

भारतीय गैर न्यायिक  
भारत INDIA

रु. 500

FIVE HUNDRED  
RUPEES



सत्यमेव जयते

पाँच सौ रुपये

Rs. 500

INDIA NON JUDICIAL

महाराष्ट्र MAHARASHTRA

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अनु. क्र. 32806 27 MAR 2023  
वस्ताचा प्रकार..... एमओयू  
वस्त नोंदणी करणार आहेत का ? होय/नाही,  
लिळकतीचे कार्यन.....  
मुद्रांक विकत घेण्याचे नांव..... आशुतोष नारायण मिसल  
पत्ता..... पाषाण  
दुसऱ्या पक्षकरी.....  
हस्ते ठेवताये..... प्रतीक वास्तु, तामळ



*Handwritten signature*

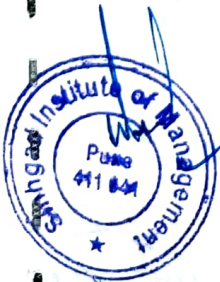
श्री चंद्रकांत तानाजी धिडे  
परवाना क्र. 2200003

मद्रांक विकत घेणाऱ्यांची सही जिजाबाता चौक, तळेगाव टाणर

MEMORANDUM OF UNDERSTANDING  
BETWEEN

Shree Chanakya Education Society (SCES)  
Indira College of Management Studies (ICMS)  
Represented by Dr.Ashutosh Misal, Director  
AND

Sinhgad Technical Education Society's (STES)  
Sinhgad Institute of Management (SIOM)  
Represented by Dr.Daniel Penkar  
on



Faculty & Students Exchange, Conference Partnership, Publication,  
Information Sharing etc.

This **Memorandum of Understanding** is intended to promote faculty & students exchange, resource sharing, national-international collaboration and cooperation between ICMS, Pune and SIOM, Pune, India.

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on the **24<sup>th</sup> March 2023**, by and between **SCES, Indira College of Management Studies (ICMS)** and **STES, Sinhgad Institute of Management (SIOM)**.

**ICMS** represented by **Dr. Ashutosh Misal** and **SIOM** represented by **Dr. Daniel Penkar**, recognizing the benefits to their respective Institutes hereby agree to enter into this agreement for the following purposes:

#### **A. PURPOSE OF AGREEMENT**

The purpose of this agreement is to develop academic cooperation to establish collaborative activities in Faculty & Students Exchange, Resource Sharing, Conference Partnership, Publication, national-international collaboration, Information Sharing etc. between the two institutes/universities and to cooperate in their mutual interest for a range of higher educational activities.

#### **B. AREAS OF COOPERATION**

Subject to the availability of funds, resources and approval of the authorized representatives or heads of ICMS and SIOM or Authorities signing the MoU, both institutions agree to develop the following collaborative activities:

- a. Exchange of Faculty Members
- b. Exchange of Students
- c. Organizing of International Conference, Guest Sessions, Seminars, HR Meets, Symposia, student events-activities-competitions and Workshops jointly
- d. Carrying out minor Research Projects jointly by faculty members and students
- e. Sharing of resources, faculty, syllabus as an add on input to the existing students enrolled with respective institutes
- f. Joint release of Research Papers, Journals, Publications etc
- g. Exchanging of information such as study material, research findings and publications, monograms, intellectual property, patents, ED cell, NSS, etc
- h. Searching for Opportunities for Collaboration in Future.
- i. Joint CSR (Corporate Social Responsibility) activities.
- j. Joint ED (Entrepreneurship Development) cell activities.





### C. IMPLEMENTATION

- a. All programs or activities implemented under the terms of this Memorandum of Understanding shall be mutually agreed upon in writing, including the necessary budget for the program of activity as the need may arise time to time.
- b. Each of the participating institutions shall be fully responsible financially for the activities carried out under its direction or by its staff, except as otherwise agreed by the parties.
- c. The parties will designate one officer each who will develop and coordinate specific programs or activities between them.
- d. Reasonable honorarium shall be paid to resource person as agreed by both the parties.

### D. INTELLECTUAL PROPERTY

Both partner institutions shall ensure that any results and publications originating from the collaboration will be available with both for future references.

### E. DURATION AND RENEWAL OF AGREEMENT

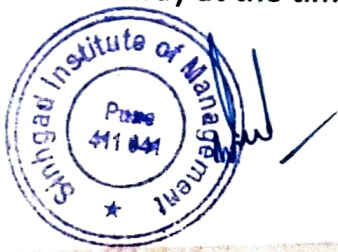
The MoU shall be effective immediately after signatures by the representatives of both the Institutes for a period of 5 years and is subject to revision or modification by mutual agreement.

### F. AMENDMENTS

- a. The MoU may be amended by a written agreement signed by the representatives of both Institutes.
- b. In the event of any unforeseen incident during collaborative activities in either country both Institutes agree to negotiate a mutually acceptable solution.
- c. Should any disagreement arise out of the application, interpretation or implementation of the agreement, the Institutes shall endeavor to exercise best efforts to negotiate their differences.

### G. TERMINATION OF AGREEMENT

This agreement may, at any time during its period of validity, be terminated by either party upon prior notice to the other in writing before the agreed-upon termination date, provided that such termination shall not affect the completion of any program or activity underway at the time the notice of termination.



**H. APPROVAL**

In agreement with the above terms of participation, the authorized representatives of ICMS and SIOM hereby affix signatures.

**For: ICMS, Pune, India**  
Director

Dr. Ashutosh Misal

*Ashutosh Misal*  
24.03.23



Director

Name & Signature of representatives  
Indira College of Management Studies  
Parandwadi, Pune-410506

1) *[Signature]*  
24/03/2023

2) *[Signature]*  
23/3/2023

Date: 24.03.2023

Place: Pune - 41

**For: SIOM, Pune, India**  
Director

Dr. Daniel Penkar



*[Signature]*

Name & Signature of representatives

1) *[Signature]*  
Dr. Sagar Pawar

2) *[Signature]*  
Anil Chandogule

Date: 24.03.2023

Place: Pune - 41



भारतीय गैर न्यायिक  
भारत INDIA

रु. 500

FIVE HUNDRED  
RUPEES



पाँच सौ रुपये

Rs. 500

INDIA NON JUDICIAL

महाराष्ट्र MAHARASHTRA

● 2022 ●

BU 192753

अनु. क्र. 39280 दि. 17 3 MAR 2023 यशोवती

रस्ताचा प्रकार.....

रस्त नोंदणी करणार जाहेत का ? होय/नाही.

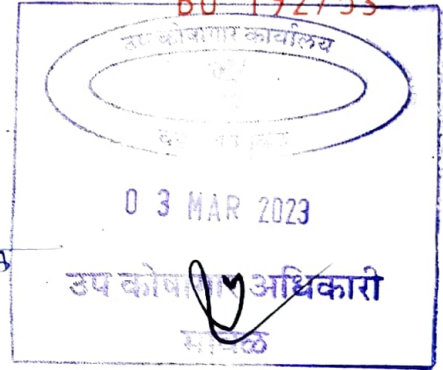
विक्रयकर्त्याचे वर्णन.....

मुद्रांक विकत घेणाऱ्याचे नांव इंदिरा ग्लोबल बिजनेस स्कूल

पत्ता..... परेदवडी

दुरुव्या बसकाराचे नांव.....

रस्त घेणाऱ्याचे नांव यशोवती घेवारे त.दा.



या कारणासाठी ज्यांनी मुद्रांक घेणे केले त्यांच्या स्वाक्षरी याच कारणासाठी मुद्रांक घेणे गरजेची आहे. मुद्रांक घेणे गरजेची आहे. मुद्रांक घेणे गरजेची आहे.

श्री चंद्रकांत तानाजी शिंदे  
परवाना क्र. २२०८००३

मुद्रांक विकत घेणाऱ्याची सही जिजामाता चौक, तळेगाव हावळे

MEMORANDUM OF UNDERSTANDING  
BETWEEN

Shree Chanakya Education Society (SCES)  
Indira Global Business School (IGBS)

Represented by Dr.Virendra Tatake, Director  
AND

Sinhgad Technical Education Society's (STES)  
Sinhgad Institute of Management (SIOM)

Represented by Dr.Daniel Penkar  
on

Faculty & Students Exchange, Conference Partnership, Publication, Information  
Sharing etc.



This **Memorandum of Understanding** is intended to promote faculty & students exchange, resource sharing, national-international collaboration and cooperation between IGBS, Pune and SIOM, Pune, India.

