

Questions

- Where are we today?
- Where do we want to be?
- What is the path to get there?
- Who needs to take these steps:
 - Technical standards setting
 - Marketing strategies

Where are we today?

- Interoperability within team
 - New AIA docs
- agcXML
 - Schema for information contained in standard contract language
 - Boilerplate (copyrighted)
 - Fill-in the blanks
 - Transactional data
 - Editorial changes

Where are we today?

Where do we want to be?

- Performance-based or results-based contracts

Getting There

- Multi-party agreements
- Sureties may drive agcXML