

The Global Sourcing Association launches Industry first Standard Terms for professional services contracts

Research shows the industry is ready to embrace Standard Terms

London, UK: The Global Sourcing Association (GSA), the industry association and professional body for the buying and provision of global technology and business services, is today announcing the publication of the GSA's standard terms for professional (and IT) services (GSA Terms). This is believed to be a UK industry-first launch of a framework agreement for professional (and IT) services where an industry body, top tier law firms and a legal technology provider have closely collaborated, and supplements the GSA NDA released a few weeks ago. The NDA and professional services agreement are the first contracts to be published in the GSA's suite of industry standard terms.

The GSA Terms have been developed to address a number of significant issues and deliver numerous benefits to both buyers and providers around the world. The benefits include:

1. reduced time in negotiation,
2. reduced fees in contracting,
3. accelerated time to commence projects,
4. a level playing field for smaller diverse suppliers,
5. security for all parties, large and small, to be confident that they are working to a fair contract,
6. a way for both parties to focus their resources on contract terms that are important to them,
7. giving control back to business users

The GSA Terms are being launched at leading global law firm, Reynolds Porter Chamberlain's offices in London. The GSA's Contracting Workstream, comprised of industry professionals including some of the leading legal minds in the industry, worked collaboratively and extensively over the past 12 months to create the GSA Terms through a process of role-playing by representing the views of both the buyer and the provider to come to a balanced contract. The first draft of the GSA Terms was launched at pioneering law firm Ashurst LLP's offices in Q4 2022 and have been circulated across the sourcing eco-system as part of the industry consultation process, with feedback from multiple organisations and lawyers incorporated to ensure that the GSA Terms are balanced and reflective of best industry practice.

Market research undertaken by the GSA in advance of launch revealed that 96% of respondents personally think the time is right for industry standard terms for services agreements and 88% believe their company is likely to agree to using industry negotiated standard terms for services agreements, with 28% being highly likely and 60% likely, with persuasion.

Chris Bates, Partner at Ashurst LLP, and Chair of the GSA's contracting workstream commented: "I believe that industry standard terms are essential to help the industry thrive and I am delighted to have played a part in a movement towards standardisation in the contracting space. This has been a fascinating process - to be able genuinely to collaborate with lawyers from other organisations to arrive at a commonly held goal of fair contracting positions. It demonstrated just how much time can be saved if the parties have a reliable and balanced place from which to start."

Mark Crichard, Partner at RPC LLP, added: "These GSA Industry Standard Terms are key as the industry moves towards ever more agile contracting. Businesses have more than

enough challenges to progress and deliver their objectives without being distracted by negotiations on clauses that really should not need to be negotiated. These Standard Terms have been developed by the industry for the industry to improve collaboration”.

The GSA Terms will also be made available for the technology and business services industry to use and will be available to view via the GSA’s website: www.gsa-uk.com. The GSA Terms will also be housed in Clausify, a legal tech company specialising in digitised, standardised contracts, which will ensure that the GSA Standard Terms cannot be edited, whilst designated negotiable terms can be edited / populated.

Notes to Editors:

About GSA

The Global Sourcing Association is a social enterprise striving to make a difference and promote positive change across the technology and business services industry. Trusted by sourcing professionals, service and technology providers for 35 years, the GSA is the consistent voice for the future of the industry and the professionals working within it; promoting sustainable and ethical sourcing to create a positive future for our businesses and our shared planet.

Find out more on www.gsa-uk.com/gsa-terms/clausify

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