

NORDIC CONTRACT MANAGEMENT

CREATING BUSINESS VALUE

EXPERIENCES FROM:

**WORLD COMMERCE & CONTRACTING * DAHL LAW FIRM * TRYG
PFA * DSB * ADVERTITY * PRECISELY * ARC CONTRACT MANAGEMENT
AARHUS UNIVERSITY * CENTER FOR NEGOTIATION * UK HEALTH
SECURITY AGENCY * FALCK * NOVO NORDISK * CONOCOPHILLIPS**

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IN COOPERATION WITH:



NSCCM



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World Commerce & Contracting is a not-for-profit association dedicated to helping its global members achieve high-performing and trusted trading relationships. With 70,000 members from over 20,000 companies across 180 countries worldwide, the association welcomes everyone with an interest in better contracting: business leaders, practitioners, experts and newcomers. It is independent, provocative and disciplined existing for its members, the contracting community and society at large.



Nordic School of Contract & Commercial Management (NSCCM) is the leading contract and commercial management training organization in the Nordics. NSCCM offers the international recognised certifications from World CC (CCM Fundamentals, Practitioner and Advanced Practitioner) as well as a variety of specialized courses in Danish as well as English, e.g. Commercial Contract Law, Negotiating, Drafting and Managing Contracts in English, Practical IT Contract Management, Legal English, Strategic Procurement etc.



ARC Contract Management is a newly established specialist consulting firm, focusing solely on Contract Management. The founders are leading experts and thought leaders in Contract Management with many years of experience from both large organisations and consulting firms. Our vision and mission are to expand Contract and Commercial Management as a discipline globally and to empower people and organizations to achieve Contract Management Excellence. We believe that Contract Management and Contract Lifecycle Management are essential for private and public organizations to be more effective, ensure benefit realization and value from the contracts, stay competitive and ensure market conform commercial models to operate in a more and more challenging marketplace. We want to make both strategic, tactical and operational Contract Management affordable for all.

ADVOKATWATCH

AdvokatWatch closely monitors companies and persons in the legal sector, also covering in-house legal teams. We write about strategy, management, results, competition, legal framework, technology, innovation, disputes, profiles and talents. Covering the sector from Copenhagen and Oslo, AdvokatWatch is published both in [Danish](#) and [Norwegian](#).

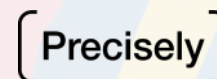
ITwatch

ITWatch closely monitors Danish IT and telecommunications companies, focusing on the businesses behind the products – including strategy, management, results, competition, policy, orders, acquisitions, innovation, profiles, careers, job changes and much more. ITWatch provides independent and fair journalism about the large, trend-setting companies, but also on the many small and medium-sized companies comprising the backbone of the industry.

PARTNER



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Precisely was founded in 2014 by Swedish lawyer Nils-Erik Jansson, as a direct result of seeing too many peers drown in repetitive and administrative tasks tied to contract management. Providing a user-friendly platform for the whole contract lifecycle, teams can create and manage compliant contracts, enabling everyone handling contracts to be more self-sufficient, while keeping within the legal team's pre-set guidelines.



CONTRIBUTORS

* MODERATOR:

Professor
PhD René Franz Henschel
Department of Law, Aarhus BSS, Aarhus University

* PANEL MODERATORS:

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Sally Guyer
World Commerce & Contracting

Partner
Rasmus Tønnes
ARC Contract Management

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* Corporate Counsel, Global Legal & Patents
Gina L. Schaar
Novo Nordisk

* Commercial & Category Director
Victoria Cope
UK Health Security Agency

AGENDA

08.30-09.00 ARRIVAL & REGISTRATION - Morning Coffee

09:00-09:15 RECAPTURE & INTRODUCTION

MODERATOR: Professor, PhD **René Franz Henschel**, Department of Law, Aarhus BSS, Aarhus University

René is an experienced researcher of contract law and contract management – has written several articles and books on the subjects and has considerable experience in advising law firms, regional and local authorities, IT companies etc. René has since 2011 been a member of World CC's Advisory Board and in 2021 he was awarded Fellowship with World Commerce & Contracting.

