# 7TH WORLD CONTRACT 0 MANAGEMENT SUMMIT

18-19 SEPTEMBER 2025 HOTEL RIU PLAZA | BERLIN, GERMANY

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Sandrow Koenig Head of Contract Management Nordics Alstom

Rita Cunha Senior Contract Manager ABB

Tania Avgoustidis Director - Head of Contracts Curtiss-Wright Corporation



Jean-Marie Picard Director of **Contract Management** COLAS









Jay Effendhi Head of Contracting.

Yara Tajo

Director

Veolia







Juan Martin **Rodriguez Riccio** Head of Client Contract Management Europe Apex Group





















# 7TH WORLD CONTRACT 0 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



## **Previous Attendees Include**

### In-Person & Online Passes Available

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### Venue

Hotel Riu Plaza Berlin



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

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### 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



#### This agenda is not for public distribution

# DAY 1 18 SEPTEMBER 2025

Check-In and Welcome Coffee 08:30 **UNLOCKING THE POWER OF EFFECTIVE** CONTRACT MANAGEMENT 09:00 Opening Address from the Event Chair 14:00 ρ **Case Study:** 09:10 "Breaking the Ice" Speed Networking Session Business Objectives and Contract Alignment Meet your colleagues, exchange business cards and have a maximum number of 1-on-1 talks in a short amount of time! Our Speed Networking session will help you to form those initial relationships early, find out who is facing the same challenges as you and get a nice preview of 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 what a longer conversation could bring! TECH-ADVANCED CONTRACT MANAGEMENT commercial value. Vincent Faramaz **SPONSORSHIP SLOT** Global Head of Commercial Management / Professional Services End-to-End Contract Automation: SPONSORED TikTok Streamlining the Entire Life cycle SLO1 This session explores how end-to-end contract automation can streamline every phase of the 14:30 **Case Study:** ρ contract lifecycle-from drafting and negotiation to execution, performance monitoring, and renewal. Learn how digital tools and best practices reduce manual intervention and risk while Enhancing Contract Management through Effective Rate Management Strategies enhancing efficiency and compliance. Real-world case studies will illustrate actionable strategies for transforming traditional contract management into a seamless, high-performing process. This session explores how effective rate management strategies can optimize contract management processes. By integrating best practices for rate analysis, negotiation, and technology-driven automation, participants will learn how to achieve financial consistency, mitigate risks, and unlock new strategic value throughout the contract lifecycle. Real-world case studies and expert insights will demonstrate how precise throughout the contract lifecycle. Real-world case studies and expert insights will demonstrate how precise throughout the contract lifecycle. 0 10:30 Case Study: Smart Contracting in the Digital Age: rate management can transform contracts into dynamic tools for operational excellence and cost efficiency. Harnessing AI and Blockchain Pavan Gollapudi This session explores the transformative impact of AI and blockchain on smart contracting. Attendes will discover how these cutting-edge technologies enable automated contract execution, enhance transparency, and bolster security across the contract lifecycle. Through real-world examples and case studies, the discussion will cover integration strategies, the Head of Global Master Data, Rate **DB** SCHENKER and Contract Management (Air/ocean) **DB Schenker** benefits of digital automation, and best practices for overcoming implementation challenges. Join us to learn how smart contracting is reshaping legal processes in the digital age. 15:00 Afternoon Tea and Networking Break Livia Cubuzio Head of Contract Governance 15:20 ρ & LEONARDO **Case Study:** and Smart Contracting Achieving Operational Excellence by Standardizing Contract Processes Leonardo Morning Coffee and Networking Break 11:00 Across the Organization This session explores how standardizing contract processes across the organization can drive operational 11:30 excellence. Participants will learn best practices for unifying workflows, reducing complexity, and leveraging automation to improve efficiency and compliance. Real-world examples and expert insights will illustrate how a standardized approach to contract management minimizes risks, streamlines operations, and unlocks Case Study: The Automation of Contractual strategic value for the business. GOLD **Requirements in the Service Process** Alina Stahl The case study will showcase how EMS Electro Medical Systems automated its service contracts Head of Contract Management SCHAEFFLER in 3 stages. From a completely manual process to a customer self-service portal with a fully automated contract process Schaeffler Speaker TBC CRMFIRST 15:50 2 Case Study: **CRM FIRST Experience Sharing: Beyond the Agreement** - Essential Principles for Successful Contract Management in Projects and for Challenging ρ 12:00 Case Study: **Enhancing Contractual Overview** Negotiations and Risk Management through AI Join me for an insightful presentation on "Beyond the Agreement." Effective project contract management 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 transcends the simple act of signing an agreement; it requires strategic oversight, adaptability, and proactive risk the integration of the importance of the importa interests Understand how digital solutions can enhance financial reporting and compliance with and negotiation practices, irrespective of the perception that the strongest party always prevails international standards 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 Learn strategies for minimizing risks and streamlining contract execution through advanced compliance strategies can enhance efficiency, minimize disputes, and pave the way for long-term success in project contract **Rita Cunha** management a kk Senior Contract Manager Sandrow Koenig ARR Head of Contract Management Nordics ALSTOM 12:30 ρ Case Study: Alstom The Evolution of the Contract Manager: 16:20 PANEL DISCUSSION Leveraging AI to Create New Opportunities Automation, Collaboration, and Innovation: and Enhance Strategic Value in Contract **Rethinking Contract Management** Management for the Modern Enterprise This presentation explores the transformative impact of artificial intelligence on contract 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, focusing on how the integration of Al-driven tools are reshaping our role, while unlocking new opportunities for efficiency, compliance, and strategic value creation. **Daisie Henshall-Brown** BT Head of Central Government Contracts management into a strategic, competitive advantage. BT 17:00 Chair's Closing Remarks and End of Day 1 13:00 **Business Lunch** ( )18:00 Networking Dinner 📃