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on the **11<sup>th</sup> March 2023**, by and between **SCES, Indira Global Business School (IGBS) and STES, Sinhgad Institute of Management (SIOM)**.

**IGBS** represented by **Dr.Virendra Tatake** and **SIOM** represented by **Dr. Daniel Penkar**, recognizing the benefits to their respective Institutes hereby agree to enter into this agreement for the following purposes:

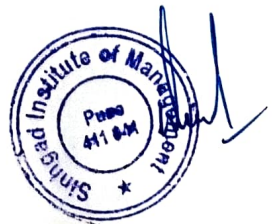
#### **A. PURPOSE OF AGREEMENT**

The purpose of this agreement is to develop academic cooperation to establish collaborative activities in Faculty & Students Exchange, Resource Sharing, Conference Partnership, Publication, national-international collaboration, Information Sharing etc. between the two institutes/universities and to cooperate in their mutual interest for a range of higher educational activities.

#### **B. AREAS OF COOPERATION**

Subject to the availability of funds, resources and approval of the authorized representatives or heads of IGBS and SIOM or Authorities signing the MoU, both institutions agree to develop the following collaborative activities:

- a. Exchange of Faculty Members
- b. Exchange of Students
- c. Organizing of International Conference, Guest Sessions, Seminars, HR Meets, Symposia, student events-activities-competitions and Workshops jointly
- d. Carrying out minor Research Projects jointly by faculty members and students
- e. Sharing of resources, faculty, syllabus as an add on input to the existing students enrolled with respective institutes
- f. Joint release of Research Papers, Journals, Publications etc
- g. Exchanging of information such as study material, research findings and publications, monographs, intellectual property, patents, ED cell, NSS, etc
- h. Searching for Opportunities for Collaboration in Future.
- i. Joint CSR (Corporate Social Responsibility) activities.
- j. Joint ED (Entrepreneurship Development) cell activities.





### **C. IMPLEMENTATION**

- a. All programs or activities implemented under the terms of this Memorandum of Understanding shall be mutually agreed upon in writing, including the necessary budget for the program of activity as the need may arise time to time.
- b. Each of the participating institutions shall be fully responsible financially for the activities carried out under its direction or by its staff, except as otherwise agreed by the parties.
- c. The parties will designate one officer each who will develop and coordinate specific programs or activities between them.
- d. Reasonable honorarium shall be paid to resource person as agreed by both the parties.

### **D. INTELLECTUAL PROPERTY**

Both partner institutions shall ensure that any results and publications originating from the collaboration will be available with both for future references.

### **E. DURATION AND RENEWAL OF AGREEMENT**

The MoU shall be effective immediately after signatures by the representatives of both the Institutes for a period of 5 years and is subject to revision of modification by mutual agreement.

### **F. AMENDMENTS**

- a. The MoU may be amended by a written agreement signed by the representatives of both Institutes.
- b. In the event of any unforeseen incident during collaborative activities in either country both Institutes agree to negotiate a mutually acceptable solution.
- c. Should any disagreement arise out of the application, interpretation or implementation of the agreement, the Institutes shall endeavor to exercise best efforts to negotiate their differences.

### **G. TERMINATION OF AGREEMENT**

This agreement may, at any time during its period of validity, be terminated by either party upon prior notice to the other in writing before the agreed-upon termination date, provided that such termination shall not affect the completion of any program or activity underway at the time the notice of termination.



## H. APPROVAL

In agreement with the above terms of participation, the authorized representatives of IGBS and SIOM hereby affix signatures.

**For: IGBS, Pune, India**  
Director

Dr. Virendra Tatake




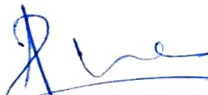
**For: SIOM, Pune, India**  
Director

Dr. Daniel Perkar



Name & signature of representatives

1)   
Dr. Anuradha Phadnis


2)   
Dr. Arish Zangade


Date: 11<sup>th</sup> March, 2023

Place: Pune.



Name & signature of representatives

1)   
Dr. Sagar Pawar

2)   
Amol Khandagale

Date: 11<sup>th</sup> March 2023

Place: Pune





Memorandum of Understanding

Between

Sinhgad Institute of Management,  
Vadgaon Budruk, Pune, Maharashtra  
411041

AND

SANKHYA UPSKILLING (OPC) Pvt.Ltd  
Pune – 411 019

## PREAMBLE

Whereas, The, Sinhgad Institute of Management, Pune is affiliated to the Savitribai Phule Pune University, Pune and approved by AICTE. It conducts postgraduate courses (MBA and MCA) in various management disciplines.

Sankhya upskilling intends to provide job enrichment courses for the students like MS Excel, Advance MS Excel, Power BI etc.

Whereas both the parties have decided to agree to establish industry academic collaboration in the areas of mutual interest and in accordance with terms and conditions as set forth in this Memorandum of Understanding (MOU).

## OBJECTIVES OF MOU

1. To provide job enrichment courses in Power BI.
2. To enhance their technical knowledge of the participants

Now, therefore this agreement is signed between the parties;

**Sinhgad Institute of Management, Vadgaon Budruk, Pune, Maharashtra 411041**

**And**

**Sankhya Upskilling ( OPC ) Ltd. Pune – 411 019  
Maharashtra**



## (A) SCOPE AND TERMS OF INTERACTION

The Sinhgad Institute of Management, Pune and Sankhya Upskilling shall encourage interaction between the faculty members and students through following arrangements.

1. Sankhya Upskilling shall share their knowledge and expertise by way of skill development and training seminars and workshops at Sinhgad Institute of Management for Sankhya Upskilling students.
2. Sankhya Upskilling, and Sinhgad Institute of Management shall work jointly on certain technical problem.
3. Sankhya offers and deals with trainings, computer consultancy business, software consultancy and other allied activities and all sorts of services relating to Online as well as Offline Education.
4. Sankhya offers information systems technology, Training Institute and to license, franchise such Institutes and to carry on the business of developing, improving, designing, and programs of all description mentioned above.

## (B). FINANCIAL ARRANGEMENTS

The collaborative program between Sinhgad Institute of Management and Sankhya Upskilling shall be Academic and Industry related Certifications in Following Courses

Name of Add on /Certificate programs offered	Course Duration
Microsoft Power BI	30 Hrs

## (C) INTELLECTUAL PROPERTY RIGHTS

Rights regarding publications, patents, royalty, ownership of software/design/product etc. developed under the scope of this MOU, shall be decided by both the parties by mutual consent, till then no party will have any kind of legal rights whatsoever on the publications, patents, royalty, ownership of software/design/product etc.

## (D). CONFIDENTIALITY

The Sinhgad Institute of Management and the Sankhya Upskilling agree to hold in confidence all information/data which is obtained from either side or created during the performance of the MOU and will not disclose the same to any third party without written consent of the other side

### (E) COORDINATORS

Coordinators from Both sides will be designated and will be responsible for overall coordination and implementation of this agreement.

Sinhgad Institute of Management, Vadgaon,


Budruk, Pune, Maharashtra 411041

Sankhya Upskilling –

### (F) DURATION OF MOU

This MOU will come in force from the date of signing of the MOU by the representatives of both the parties. It will remain valid for a period of one year, and may be continued after suitable review and mutual agreement. Either party may terminate the MOU by giving written notice to other party three months in advance. Once terminated, neither Sinhgad Institute of Management nor Sankhya Upskilling will be responsible for any losses, financial or otherwise which the other party may suffer.

This MOU is signed on this day of Wednesday of 25 / 01 / 2023, by both the parties subject to approval of the respective academic/administrative bodies.

  
Director,

**Dr. Daniel Penkar**  
Sinhgad Institute of Management

Signed by:

Date: 25/01/2023

Witness: Dr. Sagar Pawar

Founder CEO – **Mr. Gururaj Dangare**

Sankhya Upskilling,

Signed by: **Dilip Upadhaya**

Date: 25/01/2023

Witness:





Memorandum of Understanding

Between

Sinhgad Institute of Management,  
Vadgaon Budruk, Pune, Maharashtra  
411041

AND

SANKHYA UPSKILLING (OPC) Pvt.Ltd  
Pune – 411 019



## PREAMBLE

Whereas, The, Sinhgad Institute of Management, Pune is affiliated to the Savitribai Phule Pune University, Pune and approved by AICTE. It conducts postgraduate courses (MBA and MCA) in various management disciplines.

Sankhya upskilling intends to provide job enrichment courses for the students like MS Excel, Advance MS Excel etc.

