

# IACCM APAC 2010 GLOBAL CONFERENCE AGENDA

IACCM APAC 2010 will run in conjunction with SSON's *10th Annual Asian Shared Services & Outsourcing Week*. For many of the sessions listed below, you have the option of either attending the specialist IACCM event or joining the wider, cross-functional SSON audience in their sessions.

## DAY 1: MONDAY SEPTEMBER 20TH

16:25-17:00	<p><b>IACCM Opening: How Much Do You Know about Contracting Best Practices?</b></p> <p>Tim Cummins, CEO, IACCM</p>
17:00	End of Day 1 - Welcome Reception

## DAY 2: TUESDAY SEPTEMBER 21ST

8:40-10:00	<p><b>What is Contract Management and where is it going?</b></p> <p>In this session we will look at some of the major issues, challenges, and opportunities facing the contract, legal and procurement community. We will review the latest research and leading topics, followed by open discussion and answers to audience questions.</p> <p>Tim Cummins, CEO, IACCM Katherine Kawamoto, VP Research &amp; Advisory Services, IACCM</p>
10:00-10:30	Networking/Refreshment Break
10:30-11:15	<p><b>Contract Management and Sourcing Organizational Design Transformation</b></p> <p>Agilent Technologies has created an integrated Sales Contracting &amp; Procurement organization enabling superior insights and faster reactions to changing international markets and trading conditions. This presentation will describe the journey, its benefits and next steps in enabling a high profile strategic and operation role for its contract and sourcing professionals</p> <p>Dave Barton, Director of Contracts, Agilent Technologies</p>
<b>11:15-12:00</b>	<p><b>The Future of Making Contracts Work</b></p> <p><b>Author and expert, Beverley Honig will discuss how to align the science of procurement with the art of managing commercial contracts to get what you want done through others.</b></p> <p><b>Beverley Honig, CEO, Honeylight Enterprises Pty Ltd</b></p>
12:00-12:45	<p><b>Achieving excellence in win/win negotiations</b></p> <p>Complex relationships require a firm foundation and the quality of negotiation is a major influence on outcomes. As top companies know, individual skills must be matched by organizational competence. Hear winners of the IACCM 'Companies Most Admired For Negotiation' explain their success.</p> <ul style="list-style-type: none"> <li>• How top performers organize and manage negotiations</li> <li>• Planning, teamwork and authority</li> <li>• The negotiation agenda</li> </ul> <p>Katherine Kawamoto, VP Research &amp; Advisory Services, IACCM Vince Taylor, Managing Director, Commercial &amp; Contract Management, Accenture</p>

	Charles Vincent, Contract Negotiation Manager, Ricoh Global Services Asia Pacific Tim McCarthy, Global Director, Contracts & Pricing, Rockwell Automation
12:45-13:45	Lunch
13:45-14:30	<b>Maximize your ROI Through Contract Management</b>  Nick Ho, Contract Manager, Southeast Asia, Rockwell Automation
14:30-15:45	<b>Enterprise Contracts Management – how technology enables contract life cycle management</b>  Charlie Villasenor, President & CEO, TransProcure
15:45-16:15	<b>Trends &amp; Best Practices in Telecom Outsourcing</b>  Joginder Yadav, Senior Legal Counsel, Nokia Siemens Networks
16:15-16:40	Networking/Refreshment Break
16:40-18:00	<b>Implementing First-Class Post Award Contract Management &amp; Execution</b>  Hear from the winners of IACCM's 'Most Admired' in Post-Award Contract Management as they describe the approaches that gained market recognition.  <ul style="list-style-type: none"> <li>• Define roles and responsibilities</li> <li>• Manage communications</li> <li>• Learn what to do when things go wrong</li> <li>• Case Studies</li> </ul> Margaret Smith, Executive Director Contract Management, Accenture
18:00	End of Day 2 - Cocktail Reception
<b>DAY 3: WEDNESDAY SEPTEMBER 22ND</b>	
8:00-8:10	Opening Remarks from Chair
8:55-10:10	<b>Complex Projects: A Case of Optimism</b>  Research has shown that complex projects suffer from unclear goals and unrealistic expectations. Contracts - and their effective management - play a key role in shaping and overseeing performance. In this presentation, Stephen Hayes will describe sources of project failure and the role that contracting and relationship management play in ensuring success.  Stephen Hayes, CEO, International Centre for Complex Project Management
10:40-11:10	Networking/Refreshment Break

11:10-11:40	<p><b>Reputational Risk - Our Role in Protecting the Reputation of the Company</b></p> <p>Reputational risk is increasingly a board level discussion. How serious is it, and how much is it our role to manage it? The role of contracts and commercial management in supporting and maintaining corporate integrity and reputation will be discussed in this session.</p> <p>KB (Monu) Iyappa, Vice Chair, APAC and General Counsel, Mahindra Satyam</p>
11:40-12:25	<p><b>A Panel Discussion on the Role of the Contract Manager – what is it and how is it changing?</b></p> <p><b>Moderator:</b> Jayakrishnan VE, Director, Commercial, Logica Private Limited</p> <p><b>Panel:</b> Gregory Heroff, Senior Contract Manager, Honeywell International Aerospace Naoki Sangawa, Contracts Manager, Asia Pacific/Japan Region, Agilent Technologies Paul Lynch, Vice President, Large &amp; Complex Projects, SITA Jayakrishnan VE, Director, Commercial, Logica Private Limited</p>
12:25-13:25	Lunch
13:35-14:10	<p><b>Hot Topic Roundtables</b></p> <ul style="list-style-type: none"> <li>• Professional Development for Contract Management Professionals Peter Woon, Vice President, Procurement and Supply Chain, Marina Bay Sands PTE LTD</li> <li>• How Do We Become Better at Taking Risks? Terrance Teo, General Counsel Asia-Pacific, Edwards Technologies</li> </ul>
14:10-14:40	<p><b>Panel Discussion: Cloud Computing</b></p> <p>The proliferation of high-speed networks along-with the continuing maturation of cloud computing and open source computing - have laid the foundation for making shared IT activities between organisations more practical than ever. Cloud Computing has opened up new horizons for our efforts to position Singapore as an IT shared services hub. And while Asia-based businesses in industries ranging from manufacturing to governments are actively exploring potential synergies for sharing resources, there are multiple challenges that participants need to address to make shared services viable; including security, licensing, IP and other legal issues. Learn from early stage adopters of so-called 'technology commons' and the steps they're taking to explore these opportunities and address these challenges.</p>
14:40	<p><b>Summary of Key Findings</b></p> <p>Tim Cummins, CEO, IACCM</p>