

World Commerce & Contracting Summit APAC

Sheraton Grand, Hyde Park Hotel
Sydney, Australia
10-11 August 2026

**One Discipline, Infinite Impact:
Redefining Commercial and Contracting Beyond Functional Silos**

Thanks to our partners



Sunday 9th August

16:30-
18:30

Sip and Social

Join us at The Bar at Sydney Common for informal drinks and networking, on us! Connect with old friends and get to know new colleagues before the Summit kicks off.

Day One

Monday 10th August

7:30

Netwalking – Speedster’s Special

This one is for the runners! Blow off those cobwebs and get yourself energized for a big day ahead. Meet outside the hotel for a scenic 5km run through Hyde Park and The Domain parklands, to the Sydney Opera House and back.

8:00-
9:00

Registration

9:00-
9:10

Welcome to Country

9:10-
9:20

Grand Opening and Housekeeping

Sharon Morris, Group Regional Head, APAC, World Commerce & Contracting

9:20-
9:50

One Discipline, Infinite Impact: Redefining Commercial and Contracting Beyond Functional Silos

What if the greatest limit to contract success isn't the complexity of the deal- but the walls between our teams? WorldCC's recent Annual Report revealed that organisations prioritising integration across business units consistently achieve faster contracting cycles, higher stakeholder satisfaction, and greater value realisation. Let's begin our journey toward contract and commercial excellence by working together, not apart.


Tim Cummins, President, World Commerce & Contracting
















Sally Guyer, Global CEO, World Commerce & Contracting

9:50-
10:40

Keynote panel: From Fragmented Functions to Integrated Commercial Excellence

Who owns contracts? Finance? Legal? Commercial or procurement? Or are we all really part of one discipline? Hear real stories from the leaders who "get it." Understand where organisations most often stumble - communication gaps, turf battles, fragmented processes - and the ideas have sparked real transformation. This discussion highlights the big rewards of elevating the profession as one unified discipline, and how to transition.

	<p>Panellists: Samantha Randall, CFO, Accenture Australia Nathan Shepherd, General Counsel and Company Secretary, Experian ANZ Jean-Michel Carrier, Executive Director Finance and Procurement, City of Sydney Moderator: Sally Guyer, Global CEO, World Commerce & Contracting</p>				
10:40-11:30	Morning Break				
10:40-11:30	<p>First Timers' Morning Tea New to WorldCC? Or is it your first time at the APAC Summit? We get it, breaking in can be tough. Join the First Timers' Morning Tea to meet your local WorldCC team and APAC Council representatives. A cup of tea, a slice of cake, a couple of friendly conversations, and just like that you're a part of the family!</p>				
	Track 1 - Engage				
11:30-12:10	 How To... Interactive moderated roundtable discussions designed to draw on peer experience and generate takeaways you can put into practice straight away.				
	<p>Table 1: How to write a winning SOW, and turn scope creep into scope control Jamie Gannaway</p>	<p>Table 2: How to make AI work for you – prompting and reviewing techniques Amanda Branley</p>	<p>Table 3: How to spot value erosion and stop it before it hits the P&L Else Bright</p>	<p>Table 4: How to translate legal language into something the business can use Verity White</p>	<p>Table 5: Sponsor topic</p>
	Track 2 - Learn				
11:30-12:10	The Responsible AI Problem – and Why Contracts are your Biggest Data Asset				

