

7TH WORLD CONTRACT MANAGEMENT SUMMIT

HOTEL RIU PLAZA | BERLIN, GERMANY

18-19 September 2025

CHAIRMAN



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Eruditic



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Global Head of Commercial
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SPEAKER LINE-UP



Daisy Henshall-Brown
Head of Central
Government Contracts
BT



Thanh Ly Tran
Senior Contract Manager
Siemens



Livia Cubuzio
Head of Contract
Governance and
Smart Contracting
Leonardo



Alina Stahl
Head of Contract
Management
Schaeffler



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



Sandrow Koenig
Head of Contract
Management Nordics
Alstom



Yara Tajo
Contract Management
Director
Veolia



Rita Cunha
Senior Contract Manager
ABB



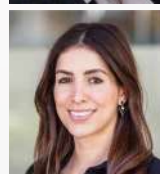
Jay Effendhi
Head of Contracting,
and Lead to Agreement
APM Terminals



Tania Avgoustidis
Director - Head of Contracts
Curtiss-Wright
Corporation



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



Lina Keßler
Co-founder
This is Legal Design



Jean-Marie Picard
Director of
Contract Management
COLAS



7TH WORLD CONTRACT MANAGEMENT SUMMIT

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18-19 September 2025

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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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 Check-In and Welcome Coffee



09:00 Opening Address from the Event Chair

09:10 "Breaking the Ice" Speed Networking Session

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 what a longer conversation could bring!

TECH-ADVANCED CONTRACT MANAGEMENT

09:50 SPONSORSHIP SLOT

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

This session explores how end-to-end contract automation can streamline every phase of the 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 efficiency and compliance. Real-world case studies will illustrate actionable strategies for transforming traditional contract management into a seamless, high-performing process.

10:30 Case Study:

Smart Contracting in the Digital Age:
Harnessing AI and Blockchain

This session explores the transformative impact of AI and blockchain on smart contracting. Attendees 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 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.

Livia Cubuzio

Head of Contract Governance
and Smart Contracting
Leonardo



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:

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



12:30 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



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:

Enhancing Contract Management through
Effective Rate Management Strategies

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 rate management can transform contracts into dynamic tools for operational excellence and cost efficiency.

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:

Achieving Operational Excellence
by Standardizing Contract Processes
Across the Organization

This session explores how standardizing contract processes across the organization can drive operational 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 strategic value for the business.

Alina Stahl

Head of Contract Management
Schaeffler



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 1

18:00 Networking Dinner



08:30 Check-In and Welcome Coffee ☕

09:00 Opening Address from the Event Chair

FUTURE-PROOFING CLM: ADAPTING FOR TOMORROW'S CHALLENGES

09:10 SPONSORSHIP SLOT



Automating Contractual Requirements: Enhancing Business Process Efficiency

This session explores how automating contractual requirements can significantly streamline various business processes, making contract management more efficient and less prone to errors. Participants will gain insights into how digital tools and best practices can reduce manual intervention, minimize risks, and enhance compliance throughout the contract lifecycle. We will delve into key automation strategies that simplify contract creation, approval, execution, and renewal, helping organizations save time and resources while ensuring legal and regulatory adherence. Through real-world examples and case studies, attendees will discover the transformative potential of automation, learning how leading companies have successfully implemented technology-driven solutions to optimize their contract management. This session will provide actionable insights and practical steps for organizations looking to enhance efficiency, improve collaboration between legal and business teams, and drive overall operational excellence.

09:50 Case Study: 🔍

Navigating the Legal Complexities of Multi-Jurisdictional Contracts 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 associated with aligning diverse legal frameworks and learn strategies for leveraging advanced digital tools to streamline contract oversight across borders. Real-world examples and expert insights will highlight how technology enhances compliance, mitigates risk, and improves efficiency in a global legal environment.

Tania Avgoustidis
Director - Head of Contracts
Curtiss-Wright Corporation



10:30 Morning Coffee and Networking Break ☕

11:00 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



11:30 Case Study: 🔍

From Contract to Net Zero: Aligning Sustainability Goals with Business Agreements

This session explores how businesses can align their sustainability goals with contractual agreements to drive progress toward achieving net-zero emissions. Attendees will gain insights into integrating environmental objectives into corporate contracts, ensuring compliance with sustainability standards, and fostering partnerships that promote long-term environmental impact. Key strategies for navigating the intersection of business agreements and sustainability initiatives will be discussed, offering practical tools for achieving a net-zero future through smart, forward-thinking contracts.

Yara Tajo
Contract Management Director
Veolia



12:00 Case Study: 🔍

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



12:30 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



13:00 Business Lunch 🍽️

14:00 Case Study: 🔍

From Bottleneck to Backbone: How Legal Operations Drive Contract Success and Enable Revenue

In today's fast-paced business environment, legal operations teams play a 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 efficiency, the need for streamlined contract management processes has never been greater. This session will explore a range of strategies to reduce inefficiencies, enhance visibility, and drive more effective contract lifecycle management (CLM). Attendees will learn how to implement leaner workflows, integrate digital tools such as AI-driven contract analysis and contract lifecycle management (CLM) software, and standardize contract templates to improve turnaround times and reduce errors.

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



14:40 Case Study: 🔍

Streamlining Contract Administration: Best Practices and Digital Tools *

In today's fast-paced business environment, efficient contract administration is crucial to managing risks, ensuring compliance, and optimizing supplier relationships. This session will explore best practices in contract management and how organizations can streamline their processes to enhance efficiency and reduce administrative burdens. Attendees will gain insights into leveraging digital tools and technologies such as contract lifecycle management (CLM) software, automation, and AI-driven analytics to improve contract visibility, accelerate approval workflows, and ensure compliance. Key topics will include strategies for effective contract drafting, negotiation, and monitoring, as well as how to use data analytics to track performance and mitigate risks.

Jean-Marie Picard
Director of Contract Management
COLAS



15:20 Chair's Closing Remarks and End of Summit

* 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 Efavec. 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.



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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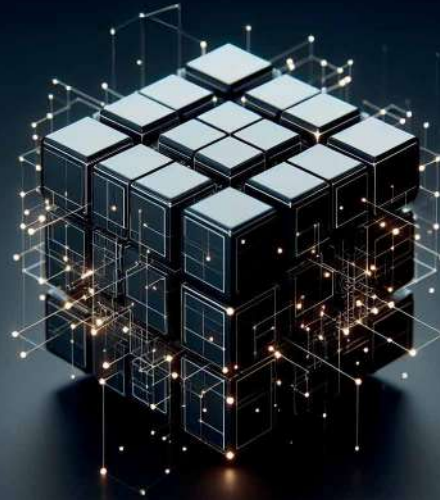
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About Us

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. 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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