

Explaining the Collaborative Marketplace Agreement and Agency Purchase Agreements

Introduction

The content of the Collaborative Marketplace Agreement (CMA) that a Provider enters into when becoming a member of a Channel on the Marketplace comprises the General Terms in Part 1 (that regulate membership of the Marketplace) and an applicable set of Channel Terms in Part 2 (that regulate additional matters relevant to the Channel and Marketplace Catalogue, and prescribe the form of Agency Purchase Agreements). Which set of Channel Terms applies depends on a combination of (1) the Channel, (2) the Marketplace Catalogue within the Channel in which the Provider will be listing its Services, and (3) the particular set of Channel Terms that applies to that Marketplace Catalogue or a Provider's Services within it. As to (3), there are different sets of Channel Terms that can apply. In most cases, a standard set of Channel Terms will apply. However, in some cases, the Provider may be listing Services under an Eligible Pre-existing Agreement (in which case a different set of Channel Terms applies), or there may be other custom terms for that Marketplace Catalogue (e.g., the Government may allow industry standard contract templates to be used). The diagram below illustrates this.

KEY

 In use from launch September 2019

 Not yet in use as at September 2019, either because there are no "Eligible Pre-existing Agreements" or, in the case of the Managed Services Channel, because there is currently no need for 'Other Custom Terms'

