

relevent\*

CONFERENCE \* 2 & 3 OCTOBER 2017 🇩🇰 COPENHAGEN

IN COOPERATION WITH



RAMBOLL

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DANSKE  ADVOKATER

# CONTRACT MANAGEMENT

REMAINING RELEVANT AS BUSINESS-  
ENABLER FOCUSING ON CREATING VALUE

**CASE STUDIES FROM**  
Hilti Svenska (SE) \* The  
Co-op Group (UK) \* IBM  
(DK) \* DXC Technology  
(FR) \* Danske Bank (DK)  
Bestseller (DK) \* Shell  
(China/DK) \* Vestas  
Wind Systems (DK)

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## LIST OF SPEAKERS

### Moderator:

Professor (mso), PhD **René Franz Henschel**,  
*Department of Law, Aarhus BSS, Aarhus University (DK)*

Professor (mso), PhD  
**René Franz Henschel**  
*Department of Law  
Aarhus BSS  
Aarhus University (DK)*

President & CEO  
**Tim Cummins**  
*IACCM (UK)*

CEO  
**Magnus Steen**  
*Contract Business  
Intelligence Nordic AB (SE)*

Partner  
**Pierre Dicksson**  
*Contract Business  
Intelligence Nordic AB (SE)*

Strategic Negotiator  
**Jakob Elander**  
*Hilti Svenska AB (SE)*

Director  
**Ghislaine Gunge**  
*Legal & Commercial  
DXC Technology (FR)*

Head of Department  
**Bo Dungal**  
*Procurement innovation  
Team, Danske Bank A/S  
(DK)*

Vice President  
**Henrik Frøkjær-Jensen**  
*IBM (DK)*

Category Manager  
**Anders Tvede Pleth**  
*IT Sourcing  
Bestseller (DK)*

Head of Contract &  
Commercial Management  
**Rasmus Tønnies**  
*Rambøll Management  
Consulting (DK)*

Senior Director  
**Henrik Krarup Stefansen**  
*Global IT Sourcing  
Vestas Wind Systems A/S  
(DK)*

Director  
**Steen Bech Jensen**  
*Vendor Management  
Vestas Wind Systems A/S  
(DK)*

Head of IT Supplier  
Management & SRM  
**Bob Marchant**  
*The Co-op Group (UK)*

Former Sales Contract  
Excellence Manager  
**Janet Sørensen**  
*Shell (CHINA/DK)*

# PROGRAM

MONDAY 2 OCTOBER 2017

08.30-09.00 **REGISTRATION** - Morning Coffee

09.00-09.05 **WELCOME**  
*Relevant ApS*

09.05-09.10 **OPENING REMARKS**

**Moderator:** Professor (mso), PhD **René Franz Henschel**,  
*Department of Law, Aarhus BSS, Aarhus University (DK)*

09.10-09.25 **INTRODUCTION**

Professor (mso), PhD **René Franz Henschel**,  
*Department of Law, Aarhus BSS, Aarhus University (DK)*

09.25-10.55 **THE FUTURE OF CONTRACT & COMMERCIAL MANAGEMENT  
- A PROFESSION IN CHANGE**

President & CEO **Tim Cummins**, *IACCM (UK)*

10.55-11.10 **BREAK**

11.10-11.50 **COMPETING ON RISK**

CEO **Magnus Steen**, *Contract Business Intelligence Nordic AB (SE)*  
Partner **Pierre Dicksson**, *Contract Business Intelligence Nordic AB (SE)*

11.50-12.10 **CREATING VALUE THROUGH CONTRACT MANAGEMENT FOLLOW-UP  
FROM LAST YEAR**

How to articulate the problem and how to create awareness of the benefits of solving it?  
How to create solutions that can be communicated and implemented in a complex organizational structure?

Strategic Negotiator **Jakob Erlander**, *Hilti Svenska AB (SE)*

12.10-13.10 **LUNCH**

13.10-13.55 **CASE STUDY - DANSKE BANK  
COMMERCIAL INNOVATION VIA PROCUREMENT**

Danske Bank has developed and implemented a Procurement Innovation model in order to optimize the relationship and innovation focus with their suppliers. Bo Dungal and Henrik Frøkjær will share the collaboration journey they have succeeded with.

Head of Department **Bo Dungal**, *Procurement innovation Team, Danske Bank A/S (DK)*

Vice President **Henrik Frøkjær-Jensen**, *Managing Director Strategic Outsourcing Nordic, IBM (DK)*

13.55-14.10 **BREAK**

14.10-15.10 **PBC – PERFORMANCE BASED CONTRACTS**

- What is Performance Based Contracts and when to use them?
- How to secure alignment of the parties interests

Professor (mso), PhD **René Franz Henschel**,  
*Department of Law, Aarhus BSS, Aarhus University (DK)*