RELATIONAL CONTRACTING

09:10-09:50 GLOBAL PERSPEKTIVES & TRENDS ON CONTRACT AND COMMERCIAL MANAGEMENT

- Global CEO **Sally Guyer**, World Commerce & Contracting

Sally is an experienced and accomplished commercial and contracts management professional, holding senior commercial positions at a range of corporate and multinational organizations. She is passionate about enabling business efficiency and growth through contracting and commercial excellence; she understands the need for robust business operations to drive these efficiencies, together with the requirement for effective communication and collaboration at all times.

09:50-10:15 **FIRESIDE CHAT - STATUS, MATURITY & FUTURE OUTLOOK FOR CONTRACT MANAGEMENT IN THE NORDICS**

- Professor, PhD **René Franz Henschel**, Department of Law, Aarhus BSS, Aarhus University
- Partner **Rasmus Tønnesen**, ARC Contract Management

Rasmus has significant experience in dealing with Contract Management and complex contracts. He advises private and public organizations on the implementation of Contract Management – purchase and implementation of software and organizational setup.

ORGANIZATIONAL TRANSFORMATION

GROUP 1

GROUP SESSIONS

GROUP 2

10:15-10:45 PROFESSIONALIZATION OF CONTRACT MANAGEMENT – THE JOURNEY OF A LARGE PENSION FUND

- Head of Contract Management **Bo Nielsen**, PFA

10:15-10:45 IMPLEMENTATION OF CONTRACT MANAGEMENT IN THE ORGANISATION

Focus on both implementation of Contract Management in the organization and implementation of Contract Management Software

- Head of Contract Management – Procurement & Legal **Trine Hermansen**, DSB
- Head of Contract Management – Future Trains **Marianne Fryd Christensen**, DSB

10:45-11.05 Q & A

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11:05-11:15 NETWORKING BREAK

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11:45-12.05 Q & A

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AGENDA

12:05-12:30 OPTIMIZING & AUTOMATING CONTRACT MANAGEMENT

- VP of Legal & Compliance **Fiona Greiner**, *Adverity*
- Customer Success Manager **Viktoria Schida**, *Precisely*

CASE STUDY: Learn how Adverity works with Precisely to optimize and automate contract management – in order to keep up with rapid business growth.

12:30-13:15 NETWORKING LUNCH

13:15-13:45 WALK & TALK

ORGANIZATIONAL TRANSFORMATION

GROUP 1

GROUP SESSIONS

GROUP 2

13:45-14:15 LEARNINGS, EXPERIENCE AND ADVICE FROM DIGITAL TRANSFORMATIONS/-IMPLEMENTATIONS OF CONTRACT LIFECYCLE MANAGEMENT SYSTEMS (FROM SMALL AND LARGE IMPLEMENTATIONS)

Learnings and experiences from different transformations/implementations of Contract Lifecycle Management (CLM) Systems as an implementation partner. Insight into specific areas you need to consider and be aware of when implementing a CLM System and advice on how to address it before and during the implementation.

Partner **Anders Nordentoft Edelholt**, *ARC Contract Management*

Anders is an expert on Contract Management, CLM Solutions and implementations of CLM and Contract Management. Anders has worked with and implemented different Contract Management and CLM Solutions in companies ranging from small to large and implementation projects. He has worked with Contract & Commercial Management more than 15 years - in companies like SimCorp, Rambøll Management Consulting, KMD, Lyngsoe Systems and more.

