Border Contracting
- Identifying Financial Exposure Across the Contract Lifecycle to Prevent Value Leakage
- Advancing Contract Decision-Making Through Reasoning-Driven GenAI Models
- Strengthening Oversight of Supplier Obligations to Reduce Financial and Regulatory Exposure
- Mitigating Bias in AI-Assisted Contracting to Support Fair and Compliant Outcomes
- Enabling Organisational Change Without Weakening Governance or Accountability

Who Should Attend

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

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

Venue

HOTEL RIU PLAZA BERLIN

Martin-Luther-Straße 1, 10777 Berlin, Germany
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Previous Attendees Include



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08:30 Check-In and Welcome Coffee ☎

09:00 Opening Address from the Chair

09:10 “Breaking the Ice” Speed Networking Session

EMPOWERING MODERN CONTRACT MANAGEMENT WITH SMART TOOLS

09:50 SPONSORSHIP SLOT

Case Study Presented by Agiloft
 **Speaker TBC**
Agiloft 

10:30 Case Study: 🔍

AI and Procurement: Turning Contract Data into Strategic Intelligence for Value and Risk Optimization

Contracts generate vast amounts of data, yet many organizations struggle to convert that information into meaningful action. This session explores how procurement leaders can leverage data, analytics, and emerging AI capabilities to transform contract strategy from a reactive function into a proactive driver of business value. Drawing on real-world enterprise procurement experience, I will discuss how AI-powered insights are helping organizations identify cost-saving opportunities, manage risk, optimize licensing structures, and strengthen vendor negotiations. The session will also highlight practical approaches to using contract analytics to improve decision-making, enhance governance, and align sourcing strategies with broader business objectives. Attendees will leave with actionable ideas on how to turn contract data into strategic intelligence that drives measurable outcomes.

Varu Ahuja
VP, Procurement
Citi



11:00 Morning Coffee and Networking Break ☕

11:30 Case Study: 🔍

Building Contract Teams for the Future: How Data, Governance and AI Are Redefining Contract Management

The skills CM professionals need now and in the future

- How Data & AI can enhance and optimise your model
- Example models of the future (including pathways and professional identity)
- Balancing technical, commercial, and stakeholder capability
- Creating inclusive, scalable contract teams
- Why culture and behaviours matter as much as tools

Emma Kirkland
Senior Contract & Commercial Manager
BT



12:00 Case Study: 🔍

From Ad-Hoc to Discipline: Structuring Day-to-Day Contract Administration

Structured tracking of milestones, performance metrics, financial commitments, and compliance requirements transforms contracts from static documents into actively managed assets. Standardized workflows, documented responsibilities, and aligned reporting mechanisms ensure visibility and accountability across stakeholders. By embedding discipline into everyday contract management activities, organizations reduce risk, prevent value leakage, and create a foundation for stronger control and long-term operational stability.

Dirk Roks
Sr. Manager, Global Contracts,
Medtronic Clinical & Regulatory Solutions
Medtronic



12:30 PANEL DISCUSSION 🗣

Enabling Change in Contracting Through Technology, Collaboration and Innovation

Industry leaders will explore how AI-enabled automation, smarter data usage, and integrated platforms are reshaping contract lifecycles. The conversation will examine how organizations can break down silos, modernize operating models, and embed agility into contracting frameworks without increasing risk. Practical insights will highlight how technology, collaboration, and forward-thinking governance can turn contract management into a strategic driver of efficiency, resilience, and long-term value.

Moderate by
Agiloft 

13:00 Business Lunch 🍽

BUILDING A HIGH-PERFORMANCE CLM OPERATING MODEL

14:00 Case Study: 🔍

Escaping the Commoditization Trap in the BPO Industry

The biggest disruption facing the outsourcing industry is not artificial intelligence – it is the business model used to buy and sell operational services. As AI increases productivity, commercial models built around labor consumption create a growing disconnect between value creation and revenue capture. I will outline why this misalignment exists and how procurement leaders can help design a new commercial architecture that links outsourcing to productivity gains, customer value, and operational outcomes. Done right, the next generation of BPO contracts could unlock far greater value for both enterprises and providers.

