

nextGEN CAIRO

SECOND DAY AGENDA

BUILD → PROTECT → CONNECT → OPTIMISE → INTELLIGENCE → EXECUTE

FROM STRATEGY TO EXECUTION

What do procurements do when everything matters?

MONDAY 7 DECEMBER 2026

CAIRO
DUBAI

nextGEN

PROCUREMENT
SUMMIT '26

Coffee. Connections. Conversations that matter.

Outdoor area opens for networking, coffee and expo access before the official welcome.

9:30 AM | OPENING

EGYPT'S NEXT PROCUREMENT CHAPTER

Opening word by a representative from the government body (TBC), followed by the stage host welcome.



Yasser Shaker

Stage Host for Cairo

THEME OF THE DAY

Build stronger foundations. Protect value. Create better partnerships. Use intelligence wisely. Turn strategy into execution.

A sharper agenda narrative

A full day built around practical insight, candid debate and audience interaction — not another procurement lecture.

8:30	WELCOME	Coffee, networking & expo access
9:30	OPENING	Egypt's Next Procurement Chapter
10:00	BUILD	Build it Before it Breaks
11:10	PROTECT	Who owns the risk?
12:10	CONNECT	Partner — But Don't Become Dependent
12:15	LUNCH	Networking lunch / coffee breaks
1:15	OPTMISE	90 Days to Move the Needle
2:30	BREAK	The Question Drum
2:45	INTELLIGENCE	Buying Agentic AI
3:30	INTELLIGENCE	No One Size Fits All supply chain
4:00	BREAK	Reset • Refresh • Get Ready to Challenge the Room
4:15	EXCUTE	No Slides – No Scripts – Your Questions
5:15	PULSE	The NextGen Close

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

BUILD IT BEFORE IT BREAKS

Contracts That Protect Without Limiting Delivery

Every contract looks good on signing day. The real test comes when prices move, timelines slip, conditions change, and relationships come under pressure. From a judge's and arbitrator's perspective: what should procurement get right before disagreement becomes a dispute?

- BEFORE THE SIGNATURE — Which risks should procurement never leave ambiguous?
- WHEN REALITY CHANGES — How much flexibility should good contracts contain?
- BEFORE THE DISPUTE — What separates a commercial disagreement from a project crisis?

KILLER QUESTION

What makes a contract survive when reality no longer matches the assumptions it was built on?

KEYNOTE SPEAKER



Dr Nedal El-Nazer

Vice President of the Egyptian Court of Cassation.
Accredited Arbitrator at the Cairo Regional Centre
for International Commercial Arbitration.

Contract Strategy • Dispute Avoidance • Commercial Agility • Project Delivery

Keynote language: Arabic with simultaneous interpretation to English

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

WHO OWN THE RISK?

When the World Changes After the Contract Is Signed

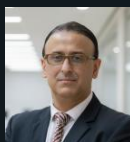
The contract was fair when it was signed. Six months later, the market isn't. Costs move. A trade route is disrupted. Supply disappears. Delivery is at risk. Who absorbs the shock — buyer, supplier, or both?

KILLER QUESTION

When commercial reality changes, who should carry the consequences?

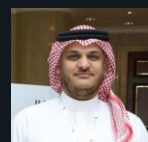
Conversation sparks

- Who should carry the risk?
- How flexible should a contract be, and how agile should we be when conflict happens?
- How do we protect the relationship?



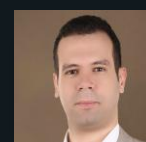
Zyad Khan

The Moderator
Associate Director – Procurement & Contracts, Dubai World Trade Centre, UAE



Monther Shams

Panelist
Procurement & Supply Chain Head at a semi-government entity, KSA



Ahmed Abdellatif

Panelist
Procurement Section Head at EMEC Oil and Gas

TBC

Head of Supply Chain

FMCG

Risk Allocation • Contract Flexibility • Force Majeure • Supply Chain Disruption

Panel language: English with simultaneous interpretation into Arabic

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

PARTNER — BUT DON'T BECOME DEPENDENT

When Does Strategic Partnership Become Strategic Risk?

Procurement wants suppliers to invest, innovate and bring their best people. But the closer the relationship becomes, the harder it can be to maintain competition, alternatives and leverage. Where is the line between partnership and dependency?

KILLER QUESTION

Can your best supplier become your biggest risk?

Conversation sparks

- When does partnership become dependency?
- How much supplier concentration is too much?
- How do we build partnership without losing leverage ?



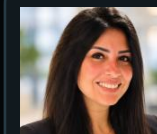
Hossam Tawfik

The Side Chat Moderator
Strategic Procurement & Supply Chain
Leader | Vendor Management | CIPS
Direct Associate | Digital Transformation
| Business Lecturer & Consultant



Mohamed Kamal

CPO • Misr Italia Property, Egypt



Jacqueline Robeil

Procurement Manager at The American
University in Cairo (AUC)

Supplier Partnerships • Supplier Concentration • Strategic Dependency • Resilience

Fireside chat language: Arabic with simultaneous interpretation to English

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

90 DAYS TO MOVE THE NEEDLE

From Reactive Buying to Strategic Procurement

Procurement transformation does not happen through strategy documents alone. It happens when teams change priorities, operating habits and where they spend their time. This workshop turns transformation into a practical 90-day action plan.