Whereas both the parties have decided to agree to establish industry academic collaboration in the areas of mutual interest and in accordance with terms and conditions as set forth in this Memorandum of Understanding (MOU).

## OBJECTIVES OF MOU

1. To provide job enrichment courses in Microsoft Excel.
2. To enhance their technical knowledge of the participants

Now, therefore this agreement is signed between the parties;

**Sinhgad Institute of Management, Vadgaon Budruk, Pune, Maharashtra 411041**

**And**

**Sankhya Upskilling ( OPC ) Ltd. Pune – 411 019  
Maharashtra**



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2. Sankhya Upskilling, and Sinhgad Institute of Management shall work jointly on certain technical problem.
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4. Sankhya offers information systems technology, Training Institute and to license, franchise such Institutes and to carry on the business of developing, improving, designing, and programs of all description mentioned above.

## (B). FINANCIAL ARRANGEMENTS

The collaborative program between Sinhgad Institute of Management and Sankhya Upskilling shall be Academic and Industry related Certifications in Following Courses

<b>Name of Add on /Certificate programs offered</b>	<b>Course Duration</b>
Basic MS Excel	30 Hrs
Advance MS Excel	30 Hrs

## (C) INTELLECTUAL PROPERTY RIGHTS

Rights regarding publications, patents, royalty, ownership of software/design/product etc. developed under the scope of this MOU, shall be decided by both the parties by mutual consent, till then no party will have any kind of legal rights whatsoever on the publications, patents, royalty, ownership of software/design/product etc.

## (D). CONFIDENTIALITY

The Sinhgad Institute of Management and the Sankhya Upskilling agree to hold in confidence all information/data which is obtained from either side or created during the performance of the MOU and will not disclose the same to any third party without written consent of the other side.



## (E) COORDINATORS

Coordinators from Both sides will be designated and will be responsible for overall coordination and implementation of this agreement.

Sinhgad Institute of Management, Vadgaon,

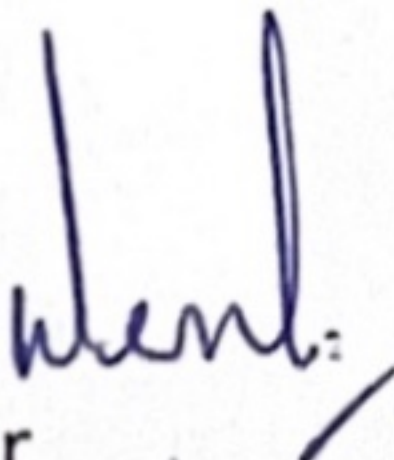
Budruk, Pune, Maharashtra 411041

Sankhya Upskilling –

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This MOU is signed on this day of Wednesday of 04 / 01 /2023, by both the parties, subject to approval of the respective academic/administrative bodies.



Director,

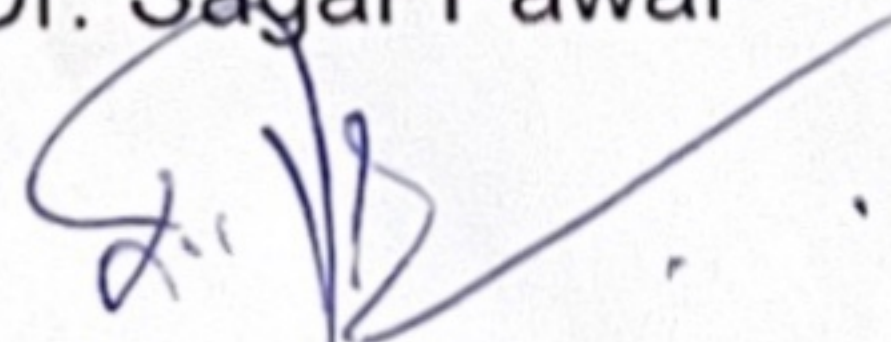
**Dr. Daniel Penkar**  
Sinhgad Institute of Management



Signed by:

Date: 04/01/2023

Witness: Dr. Sagar Pawar



Founder CEO – **Mr. Gururaj Dangare**

Sankhya Upskilling,



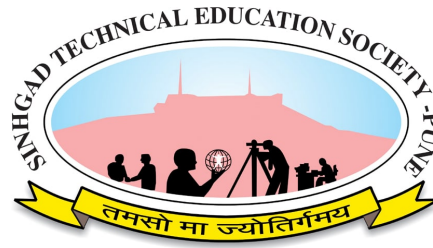
Signed by:

Date: 04/01/2023

Witness:



Memorandum of Understanding  
Between



**Sinhgad Institutes**

Sinhgad Institute Of Management (SIOM)

AND



Bitsmith Technologies Private Limited

**Sinhgad Institute Of Management (SIOM), Pune, and Bitsmith Technologies Private Limited** (19/15, Smt. Khilare Path, Erandwane, Pune 411004), hereby agree to have an industrial collaboration/ cooperation between each other for the use of the **Campus App** as a communication and content-sharing platform for the benefit of both parties, enhancing communication and student engagement.

### **Sinhgad Institute Of Management (SIOM)**

Sinhgad Technical Education Society's (STES) Sinhgad Institute Of Management is the premier management institute, recognized for imparting technical education since 1994. The institute is affiliated with the Savitribai Phule Pune University, approved by the All India Council for Technical Education (AICTE), and is recognized by the DTE, Government of Maharashtra.

### **Bitsmith Technologies Pvt. Ltd.**

Established in 2020, Bitsmith Technologies is an ed-tech company providing IT solutions to educational institutes and helps in complete management and communication.

### **Campus App**

Bitsmith has developed a campus-based student communities app named "Campus App". The app aims to bridge the communication gap between the students and the institutes through college-created communities on the platform.

### **Functionalities & Use Cases of Campus App**

1. The app lets students explore the communities created by other students. Communities can be created by colleges or students based on their interests, organization, or events.
2. The app currently has a user base of thousands of students across many campuses in Pune.
3. The app will enable students to stay connected with students from other campuses and stay updated on their academic progress and college events.
4. Students could use the app to organize and promote events on campus, such as club meetings, social events, and academic conferences.
5. The app could connect students with mentors, advisors, and other members of the campus community who can provide guidance and support.
6. The app provides a platform for students to give feedback on courses, professors, and other aspects of campus life.



+91.93223 88801  
+91.77449 53400



hello@bitsmith.tech  
<https://bitsmith.tech>



19/15, Smt. Khilare Path  
Erandwane, Pune 411004



Through this memorandum, both parties affirm the value of collaboration and agree to promote the following activities

- a) Sinhgad Institute Of Management will introduce Campus App as an **Official Communication Platform** for updating students on events, official notifications, and other essential information.
- b) SIOM and its clubs and organizations will have their official communities on the app and will keep it updated with the content.
- c) SIOM and its clubs and organizations will display links to their communities in their posters, flyers, messages, and web pages.
- d) Bitsmith will **Provide Analytics And Insights** to SIOM and its clubs and organizations to help them better understand and cater to their audience.
- e) Bitsmith will provide **Free Advertising Credits worth ₹5,00,000 INR** on the Campus App to SIOM and its clubs and organizations.
- f) Bitsmith will provide **Free Of Charge Content Boosting** to promote college and club content across other campuses.
- g) Bitsmith's Campus App will be the **Official Community Partner** for SIOM and its clubs and organizations.
- h) **Campus Ambassadorship Program** to provide students with opportunities to connect with other campus ambassadors across campuses, networking opportunities, and access to goodies and merchandise.

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### Infrastructure And Resources

SIOM will provide the necessary infrastructure and resources, for the smooth promotion and adaptation of the Campus App mobile application and for its promotional activities.

### Payment Terms

Bitsmith Technologies Pvt. Ltd. will provide the Campus App services to SIOM worth **₹5,00,000INR** which includes advertisement on the platform.

### **Copyrights**

Except to the limited extent expressly provided in this Agreement, neither Party grants nor the other Party will not acquire any right, title, or interest (including, without limitation, any implied license) in or to any property of the First Party. All rights not expressly granted herein are deemed withheld. All use by a Party of the other trade names, trademarks, service marks, logos, etc., and any goodwill associated therewith, will ensure the benefit of the granter.

### **Confidentiality**

Bitsmith and SIOM will not disclose the details of this agreement and any private information that they come across when this agreement is in effect to any third party.

