

## Programme

- denotes session level to be basic
- denotes session level to be intermediate
- denotes session level to be advanced

Track 1:      Lead Yourself  
Track 2:      Lead the Law  
Track 3:      Lead the Business

*The programme consists of regular sessions and 'Lead Labs'. A Lead Lab is a small and interactive session, facilitated by experts allowing you to focus on an area of personal development, operations or the law in a small group of your peers. Places for each Lead Lab will be limited. Early sign up is recommended to secure your place.*

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### **Sunday 7 May**

**1500 – 1900**      **Registration**  
Lobby level

**1730 – 1900**      **Exhibition**  
Galeria level

**1730 – 1900**      **Welcome reception**  
Exhibition hall, Galeria level

*Sponsored by BrookStreet des Roches LLP*

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### **Monday 8 May**

**0730 – 0845**      **Delegate breakfast**  
Exhibition hall, Galeria level

**0730 – 1800**      **Registration**  
Lobby level

**0730 – 1800**      **Exhibition**  
Galeria level

**0800 – 0830**      **General Assembly – Open only to ACC Europe members**  
Sala III, Galeria level

## 0900 – 1015      Opening plenary



### 101    **What does it mean to lead?**

Sala I, Galeria level

This panel seeks to challenge the pre-conception that the only way to lead is to be the General Counsel. Leadership is often misconstrued as simply aiming for that top position. We will explore the concept of what it means to lead. Leadership has many facets and each is equally important. Can you lead through your thought, by being the expert in a particular area? Can you lead a team as a manager through your people management skills? Or can you lead the business through your understanding and savvy of operations and what makes the business run smoothly?

*Speakers:*

**Susie Flook**, Group General Counsel, The Body Shop International PLC

**Iohann Le Frapper**, General Counsel & Chief Legal Officer, Chetwode

**Brian Martin**, General Counsel & Senior Vice President, Juniper Networks

*Facilitator:*

**Paul Gilbert**, Chief Executive, LBC Wise Counsel

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## 1015 – 1045 **Networking break**

Exhibition hall, Galeria level

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## 1015 – 1700 **Head shots**

Exhibition hall, Galeria level

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## 1045 – 1215 **Concurrent sessions**



Track: Lead Yourself

### 102    **“Cultural I” - Emotional and ethical intelligence in international negotiations**

Sala I, Galeria level

Cultural intelligence is key to the success of today's cross culture, cross border, cross organisation worker. Cultural intelligence – or the ability to create an impact across different cultures - is much more complex than just working across boundaries. This session will explore the various ways in which international cultural differences can impact when working in a cross border environment.

*Speaker:*

**Keith Warburton**, CEO, Think Global Growth & CEO, Global Business Culture



Track: Lead the Law

### **103 After Schrems - Data protection and the new EU Data Privacy Shield**

Sala III, Galeria level

This session will look at the impact of the EU Data Privacy Shield that was agreed during the year, and in particular the comments of the EU Data Protection Commissioner on the feasibility of other data transfer mechanisms (e.g. binding contractual rules).

*Sponsor: Cordery*

*Speakers:*

**Jonathan Armstrong**, Partner, Cordery

**Ilias Chantzos**, Senior Director Government Affairs EMEA & APJ, Global CIP & Privacy Advisor, Symantec

**Christopher Docksey**, Director, European Data Protection Supervisor

**Morten Wind Lindegaard**, Attorney at Law, Group Vice President, ISS World Services A/S



Track: Lead the Business

### **104 Lead Lab: Moving along the legal operations maturity curve**

Sala VII, Galeria level

*Note: This Lead Lab is limited to 15 delegates from the in-house community.*

With pressure on to deliver legal services ever faster, better and cheaper, many legal departments are establishing a legal operations function. If you are charged with spearheading initiatives to run the legal department like a business, join peers to discuss approaches to improving resource allocation, spend management, use of technology, and the role of metrics and dashboards in informing decision making and demonstrating the value delivered by the legal department.