Jens R. Voigt
Director Strategic Partnerships and Solutions
eBay



14:30 Case Study: 🔍

Driving Process Excellence in Contract Operations: Building Scalable and Efficient Contract Management Frameworks

It will highlight practical approaches to optimizing contract lifecycle management, enhancing transparency, and enabling teams to manage high volumes of agreements more efficiently while supporting broader business and procurement objectives. The discussion will also share practical insights on how structured contract operations can support stronger governance, performance tracking, and long-term operational resilience.

Muhammad Haris Mujeib
Global Head of Ocean Contract Management
A.P. Moller - Maersk



15:00 Case Study: 🔍

You Managed the Project. Did You Manage the Contract? How Claim & Change Mindset Protects Long-Term Project Value

Somewhere between the signed contract and the go-live date, something shifts. Scope expands quietly. Deadlines slip politely. Entitlements go unnoticed. Complex technology projects - especially long-term ones - don't fail overnight. They erode. With every undocumented change and every informal agreement, legitimate contractual claims are lost before they are ever raised. Prevention is key. Both contractor and customer share a common interest in preserving the contractual balance - from day one, not as a last resort. That's not confrontation. That's professionalism. And it starts with the right claim and change mindset.

Anja Huber
Head of Commercial & Contracts
Airbus Defense and Space



15:30 Afternoon Tea and Networking Break ☕

15:50 Case Study: 🔍

Why Contract Management Is More than Administration

Connecting the Dots to Compliance Conforming Contracts with Business Function Support and Buy-in

To date there is hardly a month when new regulations, EU directives or laws are announced or brought into effect. Multiletted abbreviations are everywhere - NIS/2, CRA, DORA to name a few. Corporations navigate their way through assessment of existing processes and controls to better understand gaps and risks in their current compliance framework. Meeting needs from customers, vendors and suppliers becomes a challenging task without a sound framework and documentation. As in a global corporation, SaBine and her team are navigating back-to-back agreements on the vendor /supplier side but also support supply chain demands from customers on contractually asserting compliance. And ultimately, success will only be achieved when organizations master cross functional cooperation.

SaBine Deppert
Ass. Director Global Contract Negotiations
and Integrated Solutions
AT&T



16:20 SPONSORSHIP SLOT

Case Study Presented by CATS CM

Linda Tonkes
Chief Wizard
CATS CM



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

17:30 Book Launch Reception with Wine and Food Pairing

19:00 Networking Dinner 🍷

08:30 Check-In and Welcome Coffee ☕

09:00 Day Two Opening Remarks from the Chair

FUTURE-READY CONTRACT FRAMEWORKS FOR ACCELERATED GROWTH

09:10 AVAILABLE SPONSORSHIP SLOT



Breaking CLM Silos: Building Integrated, AI-Driven Contract Ecosystems

Contract management is entering a new era—one where workflows no longer depend solely on manual oversight, email chains, and fragmented approvals. Advances in automation, AI, and intelligent data structuring are enabling contracts to move, trigger actions, and enforce obligations with minimal human intervention.

09:50 Case Study: 🔍

Building High-Performance Contract & Procurement Teams in Times of Change

- The key building blocks of high-performing procurement teams – combining structure, governance and culture
- How to design future-fit roles and capabilities aligned with evolving business and market needs
- Unlocking performance by placing the right people in the right roles and enabling individual strengths
- A real transformation journey: from an engagement score of 23 to 100 – linking leadership, team performance and measurable business impact

Anna Henriksson
Head of Supply Management
Continental Europe
Sodexo



10:20 Case Study: 🔍

The Rise of Relationship Management – A Focus Shift from Buying to Managing and Its Organisational Impact

There is a continued increase in services delivered by external providers, where at the same time, both the services themselves and the regulatory frameworks governing them are becoming significantly more complex. But apart from that, these externally delivered services are no longer merely supportive add-ons; they have become integral components of core business processes, directly influencing operational stability, compliance, and strategic execution. These developments call for a renewed and more sophisticated approach to sourcing, contracting, and supplier relationship management. They also require organizational structures that are better equipped to handle cross-functional dependencies and evolving risk landscapes. In my presentation, I will examine how traditional organizational setups often struggle under these conditions and suggest practical ways to redesign processes, responsibilities, and governance models to address these challenges effectively.