If either Party (the "Receiving Party") under this Agreement gains access to confidential information of the other Party (the "Disclosing Party") concerning the Disclosing Party's prices, business, plans, technology, products, and other non-public information of the Disclosing Party (collectively, "CI" or "Confidential Information"), then the terms of this section will apply. CI includes all information in tangible or intangible form that is marked or designated as confidential by the Disclosing Party or that, under the circumstances of its disclosure, should be considered confidential. The Disclosing Party owns all rights, titles, and interests, including all patents, and copyright, trademark, trade secret rights, and any other intellectual property or proprietary rights in any jurisdiction, including any and all applications, renewals, extensions, and restorations thereof, in the Disclosing Party's CI.

Each Party agrees that it will not use in any way, for its own benefit or the benefit of any third party, except as expressly permitted by, or as required to implement, this Memorandum of Understanding, nor disclose to any third party (except as required by law or to such Party's attorneys, accountants, and other advisors as reasonably necessary), any of the Disclosing Party's CI. Each Party will take reasonable precautions to protect the confidentiality of the other Party's CI that are at least as stringent as it takes to protect its own CI.

### **Force Majeure**


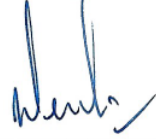
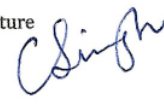
Except for any payment obligations, neither Party will be liable to the other for failure to fulfill obligations hereunder if such failure is due to causes beyond its control, including, without limitation, acts of God, earthquake, fire, flood, embargo, catastrophe, sabotage, utility or transmission failures, governmental prohibitions or regulations, national emergencies, insurrections, riots or wars, strikes, work stoppages or other labor difficulties ("Force Majeure

Event"). The time for any performance required hereunder will be extended by the delay incurred as a result of such a Force Majeure Event.


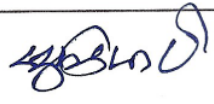
### Disputes

The Parties shall attempt in good faith to resolve any dispute arising out of or relating to this Agreement promptly by negotiation between executives.

This Memorandum Of Understanding (MOU) is executed between the following authorized signatories

For <b>Bitsmith Technologies Pvt. Ltd.</b>	For <b>Sinhgad Institute of Management</b>	For <b>Sinhgad Institute of Management - MCA</b>
Signature 	Signature 	Signature 
<b>Mr. Ishwar Sarade</b> Director (DIN: 08802891)	<b>Dr. Daniel Penkar</b> Director, <del>SIOM</del> <b>Sinhgad Institute of Management</b> S. No. 44/1, Vadgaon (Bk.), Pune-411 041.	<b>Dr. Chandrani Singh</b> Director, <del>MCA/SIOM</del> <b>Sinhgad Institute of Management</b> S. No. 44/1, Vadgaon (Bk ), Pune-411 041.

with the following witnesses

Signature 	Signature 
<b>Dr. Sagar Pawar</b> Associate Professor, SIOM	<b>Dr. Sunil Khilari</b> Coordinator, IIC SIOM

**Date:** May 2<sup>nd</sup>, 2023

**Location:** Pune





**MEMORANDUM OF UNDERSTANDING**  
**BETWEEN**  
**Sinhgad Institute of Management**  
**Vadgaon Bk., Pune 411 041**  
**AND**  
**Warman Associates | Quanti5**

**FOR**

**Student Development Programs, Faculty Development Programs and Value-added courses**

**MEMORANDUM OF UNDERSTANDING**

This **Memorandum of Understanding** (herin after called as the 'MOU') is entered into on this the second day of January month 2023 (Date 02-01-2023, Monday), by and between **Sinhgad Institute of Management, Vadgaon Bk, Pune 411041** (Here in after referred as 'SIOM') and **Warman Associates |Quanti5** Here in after referred to as '**Warman Associates | Quanti5**') (SIOM and Warman Associates | Quanti5 Party are hereinafter jointly referred to as 'Parties' and individually as 'Party') Sinhgad Institute of Management, Vadgaon (bk), Pune the First Party represented herein by its Director Dr. Daniel Penkar, Sinhgad Institute of Management and the second party and represented herein by its Director Mr. Rohit Warman, Warman Associates |Quanti5 .

**WHEREAS:**

1. First Party is a Higher Educational Institution named Sinhgad Institute of Management
2. First Party & Second Party believe that collaboration and co-operation between themselves will promote more effective use of each of their resources and provide each of them with enhanced opportunities.
3. The Parties intent to cooperate and focus their efforts on cooperation within area of Student Based Programs, Faculty Development Programs, Expert Lectures, value added courses
4. Both Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interests.

**NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERETO AGREE AS FOLLOWS:**

**CLAUSE 1 : CO-OPERATION**

Both Parties are united by common interests and objectives, and they shall establish channels of communication and co-operation that will promote and advance their respective operations within the Institution and its related wings.

First Party and Second Party co-operation will facilitate effective utilization of the intellectual capabilities.

The parties shall co-operate with each other and shall as promptly as is responsibly practical, enter into all relevant agreements, deeds, and documents (the 'Definitive Documents') as may be required to give effect to the actions contemplated in terms of this MOU. The term of Definitive Documents shall be mutually decided between the Parties. Along with the Definitive Documents, this MOU shall represent the entire understanding as to the subject matter hereof and shall supersede any prior understanding between the Parties on the subject matter hereof.

For effective execution of the MOU Dr. Manisha Badgajar, authorized representative of SIOM will be the point of contact on behalf and Mr. Rohit Warman will be the point of contact From Warman Warman Associates |Quanti5.Cooperation between both parties would be extended to any other area which may be mutually beneficial to both the organizations.

Training & Development and dissemination of knowledge for students of first party & and employees of both the organizations.

## **CLAUSE 2 : SCOPE OF THE MOU**

- **Student Development Programs or Financial Literacy Program:** Second Party to train the students of First Party on the Financial Literacy, Investor Awareness program, Financial Market related certification to the students.
- **Value added courses:** Second Party to extend the necessary support to deliver value added courses to the students of the First Party on the current trends and in house requirements.
- **There is no financial commitment** on the part of the first party to enroll the students and faculties for the different trainings run by the second party under Everyday Learning Initiation. If there is any financial consideration, it will be dealt separately.

Second party would extend the help in providing artifacts such as training records, certificate to the first party upon a written request.

In case, second party wants to conduct customized commercial trainings then this agreement can be amend/adding annexure with mutually agreed terms.

## **CLAUSE 3 : VALIDITY**

The period of the agreement is valid for a period of 1 year from the date of signing of this agreement. The term of this MoU will remain valid from 01/07/2023 to 30/06/2024.

This agreement will be valid only at the intentions of the parties involved therein, this MOU could be dissolved or cancelled by either party any time by giving 30 days' notice and shall not have any legal bindings in nature should either or all the parties to it opt to not act upon, the MOU loses its validity.

#### CLAUSE 4 : RELATIONSHIP BETWEEN THE PARTIES

4.1 It is expressly agreed that First Party and Second Party are acting under this MOU as independent contractors, and the relationship established under this MOU shall not be construed as a partnership. Neither Party is authorized to use the other Party's name to make any representations or create any obligation or liability, expressed or implied, on behalf of the other Party, without the prior written consent of the other Party. Neither Party shall have, nor represent itself as having, any authority under the terms of this MOU to make agreements of any kind in the name of or binding upon the other Party, to pledge the other Party's credit, or to extend credit on behalf of the other Party.

We, the undersigned have read and agree with this MOU. Further, we have reviewed the proposed project and approve it.

**For First Party:**

**Sinhgad Institute of Management  
Vadgaon Bk, Pune 411 041**



**Authorized Signatory  
Dr. Daniel Penkar, Director  
Sinhgad Institute of Management,  
Pune.**



**For Second Party:**

**Warman Associates | Quanti5**


**QUANTI5**



**PRINCIPAL OFFICER**

**Authorized Signatory  
Mr. Rohit Warman, Director  
Warman Associates | Quanti5  
Pune.**

**Witness:**

1. Dr. Sagar Pawar :  \_\_\_\_\_

2. Dr. Manisha Badgujar :  \_\_\_\_\_



## Memorandum of Understanding

### ISTD Pune Chapter and Sinhgad Institute of Management (SIOM)

This agreement is made on 28<sup>th</sup> of October, 2022.

BETWEEN

**Sinhgad Institute of Management (SIOM)** is constituent of SPPU, Pune, having its campus at Vadgaon (Bk), Pune, Maharashtra, India; represented through **Dr. Daniel Penkar Director, Sinhgad Institute of Management** who is duly authorized to sign and execute this agreement on behalf of SIOM.