### 7TH WORLD CONTRACT MANAGEMENT SUMMIT | BERLIN, GERMANY

12:00 0 08:30 Check-In and Welcome Coffee 22 **Case Study:** Leveraging Tech and Contracts 09:00 Opening Address from the Event Chair to Roadmap Towards Sustainability Logistics and supply chain industries are increasingly multinational and FUTURE-PROOFING CLM: are heavily reliant on suppliers outside of the countries. In such a vast and ADAPTING FOR TOMORROW'S CHALLENGES 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 **SPONSORSHIP SLOT** 09:10 reducing costs? **Automating Contractual Requirements:** PONSORED Jay Effendhi Enhancing Business Process Efficiency Head of Contracting, APM TERMINALS This session explores how automating contractual requirements can and Lead to Agreement significantly streamline various business processes, making contract manage-**APM Terminals** ment more efficient and less prone to errors. Participants will gain insights into how digital tools and best practices can reduce manual intervention, minimize WORKSHOP o 12:30 risks, and enhance compliance throughout the contract lifecycle. We will delve into key automation strategies that simplify contract creation, Harmonize & Innovate: approval, execution, and renewal, helping organizations save time and resourc-Crafting Future-Ready Contracts es while ensuring legal and regulatory adherence. Through real-world examples and case studies, attendees will discover the transformative • Explore how contract harmonization streamlines legal processes and boosts operational efficiency. potential of automation, learning how leading companies have successfully • Dive into a real-life case study from our current contract design implemented technology-driven solutions to optimize their contract manageproject, showcasing practical challenges and solutions. ment. This session will provide actionable insights and practical steps for organizations looking to enhance efficiency, improve collaboration between • Engage in interactive exercises that apply Legal Design Thinking to legal and business teams, and drive overall operational excellence. transform traditional contract management. Learn actionable strategies to align diverse contract templates using 09:50 Case Study: P innovative digital tools. Lina Keßler Navigating the Legal Complexities Co-founder of Multi-Jurisdictional Contracts This is Legal Design his is egal Desid with the Support of Legal Tech This session examines how Legal Tech can simplify the complexities of managing multi-jurisdictional contracts. Participants will explore challenges 13:00 Business Lunch associated with aligning diverse legal frameworks and learn strategies for leveraging advanced digital tools to streamline contract oversight across ρ 14:00 Case Study: borders. Real-world examples and expert insights will highlight how technology From Bottleneck to Backbone: enhances compliance, mitigates risk, and improves efficiency in a global legal environment. **How Legal Operations Drive Contract** Success and Enable Revenue **Tania Avgoustidis** RIGHT In today's fast-paced business environment, legal operations teams play a **Director - Head of Contracts Curtiss-Wright Corporation** critical role in optimizing contract management and ensuring seamless collaboration between legal, procurement, and business teams. As organizations face increasing pressure to reduce costs and improve Morning Coffee and Networking Break 10:30 efficiency, the need for streamlined contract management processes has never been greater. This session will explore a range of strategies to 11:00 Case Study: ρ reduce inefficiencies, enhance visibility, and drive more effective contract Gaining and Keeping Contract Control with lifecycle management (CLM). Attendees will learn how to implement leaner workflows, integrate digital tools such as AI-driven contract analysis Effective Change Request Management and contract lifecycle management (CLM) software, and standardize This session explores methods for managing change requests within contraccontract templates to improve turnaround times and reduce errors. tual agreements. Learn how to maintain control