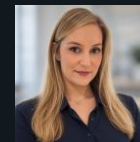
WORKSHOP CHALLENGE

- STOP — What should procurement stop doing?
- SHIFT — Where can resources create more value?
- DELIVER — What measurable result will the business see in 90 days?

KILLER QUESTION

If you had only 90 days to make procurement visibly better, where would you start?

SPEAKER



Freddie Hinkley

Procurement Consultant at Maven Bridge - UK

Procurement Transformation • Strategic Priorities • Value Creation • 90-Day Action Plan

Workshop language: English with simultaneous interpretation to Arabic

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

NETWORKING BREAK

Coffee. Networking. Unscripted value.

Connect, exchange ideas — and put the question you really want answered on the table.

THE QUESTION DRUM

Your Question. Your Voice. Your Summit.

Submit your question during the break. Selected questions go straight to the stage for the EXECUTE Summit Forum — live, unscripted and answered by the speakers.

2:45 PM | RETURN TO MAIN STAGE

BEFORE YOU BUY AGENTIC AI

Who Decides? Who's Accountable? Who Pulls the Plug?

AI that recommends is one thing. AI that acts is another. As autonomous agents begin sourcing, analysing, negotiating and making decisions, procurement inherits a new category of commercial and governance risk.

CONVERSATION SPARKS

- AUTONOMY — How much authority should an agent have?
- ACCOUNTABILITY — Who owns its decisions?
- EXIT — What happens when the model, supplier or technology fails?

KILLER QUESTION

If an AI agent makes the wrong commercial decision, who owns it?

SPEAKER



Bola Soko

Director • Buying 360 Ltd, UK
Public Sector Procurement & AI Governance

AI Governance • Commercial Risk • Human Oversight • Supplier Dependency

Masterclass language: English with simultaneous interpretation to Arabic

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

NO ONE-SIZE-FITS-ALL SUPPLY CHAIN

Build the Model Your Business Actually Needs

The smartest supply chain isn't necessarily the most automated. It's the one designed around the business it serves. This masterclass explores how leaders balance cost, resilience, inventory, visibility, technology and speed.

CONVERSATION SPARKS

- LEAN OR RESILIENT? — How much redundancy is worth paying for?
- CENTRALISE OR EMPOWER? — Where should decisions sit?
- AUTOMATE OR AUGMENT? — Where does technology genuinely improve the model?

KILLER QUESTION

Should every business be chasing the same definition of a 'smart' supply chain?

SPEAKER



Manuel Gunzel

Founder & Managing Consultant • Guenzel Consulting - Germany

AI Governance • Commercial Risk • Human Oversight • Supplier Dependency

Masterclass language: English with simultaneous interpretation to Arabic

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

FINALE • EXCUTE

nextGEN
CAIRO

60 min

4:15 PM

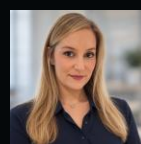
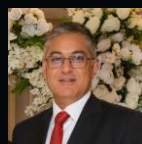
NO SLIDES. NO SCRIPTS. YOUR QUESTIONS.

THE NEXTGEN SUMMIT FORUM

One stage. Different industries. Real questions. No rehearsed answers.

THE RULE

- 60 seconds.
- Answer the question.
- No corporate speeches.



TBC
SC



TBC
CEO

TBC
CMO

Vendor
Material

Vendor
Tec

Vendor
Service

AUDIENCE QUESTIONS • REAL CHALLENGES • EXPERT PERSPECTIVES • ACTIONABLE TAKEAWAYS

Forum language: Arabic with simultaneous interpretation to English

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

INTERACTIVE CLOSE

Speakers' Awarding and Closing Ceremony

A group photo of everyone and the distribution of certificates of attendance.



NETWORKING • COFFEE • EXPO

Exercises and announcements: Arabic with simultaneous interpretation to English

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

NEXTGEN PROCUREMENT SUMMIT • CAIRO EDITION • MONDAY 7 DECEMBER 2026

nextGEN

CAIRO

BUILD → PROTECT → CONNECT → OPTIMISE → INTELLIGENCE → EXECUTE

CAIRO EDITION • 7 DECEMBER 2026

Less conference. More conversation.

CAIRO
DUBAI nextGEN

PROCUREMENT SUMMIT 2026

DRAFT FOR REVIEW • CONTENT FLOW, TITLES, TIMINGS & DESIGN

Acknowledge: NEWLEVEL, the summit owner company, used an AI engine, a marketing specialist, a designer and a corporate procurement expert to produce this agenda, and it is still for review purposes only.