*Speakers:*

**Ana Valdivieso**, Vice President & Associate General Counsel South Europe, HPE

*Facilitator:*

**Alex Morrall**, International Membership Consultant, Association of Corporate Counsel



Track: Lead Yourself

### **105 1045 – 1115 Lead Lab: LinkedIn session I**

Sala VI, Galeria level

*Repeated at 1145, 1345 and 1430*

*Note: This Lead Lab is limited to 15 delegates from the in-house community.*

Are you sure that your LinkedIn profile puts you on a higher competitive level versus other in-house lawyers? What are the critical points that make you stand out in the crowd of corporate counsel? What are recruiters and employers looking for? Bring your LinkedIn profile printouts or have this to hand on your mobile phone or tablet and you will get useful information on how it can be improved.

*Speaker:*

**Michelle Carvill**, Founder, Carvill Creative



Track: Lead Yourself

**106 1145 – 1215 Lead Lab: LinkedIn session II**

Sala VI, Galeria level

*Repeated session, for session summary see session 105*

*Note: This Lead Lab is limited to 15 delegates from the in-house community.*

*Speaker:*

**Michelle Carvill**, Founder, Carvill Creative

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**1215 – 1345 Lunch break**

Exhibition hall, Galeria level

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**1345 – 1515 Concurrent sessions**



Track: Lead Yourself

**107 Inspired careers: Multiple career options and the skills and knowledge required to advance your career**

Sala I, Galeria level

Some years ago the role of an in-house counsel was typically narrow in scope and often clients didn't fully appreciate the value provided to them.

Increasingly in-house counsel now have extremely diverse and interesting career options. What are these options? Hear inspiring career stories and learn how to put yourself in a position to get, and succeed at, different roles.

What new skills, knowledge and experience will be important for in-house lawyers to advance their careers now and in the future?

*Speakers:*

**Hans Albers**, Chief of Staff & Head of Legal Operations, Juniper Networks International BV

**Peter Connor**, Founder & CEO, Alternatively Legal



Track: Lead the Law

### **108 Drafting clearer contracts**

Sala III, Galeria level

Would you like to minimise the risks inherent in often “dysfunctional” standard contract language as well as learn how technology can streamline the contract process? This is your session.

*Sponsor: SCAI Swiss Chambers’ Arbitration Institution*

*Speakers:*

**Kenneth A. Adams**, President, Adams Contracts Consulting LLC

**Caroline Ming**, Executive Director & General Counsel, SCAI Swiss Chambers’ Arbitration Institution



Track: Lead the Business

### **109 Leading dispersed and virtual teams**

Sala II, Galeria level

We all increasingly have to manage relationships with colleagues across the globe and across functions, for instance in project teams. What tools and best practices are really effective when managing or working with a virtual/diverse team?

*Sponsor: K&L Gates*

*Speakers:*

**Cecile Boyer**, Group General Counsel, SCOR

**Craig W. Budner**, Global Integration & Strategic Growth Partner, K&L Gates

**Leif Frykman**, General Counsel (Interim), Fingerprint Cards AB

**Hannes Meckel**, General Counsel Global Operations & Legal Shared Services Leader, GE



Track: Lead Yourself

### **110 1345 – 1415 Lead Lab: LinkedIn session III**

Sala VI, Galeria level

*Repeated session, for session summary see session 105*

*Note: This Lead Lab is limited to 15 delegates from the in-house community.*

*Speaker:*

**Michelle Carvill**, Founder, Carvill Creative



Track: Lead Yourself

### **111 1430 – 1500 Lead Lab: LinkedIn session IV**

Sala VI, Galeria level

*Repeated session, for session summary see session 105*

*Note: This Lead Lab is limited to 15 delegates from the in-house community.*

*Speaker:*  
**Michelle Carvill**, Founder, Carvill Creative

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**1515 – 1545 Networking break**  
Exhibition hall, Galeria level

**1545 – 1700 Concurrent sessions**



Track: Lead Yourself

**112 Agile leadership**  
Sala I, Galeria level

Agility is vital in today's workforce and ensuring organisations remain competitive and sustainable in an ever-changing world. This session will explore the power of personal agility with a focus on the various elements of agility to enable us as individuals, teams and as organisations to maintain optimal performance. The session will also look at the diversity of leadership styles, including tips and techniques on creating a culture of resilience.

*Speaker:*  
**Adrian Mitchell**, People Development Specialist, Juniper Networks



Track: Lead the Law

**113 Competition law**  
Sala III, Galeria level

This session will present an overview of significant legal and policy developments in EU competition law over the last year, the latest trends in competition litigation and what it means for you in practice.