Simon van der Heijden
Senior Contract Manager
Vattenfall



10:50 Morning Coffee and Networking Break ☕

11:20 Case Study: 🔍

From Clause Keeper to Strategic Driver: Redefining the Contract Professional in the Age of AI

The role of the contract professional is undergoing a fundamental transformation. As AI-powered tools replace manual workflows and self-driving CLM platforms redefine operational models, commercial and procurement professionals must evolve beyond traditional boundaries. This session explores how leading global organizations are leveraging intelligent automation, proactive risk mitigation, and high-performance CLM frameworks to unlock strategic value. Drawing on experience across both commercial contracting and procurement at a major international corporation, the speaker will also address how ethical, responsible, and sustainable contracting practices are reshaping supply chains – and what this means for the contract professionals of tomorrow.

Patricia Fernandez Vaquero
Global Procurement Contract
Specialist & Senior Legal Counsel
Swissport



11:50 WORKSHOP ⚙️

Contract Management as an Integrated Business Effort and Value Driver in the Digital Era

In this interactive workshop, participants will explore how contract management can evolve from an administrative function into a strategic business driver.

- Contract analytics and data capturing as a continuous challenge
- Implementation stretches and typical project issues
- Technology as a key enabler
- True cost, boost, and opportunities through a fully shaped contract management approach
- SSC utilisation

Moderated by:
Daniel Fitze
Head of Contract Management
Operations, Director
Bayer

13:00 Business Lunch 🍽️

14:00 Case Study: 🔍

From Contract Enforcement to Project Handover: Closing the Execution Gap

Signing a contract is not the end of commercial risk – it is the beginning of execution risk. The margin, reputation, and client trust of any project-driven organization are won or lost in the space between contractual promise and operational delivery. This session introduces C3 Management – Contract, Claim, and Change – as an integrated execution discipline, drawing on ANDRITZ's global Centre of Competence experience across EPC projects in food, feed, and biofuel.

Shivakumar Kuppenahalli (Shiva)
Vice President – Global Contract Execution
Andritz Feed & Biofuel A/S



14:30 Case Study: 🔍

From Conflict to Collaboration: Embedding Dispute Prevention into Contract Management Culture

Disputes are not inevitable—they are preventable. This session explores how forward-thinking organizations can embed dispute prevention into every phase of the contract lifecycle. Drawing insights from the #1 Amazon Bestseller, *Avoid Construction Disputes – 10 Principles to Collaborate Effectively to Achieve On-Time and On-Budget Project Objectives*, Samuel Bentil shares practical frameworks for drafting, risk allocation, and stakeholder alignment.

Samuel Bentil
Director II, Contract Management
Fluor



15:00 Case Study: 🔍

Why Defence Technology Fails Before It's Built: Risk, Contracts and the Illusion of Assurance

Defence technology failures are often attributed to engineering challenges but in reality, many programmes are set up to fail long before development begins. Drawing on over 16 years of experience across aerospace and defence programmes, this session explores how risk is misunderstood, misallocated, and often obscured during the bid and contracting phases. It will examine how compliance-driven approaches can create false confidence, why system-level risks are consistently under-scoped, and how contractual structures can unintentionally distort delivery outcomes.

Sally Ward
Senior Commercial & Contracts Manager EMEA
CAE



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

SPOTLIGHT ON OUR SPEAKERS

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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.



Varu Ahuja
VP, Procurement
Citi

Varu Ahuja is a global procurement leader with over 15 years of experience transforming how organizations source, negotiate, and manage enterprise technology. She specializes in software, SaaS, and cloud procurement, leading high-impact sourcing strategies that optimize multi-million-dollar technology investments while strengthening vendor partnerships and reducing risk. Throughout her career, she has built and led strategic procurement initiatives across leading organizations, delivering significant cost savings and enabling large-scale digital and cloud transformation. Her work sits at the intersection of technology, finance, and strategy—partnering with executive leaders to drive smarter sourcing decisions and long-term value creation. She is passionate about modernizing procurement through data, automation, and strong cross-functional collaboration to build agile, high-performing procurement organizations that support business growth.



