

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, Bespoke Group
08h45 – 09h15	Keynote Address: Reducing risk and enhancing value through smart contracting	Jim Bergman, Vice President APAC & MEA, IACCM
09h15 – 10h15	Legal liquidity in the world of digital transformation	Adv. Candice Govender, Head of Legal, SAP
10h15 – 10h30	Tea / Coffee	
10h30 – 11h30	Automation of contract management process – te present and the future?	Olakunle Olusanya, General Counsel & Company Secretary, Fan Milk Nigeria (Danone Group)
11h30 – 12h30	Contracting in public procurement – KZN Provincial Government Case Study	Shamala Rajah, Contract Management SME, KZN Provincial Government
12h30 – 13h30	Lunch	
13h30 – 14h30	The contracting team - people, process & technology – Telkom case study	Fanele Sicwetsha, Manager: Contract & Commercial Management, Telkom Limited
14h30 – 15h30	Driving capital efficiency through agile contracting	Coenraad Snyman, CEO, Coen Snyman International
15h30 – 15h45	Tea / Coffee	
15h45 – 16h45	Comic Contracts – a novel approach to contract clarity and accessibility	Robert de Rooy, Attorney at Law, De Rooy Attorneys
16h45 – 17h00	Final Words and Close	Andrew Hillman, Managing Director, Bespoke

Workshop Day 2 – Wednesday, 4 October 2017

The top 10 pitfalls to avoid in contracting

Times	Topic	Facilitator
08h00 – 08h30	Registration	<p>Jim Bergman Vice President APAC & 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	