over contractual obligations, ensuring both compliance and flexibility. The session covers key aspects such **Juan Martin Rodriguez Riccio** 11. as identifying and documenting change requests, assessing their impact, and Head of Client Contract Management Europe implementing changes efficiently. By mastering these techniques, profession-**Apex Group** APEX als can enhance project outcomes, reduce risks, and foster stronger client relationships through proactive and transparent contract change management 14:40 **Case Study:** P processes Streamlining Contract Administration: Thanh Ly Tran Senior Contract Manager SIEMENS **Best Practices and Digital Tools** \* Siemens In today's fast-paced business environment, efficient contract administration is crucial to managing risks, ensuring compliance, and optimizing 11:30 **Case Study:** ρ supplier relationships. This session will explore best practices in contract management and how organizations can streamline their processes to From Contract to Net Zero: enhance efficiency and reduce administrative burdens. Attendees will Aligning Sustainability Goals gain insights into leveraging digital tools and technologies such as contract with Business Agreements lifecycle management (CLM) software, automation, and Al-driven This session explores how businesses can align their sustainability goals with analytics to improve contract visibility, accelerate approval workflows, contractual agreements to drive progress toward achieving net-zero emissions. and ensure compliance. Key topics will include strategies for effective Attendees will gain insights into integrating environmental objectives into contract drafting, negotiation, and monitoring, as well as how to use data corporate contracts, ensuring compliance with sustainability standards, and analytics to track performance and mitigate risks. fostering partnerships that promote long-term environmental impact. Key Jean-Marie Picard strategies for navigating the intersection of business agreements and sustainability initiatives will be discussed, offering practical tools for achieving COLAS Director of Contract Management a net-zero future through smart, forward-thinking contracts. COLAS Yara Tajo 15:20 Chair's Closing Remarks and End of Summit **Contract Management Director** Veolia \* TBC

# **SPOTLIGHT ON OUR SPEAKERS**

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Richard Beaumont Founder Eruditic

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.



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.



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.



### 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!



Rita Cunha Senior Contract Manager ABB

Senior Contract and Commercial Manager with experience working for companies like ABB, Vestas, and Efacec. 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 <sup>Co-founder</sup> 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.



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 (Juris Doctor) and the University Paris I Panthéon-Sorbonne. Additionally, she is a certified Contract Manager and Project Management Professional (PMP).



### Juan Martin Rodriguez Riccio Head of Client Contract Management Europe Apex Group

Juan Martín Rodríguez Riccio is an Argentine-born legal professional whose hunger for knowledge and curiosity have propelled a distinguished career. After earning a law degree in Argentina, he embarked on a journey across various countries, immersing himself in diverse cultures and industries. This global exposure enriched his perspective and expertise. With a natural aptitude for structure and innovation, Juan Martín has excelled at the intersection of law, business, and technology. Now based in Europe, he champions adaptability and collaboration, firmly believing that embracing diverse viewpoints and continuous learning are essential for achieving success.



### 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.

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# 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.

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