14:15-14:30 Q & A

14:30-14:35 SHORT BREAK

14:35-15:05 SELECTION AND IMPLEMENTATION OF CONTRACT LIFECYCLE MANAGEMENT SYSTEM

- Director - IT & Indirect Procurement **Jesper Thies Hansen**, *TRYG*

15:05-15:20 Q & A

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15:05-15:20 Q & A

15:20-15:35 NETWORKING BREAK & GATHERING

15:35-16:15 PANEL DISCUSSION – IMPLEMENTATION OF CONTRACT MANGEMENT SOFTWARE

MODERATOR: Partner **Rasmus Tønnies**, *ARC Contract Management*

- PANEL:**
- Global CEO **Sally Guyer**, World Commerce & Contracting
 - Partner **Anders Nordentoft Edelholt**, ARC Contract Management
 - Director - IT & Indirect Procurement **Jesper Thies Hansen**, TRYG
 - VP of Legal & Compliance **Fiona Greiner**, Adverity

VALUE THROUGH OPERATIONAL CONTRACT MANGEMENT

16:15-16:45 RELATIONAL CONTRACTING & THE BIGGER PICTURE OF VALUE CREATION AND SUSTAINABLE TRADING RELATIONSHIPS

- Retired Business Executive **Nils Svanberg**, *ConocoPhillips*

16:45-17:00 CLOSING REMARKS

MODERATOR: Professor, PhD **René Franz Henschel**, *Department of Law, Aarhus BSS, Aarhus University*

NETWORKING RECEPTION

17:00-17:45 NETWORKING RECEPTION - Networking drinks & snacks

17:45 END OF CONFERENCE DAY

NSCCM NETWORKING DINNER - *By invitation only*

18:30-22:00 NSCCM NETWORKING DINNER FOR WORLD CC CERTIFIED CCM PROFESSIONALS

With participation of special guest Sally Guyer

Hosted by NSCCM in Nyhavn, Copenhagen - By invitation only

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RELATIONAL CONTRACTING

09:15-10:00 SMARTNERSHIP & NEGOECONOMICS

- Founder & CEO **Keld Jensen**, *Center for Negotiation*

I see so many negotiators worldwide straining to improve horse and buggy negotiation techniques by working hard for just a bit more speed and efficiency. But research shows something is wrong. To put it briefly, I have found that up to 42% of the potential in every negotiation is overlooked, not shared, or goes unnoticed. We lose value, because we negotiate today just as we did in the 1850's with little progress or innovation.

SMARTnership is negotiation version 2.0 and NegoEconomics secures additional value to be identified and captured. In this session you will learn how organizations are improving their financial outcome by 42% utilizing this new and awarded negotiation concept.

Keld's concept of SMARTnership and NegoEconomics won the World Commerce & Contracting innovation award for best new collaboration thinking and the Organization of Public Procurement officer's best negotiation strategy (Denmark) and most recently the concept won him a place on the prestigious Global Gurus Top30. Keld is an assoc. professor at Thunderbird School of Global Management at ASU in the US, Aalborg University and BMI Institute in Belgium and the Baltics. He is the negotiator in residence at WorldCC.

10:00-10:15 NETWORKING BREAK

10:15-10:45 OPERATIONALIZATION OF CONTRACT MANAGEMENT IN REALATION TO LARGE COMPLEX CONTRACTS

- Head of IT Operational Excellence **Ali Imran**, *Falck*

10:45-11:15 DO'S AND DON'T'S WHEN MANAGING A DELAYED IT-PROJECT - BASED ON THE LATEST VERDICTS IN SCANDINAVIA

- Certified IT-lawyer & Partner **Michael Rehling**, *DAHL Law Firm*
- Certified IT-lawyer & Partner **Tim Krarup Nielsen**, *DAHL Law Firm*

The IT & Technology team of DAHL Law Firm is selected by the IT Industry in Denmark as a preferred partner in IPR and IT law.

Michael has more than 20 years experiences with IPR and tech law - his knowledge and understanding of business, tech implementation models and the technical matters are considerable. He is a trained and experienced mediator and arbitrator, but prefers to prevent any dispute via appropriate, clear, and practical contracts.

Tim primarily works in technology and IT law matters such as IT acquisitions, outsourcing and managed services, personal data protection law, licensing and dispute resolution. He also provides advice under corporate law, and general commercial advice and negotiation – especially to technology businesses.