AND

**Indian Society of Training & Development, Pune Chapter** (hereinafter referred to as ISTD), established in April 1970, a national level professional & non-profit society registered under the Societies Registration Act, 1860 and represented through **Mr. Brij Mohan Mishra, Chairman, ISTD Pune Chapter**, who is duly authorized to sign and execute this Agreement on behalf of ISTD.

**The Indian Society for Training & Development**, established in April 1970, a national level professional & non-profit society registered under the Societies Registration Act, 1860. It has a large membership of individuals and institutions involved in the area of training and development of Human Resource from Government, Public and Private Sector Organizations & Enterprises, Educational and Training Institutions and other Professional Bodies. The Society is affiliated to the International Federation of Training and Development Organizations (IFTDO), Geneva and Asian Regional Training and Development Organizations (ARTDO), Manila. The Indian Society for Training & Development Organizes Training Programs, all over the country both at Chapter and National Levels. The programs cover selected areas of HRD with special emphasis on Training of Trainers, Training Goals & Objectives and Training tools & Technologies. A very large number of Public & Private Sector Organizations, Training Institutions Central and State Government Participate in these programs, some of which have been held in collaboration with Planning Commission, Bureau of Public Enterprises and the Training Division of Department of Personnel, Government Of India.

**Sinhgad Institute of Management (SIOM)**, is a prominent management institute, established in 1994. It is affiliated to Savitribai Phule Pune University (formerly known as University of Pune) and recognized by All India Council for Technical Education & Director of Technical Education. It was accredited by National Board of Accreditation for the period 2008-2011. Further **Sinhgad Institute of Management (SIOM)** was accredited by National Assessment and Accreditation Council (NAAC) with B++ Grade (2.97 CGPA) for the year 2018 to 2023. It is committed to quality management education to enable women to occupy authority positions in different areas of work. It

strongly believes that when women become decision makers, it will have a positive impact on contribution of women towards economic and social development.

### **Special features of Sinhgad Institute of Management (SIOM)**

While the need for Professionals was gathering momentum in the early 90s in Pune, Prof. M. N. Navale with a visionary objective established Sinhgad Technical Education Society (STES) to provide high standard of education in the fields of Engineering & Technology, Medical, Dental, Nursing, Management, Computer, Architecture, Pharmacy, Law, Arts, Science, Commerce and School Education. Sinhgad Institute of Management (SIOM) is an important institute of SETS. SIOM has a proven record of excellence in management education for almost 28 years. SIOM has carved a niche for itself in the field of Management education through academic excellence and innovative teaching & learning process. The lush green campus with state of art infrastructure enriches the quality of student life. It is most preferred institute among MBA aspirants. Besides MBA programme SIOM has a Research Centre (affiliated to SPPU) offering Ph.D. programme, a Alumina to help students. SIOM over a period of time has gained a lot of confidence and trust of the students, parents and the society at large. SIOM gives importance of the whole transformation process of the students and enables them to be the future leaders or may be an entrepreneur but in the process does not forget the value systems and thereby making them good citizens of this nation. Education is the most important means to a social change and important for the betterment of the society. Our message to the students is "If you want to predict the future create it."

#### **Rationale:**

There is a perceived gap between industry expectations and the output of Institutes of Higher Education. SIOM as a responsible member of the Higher education space, realizes its responsibility to do its bit in bridging this gap.

SIOM and ISTD recognize that they share common goals and are desirous to establish, a cooperative arrangement towards creating requisite talent by strengthening Business Management education (with a specific focus on Training & Development / HR / IR and allied domains) through targeted initiatives.

#### **ISTD shall predominantly act as the Knowledge Partner.**

SIOM and ISTD are desirous to formalize their association for furtherance of knowledge based enterprises, apt technical and management skill for future economic development, exchanging of information, and work towards effective Industry-Academia partnerships for building talent in the identified areas of Training & Development / HR / IR and allied domains.

#### **The following areas of cooperation have been mutually identified by SIOM and ISTD:**

1. **Mentoring:** SIOM welcomes industry professionals from ISTD to mentor SIOM students on an ongoing basis or one a one-off basis.
2. **Shadowing programme:** ISTD will help SIOM in sending its students for shadowing programme to top management professionals in its network.

3. **Workshops & Joint Certifications:** Sinhgad Institute of Management (SIOM) would engage experts from ISTD to conduct workshops on current themes in Training & Development / HR / IR and other areas of general management. Such workshops can be customized in terms of duration, batch size, delivery mode, venue etc. Successful candidates who meet pre-determined criteria may be awarded joint-certificates.
4. **Joint Research initiatives:** Sinhgad Institute of Management (SIOM) and ISTD would like to take up Joint Research initiatives in areas of mutual interest. These initiatives may take the form of Literature review / white papers / position papers / review papers / empirical research on areas of relevance. The same may be published by SIOM / ISTD.
5. **Case Study Development:** SIOM aims to develop native content, rooted in Indian realities, for classroom teaching. Developing cases based on current issues, challenges and initiatives of industry is one such activity. With an objective of strengthening industry institute connect and at the same time expose SIOM faculty members to real life business problems, joint case study development initiatives are proposed with ISTD. These cases will be used for classroom teaching and will help students understand application of management concepts in Indian context. The same may be published by SIOM / ISTD.
6. **Curriculum Enrichment:** ISTD and SIOM shall jointly undertake curriculum review and enrichment exercise and if necessary develop new curriculum and courses in identified areas.
7. **Faculty Development Programmes:** ISTD and SIOM shall jointly organize faculty development programmes.
8. **Live Project:** SIOM would like to explore opportunities for live project and summer projects with ISTD or through network of ISTD members / professionals.
9. **Learner Evaluation:** SIOM would appreciate if experts from ISTD could assist SIOM in evaluating various aspects of learner's performance in terms of project viva, etc.
10. **Guest Lectures:** SIOM would like to invite International / National speakers and experts from ISTD for guest lectures to share their experiences to the students; which would help them understand the expectations of industry from the management graduates. SIOM would also like to invite such experts from ISTD as key note speakers for induction, seminars and other institutional activities.
11. **Industry Visits:** SIOM would like to organize industry visits for students and faculty to get an exposure to real life industry practices. ISTD can support SIOM in such activities.
12. SIOM faculty can be invited as resource person for various ISTD conferences, seminars and workshops.
13. SIOM shall provide its infrastructure for pre identified ISTD events.





14 SIOM shall provide access of its library facilities for reading purpose to ISTD members with prior permission.

**Terms of engagement:**

- 1 This MoU does not place any financial liability on either of the parties.
  - 2 This MoU does not place any responsibility on ISTD in terms of placing students
  - 3 MoU shall be for 3 years and can be further extended as may be deemed fit.
  - 4 SIOM shall acknowledge ISTD as knowledge partner in all its joint initiatives & visa vise
  - 5 SIOM shall use all facilities, data and other resources purely for academic and research purpose
  - 6 A joint governing council can be established for planning, execution and monitoring of the activities under the scope of the MoU. Each Party will nominate appropriate personnel to discuss and promote detailed cooperation activities for the implementation of this MOU. When necessary and as mutually agreed, the Parties may hold working meetings. One Party shall notify the other Party of any modification in writing in case of change in the assigned personnel.
  - 7 The GC can meet twice in a year (minimum) - once at SIOM and once at ISTD.
  - 8 Single point coordinators will be identified on either side.
- Promotion of open programmes shall be carried out by both the partners.