*Sponsor:* *RPC*

*Speakers:*  
**Margarita Fernandez Alvarez-Labrador**, Senior Counsel, Sky Italia  
**Fred Houwen**, Project Director, Competition and Markets Authority  
**Lambros Kilaniotis**, Partner, RPC  
**Paolo Palmigiano**, General Counsel & Chief Compliance Officer, EMEA, Sumitomo Electric Industries Ltd.



Track: Lead the Business

**114 Speed to contract**  
Sala II, Galeria level

What would your CFO say if you said that the legal department could help reach the company targets for this year? Getting contracts signed faster means greater speed to market, and freeing up valuable resource sooner. This session will explore the ways in which speeding up your contracting workflow can help you add real value to the bottom line.

*Sponsor:* *Icertis*

*Speakers:*

**Kirsten Bubert**, Head of GSE Legal, Atos International Germany GmbH

**Richard Given**, General Counsel, 10x Future Technologies Limited

**Michael Kuhlmann**, Senior Counsel Commercial, Europe & AFMEI,  
LyondellBasell

**Martin Mohr**, VP Sales, GM EMEA bei, Icertis

*Facilitator:*

**David Gribble**, Senior Commercial Lawyer, BT plc



Track: Lead the Business

**115 Lead Lab: Small legal department, maximum efficiency**

Sala VI, Galeria level

*Note: This Lead Lab is limited to 30 delegates.*

You've seen the slick demonstration of the software, and it does look good. It could solve your contract management/efficiency issue. But the price tag is prohibitive - for you, at least. Your department is less than ten people, and the company would not invest that sort of money. Is there anything you can do with less? Our speakers share their experience in trying to modernise their operations without big budgets.

*Sponsor: RPC*

*Speakers:*

**Bruce Macmillan**, Director, RPC Centre for Legal Leadership

**Margo Rachat-Nielsen**, Financial Regulation Officer, Dong Energy

**Joss Saunders**, General Counsel, Oxfam

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**1715 – 1800 Make the most of your ACC membership – session open to all delegates**

Sala XV, Lobby level

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**1900 – 2230 Conference dinner**

Conference Dinner at the Palacio Estoril Hotel. Coaches will depart from and return to the following hotels:

- Cascais Miragem Hotel: 1815 (with a last coach at 1850 for those delegates who attend the session 'Make the most of your ACC membership')
- Intercontinental Estoril Hotel: 1830

This is a pre-registered event and places are limited. If you have not already reserved your place, please check for availability at the Registration Desk by 1030 on Monday 8 May.

Dress code: Business suit

*Sponsored by Lex Mundi*

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**Tuesday 9 May**

**0745 – 0845**                      **Delegate breakfast**  
Exhibition hall, Galeria level

**0745 – 1530**                      **Registration**  
Lobby level

**0745 – 1400**                      **Exhibition**  
Galeria level

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**0900 – 1030**                      **Concurrent sessions**



Track: Lead Yourself

**116 Making lasting impressions**  
Sala I, Galeria level

This session will focus on finding your individual strength and being your authentic self to make lasting impressions in a fast changing environment. What is personal branding? How do you define your personal brand? Develop a strategy for managing your authentic self; explore best practices on “Brand Me”.

*Speaker:*

**Sonia Bate**, Managing Director, EDIT Development



Track: Lead the Law

**117 The new digital normal: Legal issues in the borderless world**  
Sala II, Galeria level

This session will look at a range of topics such as the new cyber security directive, the impact of technologies such as the Internet of things and virtual currencies, and the new electronic signatures.

*Sponsor:*     *Bird & Bird LLP*

*Speakers:*

**Roberto Camilli**, Partner, Bird & Bird LLP

**Orijit Das**, Group General Counsel & Corporate Senior Vice President, WNS Global Services

**Jyoti Pakrasi**, Associate General Counsel, BearingPoint

**Dan Puterbaugh**, Director & Associate General Counsel, Adobe Systems



Track: Lead the Business

**118 0900 – 1015 Lead Lab: LPO market**  
Sala VII, Galeria level

*Note: This Lead Lab is limited to 30 delegates.*



What can LPOs really do for you, and how can you use them most effectively? This session will focus on some concrete examples of where LPOs can help you get things done, focusing on specific tasks.