	<p>You can't imprison software. You can't shame a neural network. But can contracts hold AI to account? And just how significantly is the world of contracting about to be disrupted by AI? This session explores the opportunity for contracts as a vital data asset and a means to tackling the responsible AI problem.</p>					
<p>12:10-12:15</p>	<p>Switchover</p>					
<p>Track 1 - Engage</p>						
<p>12:15-12:55</p>	<p>The Contract Clinic Bring your toughest contracting headaches, our doctors are here to diagnose issues and prescribe real world solutions, live.</p>					
	<table border="1"> <tr> <td data-bbox="243 574 588 948">  <p>Dr. Risk</p> <p>Cyril Jankoff, The Risk Doctor</p> </td> <td data-bbox="588 574 932 948">  <p>Dr. AI</p> </td> <td data-bbox="932 574 1276 948">  <p>Dr. Negotiation</p> <p>Stu Van Rig, Negotiation Trainer, Speaker and Coach</p> </td> <td data-bbox="1276 574 1621 948">  <p>Dr. Value</p> <p>Else Bright, Raytheon Australia</p> </td> <td data-bbox="1621 574 1967 948">  <p>Dr. Dispute</p> <p>Fayola-Maria Jack, Resolitiion</p> </td> </tr> </table>	 <p>Dr. Risk</p> <p>Cyril Jankoff, The Risk Doctor</p>	 <p>Dr. AI</p>	 <p>Dr. Negotiation</p> <p>Stu Van Rig, Negotiation Trainer, Speaker and Coach</p>	 <p>Dr. Value</p> <p>Else Bright, Raytheon Australia</p>	 <p>Dr. Dispute</p> <p>Fayola-Maria Jack, Resolitiion</p>
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<p>Track 2 - Learn</p>						
<p>12:15-12:55</p>	<p>Is your Workforce AI-ready? What does it take for organisations to transform their workforce, to become active rather than passive recipients of new technologies. This session explores workforce psychology in the context of digital innovation and AI and gives practical advice to better prepare your team for the adoption of digital tools. Kristine Dery, Professor of Work, Technology and Innovation, and Associate Dean Curriculum and Learning, Macquarie Business School</p>					
<p>11:30-13:00</p>	<p>Local Government Roundtable: Closing the Procurement/Supplier Gap <i>Invitation only</i></p>					

12:55-14:00	Lunch
13:30	Netwalking – Hyde Park Loop Breath some fresh air and get moving during this active networking session. Meet at the WorldCC registration desk. Hyde Park loop is approximately 2.5km. Allow 30 minutes.
Track 1 - Engage	
14:00-15:25	Contract Tech Benchmarking There has never been a greater need for investment in contract or procurement technology - but how do you assess the right one for you? What questions do you need to ask? How do you differentiate between providers? Benchmark possible Contract Lifecycle Management and procurement platform providers via interactive demos. Each demo session will run for 20 minutes and is repeated four times. Move between tables, put your questions directly to the experts, and leverage the expertise of your peers. Confirmed providers: <div style="display: flex; justify-content: space-around; align-items: center;"> <div data-bbox="338 820 844 932">  sirion </div> <div data-bbox="919 797 1241 937">  </div> <div data-bbox="1318 824 1808 937">  unimarket </div> </div>
Track 2 - Learn	
14:00-14:40	From Gatekeeper to Game Changer: Speed to Credibility Why are you seen as essential in some conversations and optional in others? What makes stakeholders say, “we need them involved now” rather than “let’s run it past them later”? In high-pressure commercial environments, credibility determines when you are invited in and how seriously you are taken. This practical session explores the behaviours and signals that build credibility fast, helping commercial professionals move from late-stage sign-off to early-stage influence. Claire Allen, Lead Strategic Negotiator APAC – Resolution Excellence Centre, Accenture Stu Van Rij, Negotiation Trainer, Speaker and Coach
14:40-14:45	Switchover