11:15-12:15 **ROUNDTABLE DISCUSSIONS – FINDING THE BALANCE BETWEEN FORMAL & RELATIONAL CONTRACTING**

INTRO: BALANCING FORMAL & RELATIONAL CONTRACTING

Professor, PhD **René Franz Henschel**, *Department of Law, Aarhus BSS, Aarhus University*

12:15-13:00 NETWORKING LUNCH

13:00-13:30 WALK & TALK

AGENDA

ESG & SUSTAINABLE CONTRACTING

GROUP 1

GROUP SESSIONS

GROUP 2

13:30-14:00 CIRCULAR FOR ZERO IN NOVO NORDISK SUPPLY CHAIN CONTRACTS

The ambition for Novo Nordisk's environment strategy is bold and simple: to have zero environmental impact. To achieve zero impact, working with our suppliers proactively is paramount. In 2020, Novo Nordisk procurement began collaborating with our suppliers to switch towards circular procurement. Our contracts now include commitments specifically focusing on CO₂ emissions reduction and eco-labelled goods from sustainably certified suppliers. The initiative has been very positively received in the supplier community and the contracting process is running smoothly

- Responsible Sourcing Programme Manager **Victoria Stone-Bjarup**, *Novo Nordisk*
- Corporate Counsel, Global Legal & Patents **Gina L. Schaar**, *Novo Nordisk*

14:00-14:15 Q & A**13:30-14:00 ESG PERSPECTIVE - AND SUSTAINABLE CONTRACTING**

Victoria is a subject matter expert in social value policy development and tangible delivery of social value outcomes, optimizing the benefit of communities as well as organization's top and bottom line. Victoria will be drawing from her 20 years of experience in the aerospace, defense, and FMCG sectors to share her insights on how organizations can employ social value programmes and contractual frameworks to the benefit of customers, suppliers, communities and shareholders alike.

- Commercial & Category Director **Victoria Cope**, *UK Health Security*

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15:00-15:15 Q & A**15:15-15:50 PANEL DISCUSSION – HOW TO MANAGE CONTRACTS IN RELATION TO ESG & SUSTAINABILITY?**

MODERATOR: Global CEO **Sally Guyer**, *World Commerce & Contracting*

- PANEL:**
- Commercial & Category Director **Victoria Cope**, *UK Health Security*
 - Responsible Sourcing Programme Manager **Victoria Stone-Bjarup**, *Novo Nordisk*
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15:50-16:00 CLOSING REMARKS

MODERATOR: Professor, PhD **René Franz Henschel**, *Department of Law, Aarhus BSS, Aarhus University*

16:00 END OF CONFERENCE

REGISTRATION & VENUE

REGISTRATION FEE

CONFERENCE FEE: **DKK 10.995,- (+ VAT)**

Registration fee includes conference delegate material, refreshments and lunch on both conference days. Accommodation is NOT included.

Registering for **one day** ONLY is possible at half price.

When registering for one day, please write DAY 1 or DAY 2 in the "COMMENTS" field when registering.

Members of World Commerce & Contracting, Nordic School of Contract & Commercial Management, the Association of Danish IT Attorneys and Contacts of ARC Contract Management receive discounts - please inform us in the "COMMENTS" field when registering.

WHERE

Symbion, Fruebjergvej 3, 2100 Copenhagen, tel: +45 3917 9888

WHEN

Thursday 19 May & Friday 20 May 2022

HOW

Registration at www.relevent.dk, or to info@relevent.dk, please contact tel. +45 2830 5445 or +45 4195 1429 with any questions.

Cancellation on info@relevent.dk.

- Cancellations must be given in writing to info@relevent.dk and will be subject to a fee.
- Cancellation fee before 5 May 2022 - 10% of registration fee.
- Cancellation fee before 17 May 2022 - 50% of registration fee.
- Cancellation fee from 17 May 2022 - no refund, thus 100% of registration fee.

To avoid cancellation fee - you may transfer your registration to a colleague - please, inform Relevent prior to the conference on info@relevent.dk