*Sponsor: Thomson Reuters*

*Speakers:*

**Maniti Barot**, Director, Legal Solutions, Thomson Reuters

**Jeremy Barton**, Partner & General Counsel, KPMG

**My-Hué Tan**, Legal Director, Industrial Sector Europe Middle East Africa (EMEA), Eaton

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Track: Lead the Law

**119 Lead Lab: “What could possibly go wrong? We have a compliance system in place.”**

Sala VI, Galeria level

*Note: This Lead Lab is limited to 30 delegates.*

Participants will take part in a crisis management workshop whereby their company is faced with a compliance dilemma and will have to provide input/responses for the board. The dilemma will deal with issues such as competition, corruption (fraud/bribery) and other core governance requirements in a risk-based compliance programme. This best practice exercise will emphasise how to work effectively cross functionally and globally. Participants will learn how to enable a robust corporate compliance programme while reducing their company’s risk.

*Sponsor: EY*

*Speakers:*

**Pedro Cunha**, Partner, Fraud Investigation & Dispute Services, EY (Portugal)

**Tom Fairley**, Managing Counsel, ARM

**Stacey van Hooven**, Vice President & General Counsel, Legal Services, SCA GmbH

**April Oliver**, Vice President & Associate General Counsel, Global Ethics & Integrity, Salesforce

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Track: Lead the Business

**120 What does a CEO/COO/CFO expect from the legal team?**

Sala III, Galeria level

When was the last time the GC of your company had a clear and comprehensive discussion with the C-suite on what they expect from Legal? In this session, we share what expectations the “internal clients” have from Legal.

*Sponsor: McDermott, Will & Emery*

*Speakers:*

**Mike Dillon**, General Counsel, Adobe Systems, Inc.

**Alexis Werl**, Partner, McDermott Will & Emery

**Cristina Campos**, CPO Head, Country President, Novartis

*Facilitator:*

**Maria Pernas**, Senior Vice President, Group General Counsel – Operations, Atos

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**1030 – 1100**

**Networking break**

Exhibition hall, Galeria level

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**1100 – 1230**

**Concurrent sessions**



Track: Lead Yourself

**121 Run your law department like a business owner**

Sala I, Galeria level

You are great at the practice of law but have you ever considered the business of law? What is it required in order to run your legal department like a business unit? How do you market your services and demonstrate your value? Tips from the experts on how to develop your business and marketing plan.

*Speakers:*

**María J. González-Espejo**, Expert on Management of professional service firms & international marketing & communications

**Bertil Majer**, EMEA General Counsel & Vice President Global Field Operations, SAP EMEA

**Tonio Bahner**, Vice President Legal, Aleris



Track: Lead the Law

**122 Lead Lab: Litigation strategies for in-house lawyers**

Sala VII, Galeria level

*Note: This Lead Lab is limited to 20 delegates.*

This session will consider the evolving role of the Court of Justice of the European Union vis-à-vis national law and how in-house lawyers can tailor their litigation strategies for successful outcomes. The session will also examine alternative litigation strategies, such as forum shopping strategies and declaratory judgments.

*Sponsor: Bird & Bird LLP*

*Speakers:*

**Carlo Ciccarelli**, Head of Group Litigations and Dispute Resolution, Atos

**Peter Knight**, Partner UK, Bird & Bird LLP

**Javier Ramirez**, Vice President & Associate General Counsel, HP Inc.  
**Neil Stewart**, Director & Associate General Counsel, Litigation Global Regions, HPE

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Track: Lead the Business

**123 Technology roundup 2017: get your buzzwords here!**

Sala II, Galeria level

Data management software, online marketplace, social media, blockchain, big data: are you struggling to keep up? Are you on top of the latest buzzwords, and what technology is really helpful? This session will attempt to clarify concepts, offer guidance, and separate reality from vapourware.

*Speakers:*

**James Bellerjeau**, General Counsel & Secretary, Mettler-Toledo International Inc

**Elmar Büth**, General Counsel Supply Chain EMEA, 3M

**Anthony Kenny**, Assistant General Counsel Corporate & CBS, GSK

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Track: Lead Yourself

**124 1100-1200 Lead Lab: 8 Minute mentoring**

Sala III, Galeria level

*Note: This Lead Lab is limited to 12 mentors and 15 mentees.*

Modelled after speed dating, 8-minute mentoring is a relatively new concept that focuses on quick-hit information, time-efficient networking and the methodical pursuit of a mentor. This session provides a structured method for accomplished in-house counsel and rising stars to seek out their own mentoring relationships during a fast-paced session.

