

INTERNATIONAL ASSOCIATION OF CONTRACT AND COMMERCIAL MANAGEMENT (IACCM) AND EMPTORIS TO PRESENT EDUCATIONAL SESSIONS ACROSS EUROPE ON CONTRACT MANAGEMENT EXCELLENCE

London, UK – (June 24, 2009) – The International *Association of Contract and Commercial Management (IACCM)* and *Emptoris*, a global leader in providing supply and contract management solutions, announced a series of educational sessions taking place across Europe on Contract Management Excellence. *IBM* is also a sponsor of the IACCM contract management best practices series. The sessions will explore the role of contracting within the organization, why contracting has become more complex and important, and using IACCM research and selected case studies will examine trends and best practices in contract management. Sessions are currently scheduled for [Brussels, Belgium on Friday, June 26th](#); [Zurich, Switzerland on Tuesday, June 30th](#); and London, UK.

The [Zurich sessions](#) will include presentations on “Contract Trends & Projections” by Tim Cummins, CEO of IACCM; “Roadmap to Contract Management Excellence” by **Dr. Armin Ploetz of IBM Switzerland**; “Issues and Challenges in Contracting and Relationship Management” by Peter Connor, EMEA General Council, Citrix; and “Achieving More with Less: The Role of Automation in Reducing Contract Risks and Delays” by John Webster, Product Marketing Director, EMEA with Emptoris.

The [Brussels sessions](#) will include presentations on “The challenges of contract management in a broader perspective” by **Tom Ashton, Contract & Negotiation, IBM Netherlands**; “Changing Skill Requirements” by Guy Mat, Chief Procurement Officer, Belgacom; “Contract Management in Procurement” by Veronique Rupp, Global Business Services, Benelux Procurement Lead, IBM Netherlands; as well as the “Achieving More with Less: The Role of Automation in Reducing Contract Risks and Delays” presentation by John Webster, Product Marketing Director, EMEA with Emptoris.

“Recent independent research has shown that public and private sector organizations are looking at introducing more visibility, control and compliance into their contracting processes as a key enabler of cost management, cash generation, revenue protection and risk reduction initiatives, all of which are critically important in today’s economic climate,” said John Webster, Product Marketing Director for Emptoris. “The strong interest and number of registrants to these seminars is representative of such a focus.”

For further information on the award-winning Emptoris Contract Management solution or additional educational sessions, visit www.emptoris.com. Registration for the sessions is also available on: <http://www.iaccm.com/eventdetails.php?eventid=487>.

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For further information, contact:

Dan Cahill
+1-917-617-0106
dcahill@roaringpr.com