TMC LEGAL SUMMIT: LEGAL SUPPORT TO DRIVE OPERATIONAL EFFICIENCIES

Agenda

8:30 – 9:00 **Coffee and registration**

9:00 **Introduction to summit**

Matthew Glynn, Partner, Head of TMC Group, Middle East, South Asia and Africa ("MESA Region")

Key Note Address

9:15 **Using Outsourcing and Managed Services to drive opex efficiency in your organisation**

- The case for outsourcing and managed services

- How to use outsourcing and managed services to drive opex efficiency

- Most common mistakes made on outsourcing/managed services deals

- 5 steps to ensure a win-win outsourcing/managed services programme

Matthew Glynn, Partner, Head of TMC Group, MESA Region

Hinal Patel, Partner, Head of Technology and Sourcing, TMC Group, MESA Region

10:00 **Panel discussion: Outsourcing and Managed Services**

This panel will include a range of outsourcing and managed services

experts in a moderated discussion around:

- The importance of the SLA/KPI regime

- Whether customers should nail suppliers down

- Whether a harsh contract allows outsourcing/managed services benefits to be fully realised?

- How to use outsourcing and managed services to drive efficiency

- Q&A from the audience

10:30 – 11:00   **Coffee Break and Networking**

11:00   **Intellectual Property – hidden revenues for your business?**

- IP protection in the digital age

- How to manage your portfolio efficiently

- How to effectively commercialise your IP

- Acquiring IP assets – due dilligence best practice

- Enforcement of IP rights in the UAE

Joycia Young, Partner, Head of Intellectual Property, TMC Group, MESA Region

11:45   **Panel discussion: Intellectual Property – hidden revenues**

This panel will include a range of IP experts, including members from UAE IP enforcement authorities, in a moderated discussion around:

- Registration and protection of IP in the UAE

- Enforcing IP rights in the UAE

- Co-ordination across the GCC

- Q&A from the audience

12:15 **Structuring Joint Ventures for success**

- Issues to consider when entering into a joint venture

- How to choose the optimal joint venture agreement/structure

- Tips for negotiating a joint venture

Simon Bryan, Partner, TMC Group, MESA Region

1:00 – 2:00 Lunch and Networking

2:00 **Secrets to Sourcing Success: techniques to drive efficiency and quality gains in procurement**

- Best practice procurement is a must not an option

- Choosing the right methodology for your procurement

- Most common procurement mistakes and how to avoid them

- Sourcing trends, the good the bad and the ugly

Lenka Glynn, Legal Director, TMC Group, MESA Region

Paul Allen, Senior Legal Consultant, TMC Group, MESA Region

2:45 **Panel discussion: best practice procurement**

This panel will include a range of procurement experts (buy and supply side) in a moderated discussion around:

- Supply and buyer side perspective on procurement challenges

- Best practice for procurement

- Global procurement arrangements verses localised procurement arrangements

- Procurement challenges unique to the UAE

- Q&A from the audience

3:15 – 3:30 Coffee Break and Networking

3:30 **Demonstration of award winning legal technology – UAE Legislation Library**

Rebecca Kelly, Senior Legal Consultant, DLA Piper Middle East

3:50 **Efficient use of your legal spend**

- Best practice methods for instructing your external counsel

- Cost saving techniques

- Common areas of unnecessary expenditure

- DLA Piper Legal Audit

Matthew Glynn, Partner, Head of TMC Group, MESA Region

4:35   **Panel – Best practice in using external lawyers**

This panel will include heads of legal from a range of leading organisation in a moderated discussion around:

- How has the global financial crisis impacted the ability to use external counsel

- What do in-house lawyers really want from external counsel

- Is the billable hour really the right way going forward

- What can external lawyers do to increase service delivery

- Q&A from the audience

5:05   **Closing thoughts**

Matthew Glynn, Partner, Head of TMC Group, MESA Region