*Facilitator:*

**Katerina Galanopoulou**, Legal & Compliance Counsel, SAP Greece Cyprus & Malta

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Track: Lead the Law

**125 Introduction to international tax issues – What in-house lawyers need to know**

Sala XV, Lobby level

Recent international tax recommendations by the Organisation for Economic Co-operation and Development (OECD) and endorsed by the G20 have seen the introduction of new compliance obligations, new domestic laws, changes to tax treaties, and increased cooperation between tax authorities. In-house counsel need to have a working knowledge of these developments so that their advice can be framed in the context of any tax implications and the potential for reputational risk. This session will help you understand relevant international tax concepts such as BEPS and transfer pricing, and enable you to identify potential tax issues for advising on your company's international operations.

*Sponsor: Lex Mundi*

*Speakers:*

**Sara Biro**, Senior Legal Counsel (interim), Seadrill Limited

**John Lowe**, Arbitrator, Legal and Compliance Advisor, Lowe Arbitration

**Raphaël Sergi**, Associate General Counsel, Head of Corporate Transactions, Integrations & International Governance, HP

**Francisco de Sousa da Câmara**, Partner, Morais Leitão, Galvão Teles, Soares da Silva & Associados – Lex Mundi member firm for Portugal

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**1230 – 1400**

**Lunch break - announcement of sponsor prize draw winners at 1330**

Exhibition hall, Galeria level

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**1400 – 1530**

**Concurrent sessions**



Track: Lead Yourself

**126 Talk like Ted 2**

Sala I, Galeria level

You have great ideas on how to be the strategic business partner. Yet, you are still working on that power point presentation. How do you inspire and convince your stakeholders (your colleagues within the legal department, the senior management team, the Board of Directors) that your case has merit? If you do not know the most effective way to do that, then this session is for you: it will teach you the best presentation techniques to help you craft impactful messages and genuinely engage your audience.

*Speaker:*

**Steve Leroy**, Senior Vice President, Public Policy & Regulatory Affairs, Discovery Communications



Track: Lead the Law

**127 The European Union project: The in-house lawyer's perspective**

Sala II, Galeria level

This session will look at the matters that in-house lawyers need to be aware of and continue to monitor, in light of the exit of Britain and challenges to unity under the law within Europe.

*Sponsor: Fieldfisher*

*Speakers:*

**Nick Holland**, Partner, Fieldfisher

**Dearbhail McDonald**, Group Business Editor, Independent News and Media (INM plc)

**Michael Schweiger**, Head, I&TS Legal, Continental Europe & Channel Islands, Royal Bank of Canada

**Liz Walker**, General Counsel, BT Global Services



Track: Lead the Business

**128 Artificial intelligence**

Sala III, Galeria level

“Hal, please increase the limit of liability.” “I’m afraid I can’t do that, Dave.” Is that the future? What are we to make of the claims that a lot of us are going to be made obsolete by... algorithms? This session will look, without the journalistic hype, at the current status of advances in this field.

*Sponsor: Littler Global*

*Speakers:*

**Carmelo Fontana**, Senior Regional Counsel, Google

**Mafalda Mascarenhas Garcia**, Senior Lawyer IBM Portugal, Litigation Lead Lawyer SPGI, Head Legal IBM Deutschland Kreditbank GmbH, Branch in Portugal  
**Natalie A. Pierce**, Co-Chair, Robotics, AI and Automation Industry Group, Shareholder, Littler Global

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Programme and speakers are subject to change without notice.

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ACC Europe wishes to thank the 2017 Annual Conference Advisory Board for their thought leadership, creativity and hard work in developing this programme:

Chair:

**Claire Debney**, Director of Legal Strategy, Shire plc

Track leaders:

**Patrick Ambrose**, Chief Legal Officer, DLL Ireland

**Alessandro Galtieri**, Vice President, Corporate Law, Colt Group Ltd

**Jasprit Sahnsi**, Senior Legal Counsel, Gategroup

Deputy track leaders:

**Matthew Benz**, Senior Counsel, Altisource Portfolio Solutions

**Katerina Galanopoulou**, Legal & Compliance Counsel, SAP Greece Cyprus & Malta

**David Gribble**, Senior Commercial Lawyer, BT plc

**Margo Rachat-Nielsen**, Financial Regulation Officer, Dong Energy