Signatories:



Name: Dr. Daniel Penkar  
Designation: Director  
Sinhgad Institute of Management  
(SIOM)

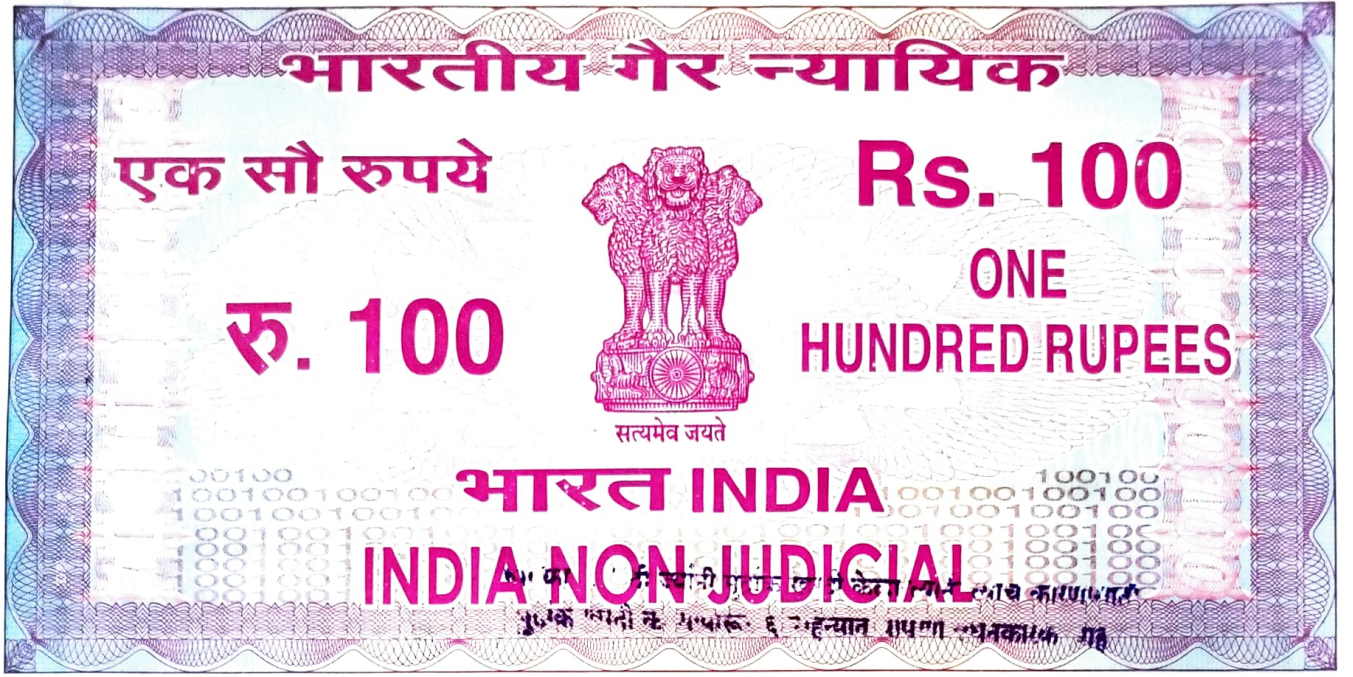
Name: Mr. Brij Mohan Mishra  
Designation: Chairman  
ISTD Pune Chapter



Witness:

Name: Adv. Dr. Girish J. Bakshi  
Designation: Asst. Professor (MBA)

Name: Bavisakar Ravindra R.  
Designation: Non. Secretary  
ISTD Pune Chapter



महाराष्ट्र MAHARASHTRA

● 2022 ●

31AA 243024

- 8 DEC 2022

विक्रय क्रमांक ..... 6138 .....  
दस्तावेज क्रमांक .....  
मुद्रांक विक्रेता के नाम .....  
मुद्रांक विक्रेता के पता .....  
दस्तावेज के अन्तर्गत .....  
हस्ताक्षरकर्ता का नाम व पता .....  
मुद्रांक का मूल्य .....  
मुद्रांक विक्रेता की सही

परवानाधारक मुद्रांक विक्रेत्याची सही/पता/  
परवाना क्रमांक

Affidavit  
Sinhgad Institute of Management  
Vadgaon, Pune  
Yogita Kadbane  
100/-

श्री. योगेश्वरी नि. कादबाने  
आ. क्र. २२०११०२  
स.व. ११/१२, जीवनधारानगर, धनकवडी  
भा.वा. ९८५०९१९९८१

वरिष्ठ कोषागार  
पुणे  
30 NOV 2022  
प्रथम मुद्रांक लिफ्ट  
आगार पुणे


## Business Standard

Memorandum of Understanding between  
Sinhgad Institute Of Management, Vadgaon(BK) Pune  
and  
Business Standard

**Sinhgad Institute Of Management, Pune and Business Standard** hereby agree to have an Academic Collaboration between both the organization, in the following areas of mutual interest:

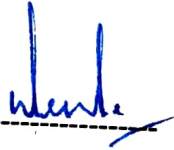
1. Inputs On Curriculum Design
2. Internships
3. Live Projects
4. Certification Programs
5. Training
6. Guest Lectures
7. Faculty Development Programme
8. Joint research conferences, Awareness Programmes etc.

*This MOU is non-commercial. The collaboration is valid from this date and can be further amended based on mutual consent. Also, either side can terminate the same with one-month notice, without assigning any reasons what so ever.*



-----  
**Sumedh Gupte**  
Regional Head,  
Business Standard Pvt. Ltd.  
Pune  
Maharashtra, India 411033

Date:



-----  
**Dr. Daniel Penkar**  
Director,  
Sinhgad Institute Of Management,  
Pune.

Date



Business Standard Private Limited  
4<sup>th</sup> Floor, Prabhatee Tech Park  
Regus Baner, Pune 411  
Tel: 020- 25513086  
Mobile 9822610442

# Business Standard

To,  
M/S. SAGAR SIR  
SIOM  
PUNE

Date: 5/12/2022

## Subject: Students Subscription offer

Greetings!!!! It gives me immense pleasure to write an introductory note on behalf of **Business Standard** newspaper to a reputed institution like yours.

**Business Standard** has maintained a consistent focus on Indian business and economy for over 47 years now, with insights that our readers find unbiased and purposeful. It is considered a quality leader, and widely respected among a discerning audience for its credible and insightful content; curate by India's best team of financial journalists and eminent contributors. Hence, our dedicated reader-base comprises influencers and decision-makers, including policy and industry leaders. With 12 English and 8 Hindi editions, more than half a million people read the newspaper daily in more than 1,000 cities across the country. We have a registered user base of another half a million on digital and more than 10 million unique views per month. **Business Standard** was also the first large media company in India to launch premium digital subscription.

**Student Benefits:** Your students would come to know the latest from the world of business, which would not only help them in solving case studies, but would also help them groom to face the challenges of the corporate world. Appearing for placement interviews and group discussions (GDs) becomes easy for students who are daily readers of **Business Standard**, and it also helps them decide their career plans, since they carry the added advantage of knowing about the companies and their future plans.

## **BS Digital: Gain Insights, Knowledge & More**

When you subscribe to the **Business Standard** digital, the following benefits accrue to you and the list of benefits is growing by the day.

- **Exclusive content, insights, features, opinions and comment**
- **Exclusive Content from sections as wide and diverse as Companies, Markets, Personal Finance, Opinion, Analysis, Features, Leisure and a lot more.**

Business Standard Private Limited  
4<sup>th</sup> Floor, Prabhavee Tech Park  
Regus Baner, Pune 411  
Tel: 020- 25513086  
Mobile 9822610442

- **Focused Newsletters - These ensure you are on top of each topic that matters.**

## Business Standard

### Advantages of Business Standard Premium Digital subscription:

- Seamless access across devices to all content on [\\*www.business-standard.com\\*](http://www.business-standard.com)
- Read premium stories behind the pay wall
- Access to e-paper
- Updated in real time - you don't have to wait for next day's paper
- Web exclusive content: hand-picked by the editor
- Track stock prices in your portfolio
- Curated news letters on market, economy, personal finance, policy, politics, tech, start-up etc. in your mailbox
- Access to archives for last 23 years
- Previews and invite to Business Standard events
- Unlock benefits like alerts, follow topics and columnists etc.

### Value adds with BS Corporate

#### Guest:

BS will arrange corporate guest for major program of institute.

#### Online Newsletter:

Your B-school events coverage will be given on **Business Standard Online** newsletter which published monthly (on an average) & circulated pan India. Campus Reporters will now get a chance to win, Rs. 5,000 for '**Star Reporter of the Month**', every month (The prize money has been increased to make it more attractive).

#### UBS News coverage in Business Standard PUNE edition.

**Business Standard** will provide ONE event press release in Pune edition every month along with Photography

## Business Standard

### Best B-School Project Award

Every Year **Business Standard** provides a platform for the student by participating in B-school project award competition. Selected project will get the chance to present their project in final day of prize distribution in front of chief guest.

Business Standard Private Limited  
4<sup>th</sup> Floor, Prabhavee Tech Park  
Regus Baner, Pune 411  
Tel: 020- 25513086  
Mobile 9822610442

Winner will be rewarded – 1<sup>st</sup> Prize – Rs. 1, 00,000/-, 2nd Prize – Rs. 50,000/-, 3rd Prize – Rs. 25,000/-

**Unique offering from Business Standard:**

Apart from these above mentioned value ads we are also planning to offer a unique digital platform for monthly Business Quiz for empowering our student reader, by which student can participate in our fortnightly BS Online Quiz and take the utmost benefits of that.