15.10-15.45 **BREAK**

15.45-16.25 **CASE STUDY - DXC TECHNOLOGY  
HOW TO DESIGN AND EVOLVE A CONTRACT & COMMERCIAL  
MANAGEMENT FUNCTION?**

Director **Ghislaine Gunge**, *Legal & Commercial, DXC Technology (FR)*

16.25-16.35 **BREAK**

16.35- 17.10 **IFRS – REVENUE R**

Speaker TBA

17.10 **END OF DAY ONE**

17.10-18.00 **NETWORKING & DRINKS**

18.00-20.00 **NETWORKING DINNER**



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# PROGRAM

TUESDAY 3 OCTOBER 2017

08.30-09.00 **REGISTRATION** - Morning Coffee

09.00-09.10 **OPENING REMARKS**

**Moderator:** Professor (mso), PhD **René Franz Henschel**,  
*Department of Law, Aarhus BSS, Aarhus University (DK)*

09.10-09.50 **CASE STUDY – BESTSELLER  
SUPPLY CHAIN CONTRACT MANAGEMENT**

Category Manager **Anders, Tvede Pleth**, *IT Sourcing, Bestseller (DK)*

09.50-10.05 **BREAK**

10.05-10.45 **OPERATIONAL PROJECT CONTRACT MANAGEMENT - EXPERIENCES**

- How to create the fundamentals of successful Project Contract Management in the pre-contract phase?
- The role of the Contract and Commercial Manager in complex projects?

Head of Contract & Commercial Management, **Rasmus Tønnies**,  
*Rambøll Management Consulting (DK)*

10.45-11.00 **BREAK**

11.00-11.45 **CASE STUDY - VESTAS WIND SYSTEMS  
CONTRACT MANAGEMENT EXCELLENCE - ENABLED BY SOFTWARE**

Vestas has deployed supporting software from SirionLabs for their Contract Management processes and activities. Vestas will share their experience in implementation and operation of the software and some of the obvious benefits.

Senior Director **Henrik Krarup Stefansen**, *Global IT Sourcing Vestas Wind Systems A/S (DK)*  
Director **Steen Bech Jensen**, *Vendor Management, Vestas Wind Systems A/S (DK)*

11.45-12.00 **BREAK**

12.00-12.45 **CASE STUDY - THE CO-OP  
SUPPLIER RELATIONSHIP MANAGEMENT**

Building a Supplier Relationship Management model based on “what we believe in” and creating a common language in the organization via training. Challenging an organisation to truly adopt Supplier Relationship Management.

Head of IT Supplier Management **Bob Marchant**, *The Co-op Group (UK)*

12.45-13.45 **LUNCH**

## WORKSHOPS

13.45-14.45 **WORKSHOP A  
PENALTIES AND LIQUIDATED DAMAGES – UK LAW**

Professor (mso), PhD **René Franz Henschel**,  
*Department of Law, Aarhus BSS, Aarhus University (DK)*

**WORKSHOP B  
CONTRACT & COMMERCIAL MANAGEMENT SOFTWARE  
– EXPERIENCES OF IMPLEMENTATION & INCORPORATION**

Based on IACCM research there will be an OPEN DISCUSSION about the process of implementing software as of ROI & KPI's

*IACCM*  
Director **Steen Bech Jensen**, *Vendor Management, Vestas Wind Systems A/S (DK)*

14.45-15.00 **BREAK**

15.00-15.45 **CASE STUDY - SHELL  
TRANSFORMING SHELL SIDE CONTRACT MANAGEMENT**

Shell has transformed its approach to sell-side Contract Management through leveraging data, technology and operational process innovation. Shell will share an overview of the journey and insights as to what made this change possible. Shell won an IACCM award for the work carried out leading to a 30M USD value uplift and 70M USD in risk managed value.

Former Sales Contract Excellence Manager **Janet Sørensen**,  
*Shell (CHINA/DK)*  
Janet Sørensen was until recently regional advisor at Shell covering Asia to bring Shell's Sales Contract Management Process at World Class Standards.

15.45-16.00 **BREAK**

## PANEL DEBATE

16.00-16.45 **PANEL DEBATE – HOW TO VISION AND HOW TO SUCCEED?**

Senior Director **Henrik Krarup Stefansen**,  
*Global IT Sourcing Vestas Wind Systems A/S (DK)*  
Head of IT Supplier Management **Bob Marchant**, *The Co-op Group (UK)*  
Former Sales Contract Excellence Manager **Janet Sørensen**,  
*Shell (CHINA/DK)*  
Head of Contract & Commercial Management, **Rasmus Tønnies**,  
*Rambøll Management Consulting (DK)*  
CEO **Magnus Steen**, *Contract Business Intelligence Nordic AB (SE)*

16.45 **CLOSING REMARKS**

17.00 **END OF CONFERENCE**

## REGISTRATION & VENUE

### WHERE

Charlottehaven, Hjørringgade 12C, DK-2100 København Ø, Phone +45 3527 1500

### WHEN

Monday 2 October and Tuesday 3 October 2017

### WHAT

2-day conference - registration fee includes conference material, refreshments and lunch on both days. Accommodation is NOT included.

### PRICE

Registration	Before 7 September 2017	From 7 September 2017
Conference:	10.995,- DKK	11.995,- DKK
Drinks & Dinner:	495,- DKK	495,- DKK

All fees are subject to VAT.

### HOW

Registration on [info@relevent.dk](mailto:info@relevent.dk) – questions at +45 28305445 or +45 41951429.

Cancellations must be in writing on [info@relevent.dk](mailto:info@relevent.dk) and will be subject to a cancellation fee.

Cancellation fees before 18 September 2017 - 10% of registration fee.

Cancellation fees before 28 September, 2017 - 50% of registration fee.

Cancellation fees from 28 September, 2017 – no refund, thus 100% of registration fee.

To avoid cancellation fees – you may transfer your registration to a colleague.  
Please inform Relevent prior to the conference on [info@relevent.dk](mailto:info@relevent.dk)