

9th annual
CONTRACT MANAGEMENT SUMMIT 2019
www.contract-management.co.za
 29 & 30 October 2019 | Radisson Blu Sandton, Johannesburg, South Africa

Bespoke

Seminar Day 1 – Tuesday, 27 August 2019
Economics of contracts - shaping the future of contracting

Times	Topic	Presenter
08h00 – 08h30	Registration	
08h30 – 09h00	Welcome and Opening	Andrew Hillman, Group CEO, Bespoke Group Africa
09h00 – 09h30	Commencement Address: The law of contracts – rights and responsibilities	Advocate Fezeka Magano, Deputy Chairperson, Black Lawyers Association
09h30 – 10h30	Keynote Address: Economics of contracts – shaping the future of contracting	Dr Len Mortimer, Senior Lecturer, University of Stellenbosch
10h30 – 11h00	Tea / Coffee Break	
11h00 – 12h00	Executing the contract - stakeholder engagement, kick-off and implementation	Fanele Sicwetsha, Manager: IT Contracts Barloworld Logistics
12h00 – 13h00	Managing the contract - monitoring performance, controlling change, managing relationships	Olakunle Olusanya, Company Secretary & Legal Advisor Fan Milk Nigeria (Danone & Abraaj JV)
13h00 – 13h45	Lunch	
13h45 – 14h45	Digital contract management solutions - services, adoption and challenges	Nettie Kader, Principal Associate, Bespoke CfSD Group
14h45 – 15h45	Unpacking modern day challenges and solutions facing contract professionals	Celani Ndlovu, Category Manager, Anglo American
15h45 – 15h30	Tea / Coffee Break	
15h30 – 16h30	Smart contracts - a straightforward process requiring no additional intervention	Seshree Govender, Senior Associate, Webber Wentzel
16h30 – 16h45	Final Words and Close	Andrew Hillman, CEO, Bespoke Group Africa

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Workshop Day 2 – Wednesday, 28 August 2019
Negotiating smartly throughout the contract lifecycle

Times	Topic	Facilitator
08h00 – 08h30	Registration	<p>Angela Obree Principal Associate Bespoke CfSD Group</p>
08h30 – 09h30	Introduction to contract lifecycle management and negotiation concepts	
09h30 – 10h15	Reaching agreement on requirements, sourcing options and evaluation criteria	
10h15 – 10h45	Tea / Coffee	
10h45 – 11h45	Debate meaningful SoWs, KPIs and SLAs with stakeholders	
11h45 – 12h30	Managing the tendering and/or RFP process and awarding the contract – using the right dialogue	
12h30 – 13h30	Lunch	
13h30 – 14h30	Negotiating the contract with the third party – “battle of the forms”	
14h30 – 15h30	Obtaining buy-in for contract implementation – effective stakeholder and change management	
15h30 – 15h45	Tea / Coffee	
15h45 – 16h15	Contract close-out – exchanging information and making trade offs	
16h16 - 16h30	Wrap up and close	