14:45-15:25	Regional policy update
14:00-15:30	Sponsored Roundtable: <i>Invitation only</i>
15:25-16:00	Afternoon Break
16:00-17:00	Workshop: Working Through Adversity and Change <i>Limit 20 people</i> Renée Giarrusso, CEO, RG Dynamics & Limitless Leaders
16:00-16:20	Recently Certified, Introduction of new Council of Global Ambassadors and Other Presentations Sharon Morris, Group Regional Head, APAC, World Commerce & Contracting
16:20-16:30	Impact Story #1 – Advocates for Change (Experian) Hear how Experian’s contract design and simplification project was executed in partnership with WorldCC, why the change was needed, how it was delivered and the outcomes. Nathan Shepherd, General Counsel and Company Secretary, Experian ANZ
16:30-17:10	Panel: Unpacking the Benchmark Report – Navigating Uncertainty Through CCM Resilience The business landscape is demanding. Far from a ‘return to normal’, our latest research shows that 87% of organisations are dealing with high levels of uncertainty – and recognising that it represents a ‘new normal’. In terms of commercial and contracting capability, current conditions demand a fresh attitude to risk, adoption of innovative technologies and highly adaptive processes and skills. This panel explores commercial and contract management resilience through latest CCM Institute research findings and lays a roadmap for navigating uncertainty. Panelists: Speaker to be advised, Sirion Nicki Lau Young, Chief Commercial Offer, New Zealand Defence Force Tanya Song, General Manager, Customer Negotiation and Contracts, Telstra Nathan McGuire, Head of Commercial – Projects, BHP Moderator: Kraig Conrad, CEO, National Contract Management Association

17:10-17:40	In Conversation: Why Contracts Matter, and How to Get the CEO's Attention Our research shows that executives get it – 88% understand that commercial and contract management excellence matters, and they know they need to improve. But there's a massive gap between recognition and action. Hear from Ohad Katz on how to influence change at an executive level, and how to get commercial and contract management to the top of the CEO agenda. Ohad Katz, Managing Director, Raytheon Australia In conversation with: Sally Guyer, Global CEO, World Commerce & Contracting
17:40	Closing remarks
17:45-late	The Wind Down The conference is done for the day, but the conversations aren't. The Wind Down is your chance to relax, reconnect, and share a drink with colleagues, peers and the WorldCC team.

Day Two
Tuesday 11th August

7:30-8:45 **WorldCC Foundation Breakfast: Spotlight on Sustainable Contracting**
An opportunity to join us in person at the WorldCC Foundation Breakfast. We'll showcase the tools and resources available through the WorldCC Foundation and partners to help you build more resilient, sustainable, and inclusive contracting practices. Whether you're focused on improving supplier relationships, advancing sustainability outcomes, or elevating commercial capability across your organisation, this session will equip you with ready-to-use resources that can make an immediate impact.

9:00 – 11:00 **Contract Corner**
Contract Corner is designed to give you actionable insights and skills to make your contracting practices more efficient. Hear from experts who will deliver short presentations introducing each topic, then choose your roundtable and prepare to get stuck in! You will have a chance to share your experiences, ask questions, and tackle challenges you face today.

Table 1: Contracting in the age of AI
Agos Garola, Director, Corporate Subscriptions and Licensing, Nine Entertainment

Table 2: Why the safe decisions are now the riskiest ones
Lan Tran, Chief Relationship Manager, EXTAG

Table 3: Applying chess-level strategy to complex negotiations
Amaresh Mehrish, Managing Director & Principal Consultant, E8Q Solutions

Table 4: Raising the ethical standards in your supply chain
Elodie Aime, Procurement Manager – Social Legacy, Transgrid

Table 5: Negotiating contract terms and conditions
Albert Khor Yee Shin, Lead Project Commercial Specialist, MODEC

Table 6: Breaking the silos: transforming contracting from control to outcomes
Sam De Nath Adaickalam, Contracts and National Supply Manager, Kainga Ora Homes and Communities

