



7th Annual  
**CONTRACT MANAGEMENT**  
**SUMMIT 2017**

www.contract-management.co.za

**Bespoke**

3 & 4 October 2017  
 The Capital Empire,  
 Sandton, South Africa

**Seminar Day 1 – Tuesday, 3 October 2017**

**Reducing risk and enhancing value through smart contracting**

Times	Topic	Presenter
08h00 – 08h30	Registration	
08h30 – 08h45	Welcome and Opening	Andrew Hillman, CEO, <b>Bespoke Group</b>
08h45 – 09h15	Keynote Address: Reducing risk and enhancing value through smart contracting	Jim Bergman, Vice President APAC & MEA, <b>IACCM</b>
09h15 – 10h15	Driving capital efficiency through agile contracting	Coenraad Snyman, CEO, <b>Coen Snyman International</b>
10h15 – 10h30	Tea / Coffee	
10h30 – 11h30	Automation of contract management process – the present and the future?	Olakunle Olusanya, General Counsel & Company Secretary, <b>Fan Milk Nigeria (Danone Group)</b>
11h30 – 12h30	Contracting in public procurement – KZN Provincial Government Case Study	Shamala Rajah, Contract Management SME, <b>KZN Provincial Government</b>
12h30 – 13h30	Lunch	
13h30 – 14h30	The contracting team - people, process & technology	Fanele Sicwetsha, Contract & Commercial Management Specialist, <b>Independent Contracting Consultant</b>
14h30 – 15h30	Comic Contracts – a novel approach to contract clarity and accessibility	Robert de Rooy, Attorney at Law, <b>De Rooy Attorneys</b>
15h30 – 15h45	Tea / Coffee	
15h45 – 16h45	Smart Contracting for the 21 <sup>st</sup> Century business	<b>Panel of experts, thought leaders and specialists</b>
16h45 – 17h00	Final Words and Close	Andrew Hillman, Managing Director, <b>Bespoke</b>

**Workshop Day 2 – Wednesday, 4 October 2017**

**The top 10 pitfalls to avoid in contracting**

Times	Topic	Facilitator
08h00 – 08h30	Registration	<p><b>Jim Bergman</b> Vice President APAC &amp; MEA IACCM</p>
08h30 – 09h00	Introduction to the ten top pitfalls to avoid in contracting – the research	
09h00 – 09h30	Pitfall 1: Lack of clear scope and goals	
09h30 – 10h15	Pitfall 2: Involving commercial team too late	
10h15 – 10h30	Tea / Coffee	
10h30 – 11h00	Pitfall 3: Lack of stakeholder engagement	
11h00 – 11h30	Pitfall 4: Protracted negotiations	
11h30 – 12h00	Pitfall 5: Limiting negotiations focus to risk allocation	
12h00 – 13h00	Lunch	
13h00 – 13h30	Pitfall 6: Lack of flexibility in relationships	
13h30 – 14h00	Pitfall 7: Contracts that are difficult to use and understand	
14h00 – 14h30	Pitfall 8: poor handover to implementation	
14h30 – 15h00	Pitfall 9: limited use of contract technology	
15h00 – 15h15	Tea / Coffee	
15h15 – 15h45	Pitfall 10: weak post-award process governance	
15h45 – 16h15	Case Study	
16h15 – 16h30	Wrap up & Close	