



LEGAL DOCUMENT NAMES AND ACRONYMS

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Purpose

This registry is the single source of truth for canonical **Legal Framework** document names and acronyms. It governs:

- Legal Framework maps and matrices
- Legal instrument titles and headings
- Acronyms used in drafting and internal references

Canonical naming rules

- **Prefer unambiguous acronyms.** Avoid acronyms that collide with common market meanings.
- **MA vs MSA.** In this framework, **Master Agreement = MA. Master Services Agreement (Customer) = MSA.** Do not use MSA to refer to MA.
- **Document titles control.** Use the canonical names below in H1 titles of Markdown sources.

Registry

Entry and gating instruments

Canonical name	Acronym	Notes
Expression of Interest	EOI	Non-binding entry document
Mutual Non-Disclosure Agreement	MNDA	Confidentiality precondition

Core governance instruments

Canonical name	Acronym	Notes
Master Agreement	MA	Governance spine for Schedules, Role Assignments, and Assignments
Amendment	AMD	Variance mechanism for MA and other instruments

Customer contracting instruments

Canonical name	Acronym	Notes
Master Services Agreement (Customer)	MSA	Customer services master agreement that governs SOWs
Partner Engagement Letter	PEL	Lightweight short-form agreement + SOW bridge instrument

Role Schedules (qualification)

Canonical name	Acronym	Notes
Advocacy Schedule	AmS	Role qualification
Alliance Schedule	AIS	Role qualification
Affiliate Schedule	AfS	Role qualification
Advisory Schedule	AdS	Role qualification
Agency Schedule	AgS	Role qualification
Associate Schedule	AsS	Role qualification

Role Assignments (authority classification)

Canonical name	Acronym	Notes
Contributor Role Assignment	ARC	Authority classification
Product Leadership Role Assignment	ARPL	Authority classification
Engagement Leadership Role Assignment	AREL	Authority classification
Account Leadership Role Assignment	ARAL	Authority classification
Practice Leadership Role Assignment	ARPrL	Authority classification
Regional Leadership Role Assignment	ARRL	Authority classification

Discrete Assignments (scope activation)

Canonical name	Acronym	Notes
Contribution Assignment	CA	Scope activation
Product Assignment	PA	Scope activation
Engagement Assignment	EA	Scope activation
Account Assignment	AA	Scope activation
Practice Assignment	PrA	Scope activation
Regional Assignment	RA	Scope activation

Partner Engagement Letter exhibits

Canonical name	Acronym	Notes
Partner Engagement Letter Exhibit A (Scope, Work Products, and Deliverables)	PEL-A	Bilateral deliverables and acceptance
Partner Engagement Letter Exhibit B (Commercials and Value Realization)	PEL-B	Commercial model and optional modules
Partner Engagement Letter Exhibit C (Extended Confidentiality)	PEL-C	Delta obligations, scope-limited
Partner Engagement Letter Exhibit D (Authorized Persons)	PEL-D	Non-exhaustive roster, scope-limited
Exhibit Extension (Template)	PEL-X	Scope-limited extension mechanism



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Canonical name	Acronym	Notes
Unprotected Partners Extension (Template)	PEL-U	Explicit carve-outs