Table 7: Topic to be advised

Table 8: Topic to be advised

9:00-11:00 **The Situation Room**
Invitation only

11:00-11:30	Morning Break
11:30-11:40	<p>Impact Story #2 – Advocates for Change (Local Government Procurement NSW) Hear how Local Government Procurement NSW utilized WorldCC’s research capability to identify misalignment between local government procurement and their suppliers, and how this knowledge is being harnessed to drive change. Bronwyn Challis, Head of Business Development, Local Government Procurement NSW</p>
11:40-12:20	<p>Panel: Intelligence Amplified – Using AI to Understand, Measure and Enhance Value As the technology advances, the role of AI in understanding, measuring and enhancing value is also evolving. This session explores what specific areas of value creation AI will have the most impact, how organisations can effectively implement AI to measure value, and what best practices to adopt to maximise return on investment. It also looks at the role of AI-enabled CLM in understanding, measuring, and enhancing value. Charles Cho, General Counsel, NSW Treasury</p>
12:25-13:05	<p>In Conversation: Adopting the Contract Management Standard – The Good, The Bad and The Impact The Contract Management Standard provides a universally recognised structure for effective contract management. For it to have a truly global impact, organisations need to commit to adopting it. Accenture was one of the first adopters of the CMS. This frank conversation lifts the lid on that adoption process, including hurdles, ongoing learnings and advice for other organisations looking to become part of this growing movement. Arlene dela Cruz, Managing Director – Contract Management, Growth Markets, Accenture In conversation with: Kraig Conrad, CEO, National Contract Management Association</p>
11:30-13:00	<p>Defence Roundtable: Re-growing the Commercial Function <i>Invitation-only</i></p>
13:05-14:00	Lunch
13:30	<p>Netwalking – Royal Botanic Gardens and Mrs Mcquarie’s Chair Breathe some fresh air and get moving during this active networking session. Meet at the WorldCC registration desk. The walk to and from Mrs Mcquarie’s Chair is approximately 7km. Allow 60 minutes.</p>

<p>14:00-14:10</p>	<p>Impact Story #3 – Advocates for Change (Essential Energy) Hear how Essential Energy gained a greater understanding of their capability maturity and gaps in partnership with WorldCC, and how it is driving positive change in the organisation. Rod Winterton, Strategic Commercial Manager, Essential Energy</p>
<p>14:10-14:50</p>	<p>Panel: Building a High-Performing Contracting Culture – Beyond Motivation Towards Meaning Motivational tactics rely heavily on external incentives but rarely sustain long term performance. Their impact quickly fades because they don't address the deeper human need for purpose. Meaning, on the other hand, anchors people. It gives them a reason to show up, to push through challenges and to contribute at their best. This session explores how to help commercial and procurement teams find a sense of purpose in their work and harness it to create a high performing contracting culture. Charlie Hollis, Group Head of Contracts and Procurement, AGIG David Hurrell, Head of Procurement, Tourism Australia Rebecca Chung, Head of Commercial, Maritime Systems, BAE Systems Kate Sherburn, Head of Legal, Who Gives a Crap Moderator: Michael Alp, General Manager, New Zealand Government Procurement, Ministry of Business, Innovation & Employment</p>
<p>14:50-15:30</p>	<p>Panel: Growing our Leaders of the Future Carmen Trevino, Managing Commercial Consultant, Group 10 Consulting Moderator: Katherine Scapolo, Principal Commercial Advisor (Capability, Assurance and Performance), New Zealand Ministry of Foreign Affairs & Trade</p>
<p>14:00-15:30</p>	<p>Energy and Resources Roundtable <i>Invitation-only</i></p>
<p>15:30-16:00</p>	<p>Afternoon Break</p>
<p>16:00-16:55</p>	<p>Balloon Debate: Who Deserves to Stay? Back by popular demand! In this high-stakes session, each discipline will battle for survival—only one approach can steer the future of contract ownership, and the other must be thrown overboard. Will the audience choose rigorous legal oversight? Commercial</p>

agility? Procurement excellence? Finance-driven contract management? Watch industry experts make their case, then vote on who remains in the balloon and who gets the boot. Who will rise, and who will fall? Join us to find out!

Rob Manning, Director of Contract Management, Thales Australia

Shirly Mower, Category Director, Goods – APAC, DHL

Kate Sherburn, Head of Legal, Who Gives a Crap

Moderator:

Sally Guyer, Global CEO, World Commerce & Contracting

**16:55-
17:00**

Closing Remarks