**Offer Details:** Business Standard will offer a special rate to students of SIOM PUNE B SCHOOL as follows

Subscription	BS Print sub. 6 Months rate		BS Digital Sub.6 Months rate	
Particulars	Card Rate	Offer Rate	Card Rate	Offer Rate
BS Sub. Rate	750/- per copy	550/- per sub.	475/-per sub.	350/- per sub.

We hope you will find this proposal beneficial in the interest of students as well as B-School. Looking for long term business association with your esteemed institute.

Warm Regards,



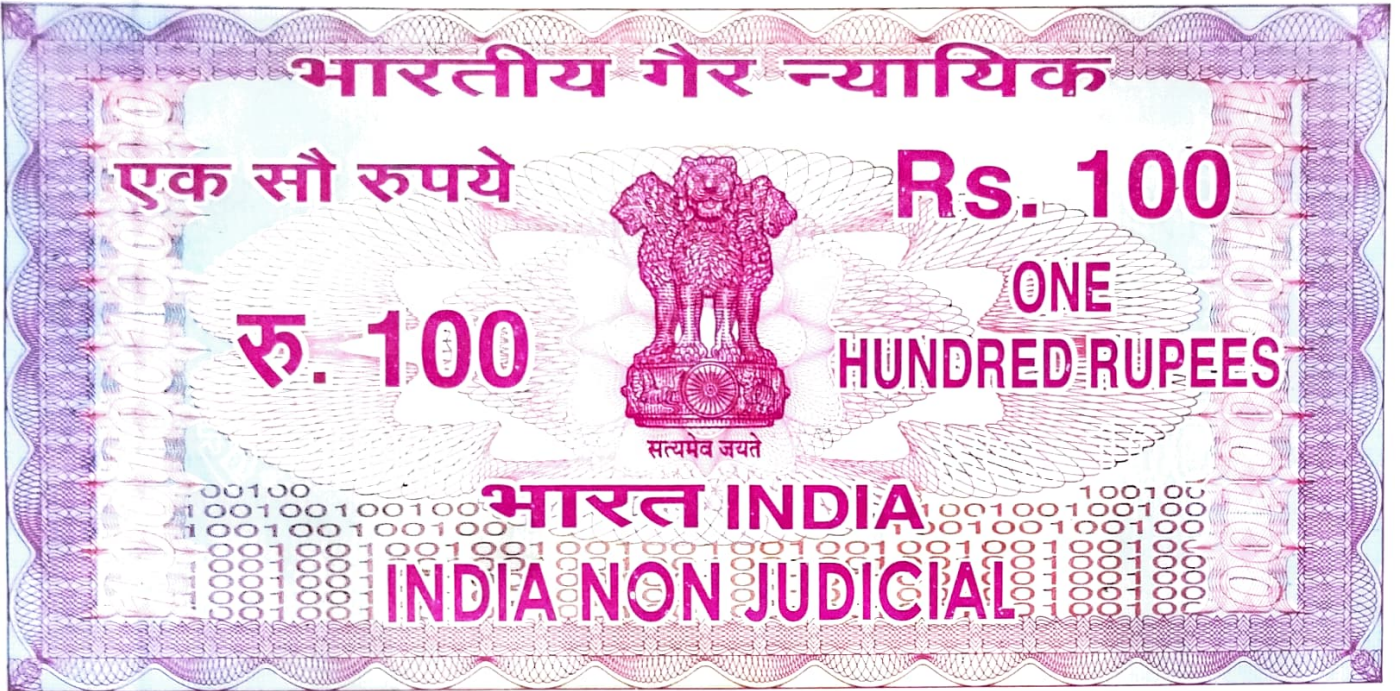
**SUMEDH K GUPTA**

**Business Standard News Paper**

4<sup>th</sup> Floor, Prabhavee Tech Park

Regus Baner, Pune 411045, (M): 9822610442





महाराष्ट्र MAHARASHTRA

2022

16AA 756161

वस्तु का प्रकार / अनुसूचित क्रमांक : 3700-2001  
 वस्तु नोंदणी करणार आहेत का ? :-  
 नोंदणी होणार असल्यास दुय्यम विबंधक कार्यालयाचे नांव :-  
 विक्रयस्थाने वर्धन :-  
 नोंदणी स्थान :-  
 मुद्रांक घेता येईल का ? :-  
 मुद्रांकाचे क्रमांक :-  
 हस्त :-  
 मुद्रांक शुल्क वर्धन :-  
 मुद्रांक विक्री मोट वही क्रमांक :-  
 मुद्रांक विकत घेणाऱ्याची सही :-  
 मुद्रांक विकत घेणाऱ्याची सही/पत्ता/व्यवसाय ठिकाण :-  
 श्री. सुरेश जी. शाले  
 परवाना क्र. 2209099  
 16, बायवडी, पुणे-411004

दफ्तरी कार्यालय  
 महाराष्ट्र  
 पुणे  
 12 AUG 2022  
 प्रथम मुद्रांक लिपिक  
 कोषाध्यक्ष पुणे कार्यालय

7 AUG 2022

**MEMORANDUM OF UNDERSTANDING**  
**(MoU)**  
**BETWEEN**  
**ExcelR Solutions**  
**&**

**Sinhgad Institute of Management (SIOM) Vadgaon Bk, Pune**  
**FOR**

**Student Development Programs, Faculty Development Programs and Student Internships on Different Emerging Software Technologies**



## MEMORANDUM OF UNDERSTANDING

(MoU)

BETWEEN



ExcelR Solutions

&



**Sinhgad Institutes**

**Sinhgad Institute of Management (SIOM)  
Vadgaon Bk, Pune**

FOR

**Student Development Programs, Faculty  
Development Programs and Student Internships  
on Different Emerging Software Technologies**

ExcelR Solution

49, 1st Cross, 27th Main, behind Tata Motors, 1st Stage, BTM Layout, Bengaluru, Karnataka 560068.

Email: [enquiry@excelr.com](mailto:enquiry@excelr.com) | 1800-212-2120 (Toll Free)

[www.excelr.com](http://www.excelr.com)



## MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (herein after called as the 'MOU') is entered into on this the 19<sup>th</sup> day of August Month 2022 (Date 19-08-2022),

by and between **ExcelR Solutions,**  
(Here in after referred as '**First Party**')

**And**

**Sinhgad Institute of Management (SIOM)**  
**Vadgaon Bk, Pune**

(Here in after referred to as '**Second Party**')

(First Party and Second Party are hereinafter jointly referred to as '**Parties**'  
and individually as '**Party**')

### WHEREAS:

1. First Party is a EdTech company: ExcelR Solutions
2. First Party & Second Party believe that collaboration and co-operation between themselves will promote more effective use of each of their resources and provide each of them with enhanced opportunities.
3. The Parties intent to cooperate and focus their efforts on cooperation within area of Skill Based Training, Education and Research.
4. Both Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interests.

ExcelR Solution

49, 1st Cross, 27th Main, behind Tata Motors, 1st Stage, BTM Layout, Bengaluru, Karnataka 560068.

Email: enquiry@excelr.com | 1800-212-2120 (Toll Free)

www.excelr.com





**NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERE TO AGREE AS FOLLOWS:**

**CLAUSE 1: CO-OPERATION**

5. Both Parties are united by common interests and objectives, and they shall establish channels of communication and co-operation that will promote and advance their respective operations within the Institution and its related wings.
6. First Party and Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to the second party in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.
7. The general terms of co-operation shall be governed by this MOU. The Parties shall cooperate with each other and shall, as promptly as is reasonably practical, enter into all relevant agreements, deeds, and documents (the 'Definitive Documents') as may be required to give effect to the actions contemplated in terms of this MOU. The term of Definitive Documents shall be mutually decided between the Parties. Along with the Definitive Documents, this MOU shall represent the entire understanding as to the subject matter hereof and shall supersede any prior understanding between the Parties on the subject matter hereof.
8. ExcelR would be the training delivery partner for the second party on various trending technologies.
9. ExcelR would be the training delivery partner for the student internships of second party on various trending technologies of minimum four weeks duration.
10. ExcelR will reach out to students to communicate about course details, webinars, blogs, industry events etc., which will be informative or promotional in nature.

ExcelR Solution

49, 1st Cross, 27th Main, behind Tata Motors, 1st Stage, BTM Layout, Bengaluru, Karnataka 560068.

Email: [enquiry@excelr.com](mailto:enquiry@excelr.com) | 1800-212-2120 (Toll Free)

[www.excelr.com](http://www.excelr.com)



11. Training & Development and dissemination of knowledge for students of second party & affiliated colleges and employees of both the organizations.
12. ExcelR would work with incubation centers/ innovation cells of second party (Case to case basis), to formulate the business cases and data collection process from various industry and academic bodies that are associated with the second party
13. Cooperation between both parties would be extended to any other area which may be mutually beneficial to both the organizations.