Shivakumar Kuppenahalli (Shiva)
Vice President – Global Contract Execution
Andritz Feed & Biofuel A/S

Shivakumar Kuppenahalli is Vice President - Global Contract Execution at ANDRITZ Feed & Biofuel, Denmark, a core member of the Global Management Team and a Director on the board of ANDRITZ Feed & Biofuel A/S. With over 20 years of experience in process industries - including 16 years at ANDRITZ Feed & Biofuel and earlier leadership roles at Bühler Switzerland- he has delivered large-scale green and brown field EPC projects in the food, feed, and biofuel sectors across Europe, Asia, and the Americas. A mechanical engineer with a business administration background, Shiva has been instrumental in developing functional strategies and implemented key initiatives for global Center-of-Competence (CoC) for contract execution at ANDRITZ, standardizing project management processes and fostering high-performing international teams. This leadership has led to significant achievements, including driving project margins above targets. His work operationalizes the C3 M Approach, Contract - Claim - Change management for strong delivery governance



Samuel Bentil
Director II, Contract Management
Fluor

Samuel Bentil is the Director II of Contract Management – Mining & Metals at Fluor Canada Ltd., with 20 years of global experience leading contract and claims management on multi-billion-dollar projects in mining, energy, and infrastructure. A thought leader in dispute avoidance, he has advised clients on over 100 major projects across Canada and internationally. Samuel is also the #1 Amazon Bestselling Author of *Avoid Construction Disputes – 10 Principles to Collaborate Effectively to Achieve On-Time and On-Budget Project Objectives*, a guide that distills two decades of lessons into practical principles for achieving harmony in project delivery. He is passionate about building collaborative contracting cultures that turn potential conflicts into opportunities for shared success.



Linda Tonkes
Chief Wizard
CATS CM

Linda Tonkes is a seasoned professional in, contract management, risk, finance and business leadership. In her current role as Chief Wizard of CATS CM she spearheads the development and implementation of the widely acclaimed contract management best practice: CATS CM®. In this role Linda is co-author of the book: "Contract Management with CATS CM: from working on contracts to contracts that work."

Born in 1977, Linda's journey in the corporate world has been marked by a relentless pursuit of excellence and a deep-seated passion for ensuring that contracts become not just legal documents, but integral components of every successful business (strategy). Her commitment to bridging the gap between contractual obligations and operational reality has earned her recognition as a thought leader in the field.



Anna Henriksson
Head of Supply Management
Continental Europe
Sodexo

Anna Henriksson is Head of Supply Management for Continental Europe at Sodexo, leading Supply teams across 17 countries and serving on the Regional Leadership Team. With extensive experience in transforming procurement organizations, Anna has a strong track record of driving value through strategic sourcing, digitalization, and operating model redesign. She has successfully led multi-country transformations, built high-performing teams, and implemented data-driven approaches to procurement and contract management. Anna is particularly passionate about connecting strategy with execution, enabling collaboration across markets, and embedding sustainable and resilient supply models. Known for her engaging leadership style, Anna focuses on empowering teams, fostering innovation, and delivering measurable business impact in complex, international environments.



Muhammad Haris Mujeeb
Global Head of Ocean Contract Management
A.P. Moller - Maersk

Haris Mujeeb is an experienced professional with over 17 years in the shipping industry, currently holding the position of Global Head of Ocean Contract Management at AP Moller Maersk in Copenhagen. His extensive background encompasses procurement, contract management, finance business partnering, and operational excellence across diverse global locations, including Denmark, the Netherlands, Dubai, and Pakistan. He holds an MBA in Finance, along with various internal certifications, and has received multiple awards for his significant contributions to the organization.



Emma Kirkland
Senior Contract & Commercial Manager
BT

Emma has over 12 years' experience at BT, building a diverse career spanning various business units and strategic roles. Currently she leads the Transformation and Key Programmes activity within the Public & Private Managed Contract sector. Prior to this she was accountable for the Management of Contract Management in Scottish devolved Region, leading complex contracts alongside Major Programme initiatives. She continues to draw on this experience to drive meaningful organisational change to deliver transformative and tangible outcomes, adding value to BT's Business, it's Customers and colleagues. Emma is passionate about inclusion, actively promoting and taking active action and allyship in this space to create a better and more inclusive culture for all. She is proud to represent BT's Gender Equality Network as the local Regional lead.

SPOTLIGHT ON OUR SPEAKERS

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Patricia Fernandez Vaquero
Global Procurement Contract
Specialist & Senior Legal Counsel
Swissport

Patricia Fernandez Vaquero is Global Procurement & Legal Counsel at Swissport, bringing over seven years of experience in international contract drafting and negotiation. With a rare dual perspective spanning both legal and procurement functions, she understands how contracts are shaped from both sides of the table — a practical advantage in complex, high-stakes commercial environments. Deep in the aviation sector and seasoned by an international career across multiple countries and multicultural teams, Patricia brings real-world expertise to the challenges of global contract management.



