



Global Trading Partner Agreement (GTPA)

QUICK START GUIDE

Introduction

This guide has been prepared to assist Industry Trading Partners in the negotiation and execution of a GTPA.

The model GTPA developed by the AIA e-Agreements Group of the EEIC responds to the industry requirement for a document providing the specific terms and conditions necessary to govern the electronic transmission of Data exchanged between two or more parties in a trading environment.

The model GTPA is intended to supplement the primary terms and conditions governing the purchase and sale of goods and services between trading partners. Please note that most primary contracts do not contain the terms governing electronic trading, it is for this reason that the model has been developed. The e-Agreement Group believes that Trading Partners will be at risk if this type of Agreement is not negotiated and signed prior to trading.

Where can I find a copy?

The model GTPA can be found in the AIA e-Business library at <http://www.aia-aerospace.org/library/ebusiness/ebusiness.cfm>
Please download a copy.

Format

You will notice that this is a *Microsoft Word* document. The document follows a format that is recognizable for most legal agreements.
The model GTPA has been drafted with all clauses recommended as standard for

the majority of trading relationships. Trading Partners should ensure that they review all clauses for applicability against their specific trading arrangements. However, there are certain clauses that do require completing:-

- Clause 1 allows Trading Partners to complete their respective trading partner names and office addresses.
- Clause 18 allows for the place of Arbitration to be inserted.
- Clause 23 allows the Governing Law to be inserted.
- Clause 24 is for Agreement signature by the authorized representative of the partners. Note that if this is an electronic signature, clause 7 is relevant.
- Identical prepared and signed copies of the Agreement should be retained by each Trading Partner.

Do I need multiple versions?

In a Prime/Subcontractor relationship, it is recommended that a similar version is negotiated by the Prime Contractor with each individual Trading Partner. This ensures uniformity throughout the supply chain.

Once negotiated, there is no need to have multiple Agreements between the same Trading Partners. One of the benefits of using this model is that all follow-on contracts can refer to the GTPA as the Agreement to govern the terms for electronic trading.

Is there an electronic version?

The e-Agreements Group has worked with UNCEFACT to develop a Business Requirements Specification (BRS) defining the process model for negotiation of an Electronic Agreement.

This could be used to develop an electronic draft Agreement that could, for example, be hosted on a Company browser and negotiated on line between Trading Partner's.

The BRS has been approved as a standard by UNCEFACT and is available at http://www.unece.org/cefact/brs/brs_index.htm

Further Assistance

Please note that the AIA cannot assist on specific negotiations of this Agreement between Trading Partners. The information provided above should assist in most circumstances.