SaBine Deppert
Ass. Director Global Contract
Negotiations and Integrated Solutions
AT&T

Working internationally in the telecommunications Industry, SaBine has over 20 years of experience in global contracting, having seen many trends, led negotiations and does manage contracts. As an intermediary between functions, SaBine excels in finding common denominators solving complex technical and operational issues. She is a people focused leader with a proven track record of successfully creating and developing diverse teams. Compliance, Diversity and Inclusion, and Sustainability are her drivers for a better (contractual) environment.



Dirk Roks
Sr. Manager, Global Contracts,
Medtronic Clinical & Regulatory Solutions
Medtronic

Dirk Roks is Senior Manager, Global Contracts at Medtronic, where he leads a team of legal professionals and oversees clinical contract operations across the EMEA region. With more than a decade of experience in contract management, he has successfully led teams through strategic transformations that streamlined processes and shortened contract cycle times.

Known for combining operational excellence with a people-focused leadership style, Dirk is passionate about driving efficiency, collaboration, and continuous improvement in complex global environments. Outside of work, he enjoys traveling, gardening, and cycling.



Anja Huber
Head of Commercial & Contracts
Airbus Defense and Space

Anja Huber is Head of Commercial & Contracts at Airbus Defence and Space, a global provider of satellite communications and imagery, where she leads teams across Germany, France, and the UK. Her primary focus includes commercial strategy, contract lifecycle management, risk mitigation, change control, claim resolution, and the structuring of complex partnerships.

Anja is a German-qualified attorney-at-law with a Ph.D. in International Business Law, an LL.M., and an MBA. After starting her career in law firms and the construction industry, she has spent over two decades in senior leadership roles within the space sector.



Jens R. Voigt
Director Strategic Partnerships and Solutions
eBay

Customer experience and outsourcing leader with over 20 years of global experience. Specializes in turning customer value into a long-term growth driver by aligning operating models, partner ecosystems, and commercial strategy with retention and customer lifetime value. Designs value-based CX frameworks that connect operational performance to measurable commercial impact and position customer experience as a disciplined, economically driven growth engine.



Simon van der Heijden
Senior Contract Manager
Vattenfall

Simon van der Heijden is an experienced team lead, contract manager, and purchaser specializing in IT software and services, consultancy, and market data across both the financial and energy sectors. He focuses on cost transparency, cost control, compliance, and contractual risk mitigation. With a long track record of connecting operational teams, technology, supplier relationship management, and sourcing processes, Simon effectively bridges complex technical requirements with clear business needs.

Leveraging his background in trading related systems, he now contributes to stable, efficient, and future proof infrastructures while maintaining strong relationships with third party providers. Based in Solna, he works closely with international teams and is known for reliable stakeholder management and a pragmatic approach. Today, one of Simon's main focus areas is strengthening and streamlining the organization around vendor management and contract governance to ensure long term operational excellence.



Sally Ward
Senior Commercial & Contracts Manager EMEA
CAE

Sally Ward is a senior commercial and legal specialist in the defence sector, with over 16 years' experience advising on complex, high-value aerospace and defence programmes across the UK, US, Europe, Asia and the Middle East regions. Currently serving as Senior In-house Counsel and Contracts & Commercial Manager at CAE UK, Sally leads on the negotiation and delivery of multi-million-pound defence contracts across advanced technology environments, including aerospace platforms, communications systems, and integrated defence capabilities. She works closely with government customers, global primes, and multinational teams to manage risk across the full lifecycle from bid strategy and system integration through to delivery and operational performance. Sally has previously held director-level roles with leading defence technology organisations including Leonardo, Boeing Defence and STS Defence and is widely recognised for her expertise in UK MoD contracting frameworks, international procurement, and the management of complex programme and technology risk. Alongside her corporate role at CAE, Sally is the founder of Morrigan Defence Group, an emerging initiative focused on improving the success and defensibility of SME participation in the defence sector through defence-grade risk intelligence and assurance. Her work focuses on bridging the gap between compliance and real-world system risk — helping organisations make clearer, more defensible decisions in high-stakes, technology-driven defence environments.

About Us

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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- Post-Conference Documentation Package
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