## **CLAUSE 2: SCOPE OF THE MoU**

14. The budding graduates from the institutions could play a key role in technological up-gradation, innovation, and competitiveness of an industry. Both parties believe that close co-operation between the two would be of major benefit to the student community to enhance their skills and knowledge.
15. Software Technologies Training: The first party will provide the trainings to the students and Faculties of the second party on different technologies like Data Science, Data Analyst, Artificial Intelligence, Tableau, Python, etc., Research and Development
16. Skill Development Programs: First Party to train the students of second Party on the emerging technologies to bridge the skill gap and make them industry ready.
17. Guest Lectures: First Party to extend the necessary support to deliver guest lectures to the students of the second Party on the technology trends and in house requirements.
18. Faculty Development Programs: First Party to train the faculties of second Party for imparting training as per the industrial requirement considering the National Occupational Standards in concerned sector, if available.
19. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein

ExcelR Solution

49, 1st Cross, 27th Main, behind Tata Motors, 1st Stage, BTM Layout, Bengaluru, Karnataka 560068.

Email: [enquiry@excelr.com](mailto:enquiry@excelr.com) | 1800-212-2120 (Toll Free)

[www.excelr.com](http://www.excelr.com)





20. There is no financial commitment on the part of the second party to enroll the students and faculties for the different free trainings run by the first party under Everyday Learning Initiation.
21. First party would extend the help in providing artifacts such as training records, certificates to the second party upon a written request from the second party. This information is limited to only the students of second party and at the discretion of first party.
22. In case, second party wants to conduct customized commercial trainings then this agreement can be amend/adding annexure with mutually agreed terms.

### **CLAUSE 3: INTELLECTUAL PROPERTY**

23. The first party will have the sole rights on the curriculum and related content provided in the trainings and it cannot be replicated or copied without the consent of the first party.
24. Confidentiality: Except as may otherwise be required by law, each party will hold confidential, during and after the term of this Agreement, any confidential information disclosed to it or its representatives, and will not disclose any such confidential information to any third party.

### **CLAUSE 4: VALIDITY**

25. The period of the agreement is valid for a period of 2 years from the date of signing of this agreement
26. This agreement will be valid only at the intentions of the parties involved therein, this MOU could be dissolved or cancelled by either party any time by giving 30 days' notice and shall not have any legal bindings in nature. should either or all the parties to it opt to not act upon, the MOU loses its validity.

### **CLAUSE 5: RELATIONSHIP BETWEEN THE PARTIES**

27. It is expressly agreed that First Party and Second Party are acting under this MOU as independent contractors, and the relationship established under this MOU shall not be construed as a partnership. Neither Party is authorized to use the other Party's name to make any representations or create any obligation or liability, expressed or implied, on

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behalf of the other Party, without the prior written consent of the other Party. Neither Party shall have, nor represent itself as having, any authority under the terms of this MOU to make agreements of any kind in the name of or binding upon the other Party, to pledge the other Party's credit, or to extend credit on behalf of the other Party.

**AGREED:**

For: ExcelR Solutions.

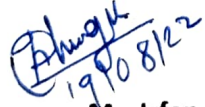


**Shyam Narayan**  
Director, HR, ExcelR

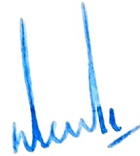
**Authorised Signatory**

GST:27AAEF5003F1ZX

TIN: HYDE02965E

  
Contact Person : Mr. Irfan Chaugule  
Designation : Data Science Trainer | BDM  
Mobile No: 8956027997  
Email ID : [Irfan.chaugule@excelr.com](mailto:Irfan.chaugule@excelr.com)  
Website : [www.excelr.com](http://www.excelr.com)

For: Sinhgad Institute of Management (SIOM)



**Dr. Daniel Penkar**  
Director, SIOM



**Authorised Signatory**

**Witness: -**



**1. Dr. Sagar Pawar**  
Associate Prof, SIOM



**2. Prof. Yogita Kadbane**  
Assistant Prof, SIOM



**COEP'S BHAU INSTITUTE**  
**OF INNOVATION ENTREPRENEURSHIP AND LEADERSHIP**



**MEMORANDUM OF UNDERSTANDING**

BETWEEN

**COEP's Bhau Institute of  
Innovation, Entrepreneurship & Leadership**

AND

**Sinhgad Institute of Management, Vadgaon, Pune**

FOR

**Promoting Entrepreneurial & Innovation culture at various levels  
and to establish incubation center at the academic institute to  
support startup activities**

  
For Bhau Institute

  
SIOM

**Registered Office: College of Engineering Pune, Wellesley Road, Shivaji Nagar, Pune - 411005**  
**Contact: 02025570001 / 02025570029, Website: www.bhau.org**  
**CIN- U74999PN2017NPL168946, Section 8 Licence Number: 108640**

The substantial time and efforts beyond the activities mentioned in the Annexure  
"Scope of Engagement" shall be estimated separately and mutually agreed by both  
the parties

**About COEP's Bhau Institute of Innovation, Entrepreneurship & Leadership:**

Founded by Mr. Sanjay Inamdar, Founder of Flucon,(Co-founder, Bhau), Dr. Anil Sahasrabudhe – Chairman, All India Council for Technical Education (AICTE), Mr. Narendra Kale, Founder Chairman, Kale Consultants Limited, (Co-founder Bhau) is a not for profit company registered under Section 8 (1) of the Companies Act, 2013.

COEP's Bhau Institute's vision is to create a successful model to change India for better through young entrepreneurs who are the hope of tomorrow's rural and urban India.

COEP's Bhau Institute's mission is to promote entrepreneurship in a self-supported, sustainable and scalable manner by creating a world-class institute. This institute model will be replicable and scalable across the country at 1000+ places each capable of inspiring 1000+ entrepreneurs.

COEP's Bhau Institute is supported by Department of Science and Technology, Govt. of India under Technology Business Incubator (TBI) scheme. Being an inclusive institute for start-ups, COEP's Bhau Institute seeks to provide infrastructure, programs, and services (Enabling start-up formation, incubation, acceleration, and funding), to students, entrepreneurs, intra-preneurs, and industry. To provide maximum value to the community, the institute proactively seeks to support and promote start-up companies. Bhau's focus is to develop successful entrepreneurs in grassroots innovations including Renewable Energy, Agritech, EV& Smart Mobility, Healthcare technologies, Cyber Security and IoT

**About Sinhgad Institute of Management, Vadgaon, Pune:**

The Sinhgad Group of Education Institutes offers quality education over two decades in Maharashtra. Sinhgad Institutes has 12 Campuses, 7,000+ Employees, 85 Institutes, 26 Schools, and 70,000+ Students. Sinhgad Institute of Management (SIOM), is a constituent of the Sinhgad Group of Educational Institutes. Sinhgad Institute of Management has a proven record of excellence in management education for over 25 years. The Institute offers MBA Program. Sinhgad Institute of Management is one of the most prestigious Institute offering management education in Maharashtra.

On this background to get associated for this endeavor by signing this Memorandum of Understanding ("MOU"), on **29<sup>th</sup> August 2022**.

**BETWEEN**

**COEP's Bhau Institute of Innovation, Entrepreneurship & Leadership** having its registered office at College of Engineering Pune, Wellesley Road, Shivaji Nagar, Pune, Maharashtra, 411005, hereinafter referred to as "**Bhau Institute or Mentor Institute**" (which expression shall unless repugnant, include its assigns, and authorized representatives..... Party of the first part

**AND**

**Sinhgad Institute of Management, Vadgaon, Pune** having its registered office at S. No. 44/1, Vadgaon (Bk.), off. Sinhgad Rd., Pune - 411041 Maharashtra, INDIA, represented

  
For Bhau Institute

SIOM  




by its Dr. Daniel Penkar hereinafter referred to as "**SIOM**" (which expression shall unless repugnant, include its assigns and authorized representatives). ....Party of the second part Both the parties shall be collectively called as "Parties".

Objectives: In accordance with the mutual desire to promote cooperation between **Bhau Institute** and **SIOM**, Parties are entering into a formal agreement in the form of MOU with the objective of promoting entrepreneurship.

The main objectives of the association are,

1. Setting up Incubation Center which will work as Bhau's Extension Center at the institutional level
2. Building entrepreneurial culture at institutional level
3. Promoting entrepreneurship amongst students at institutional level
4. Identifying and selecting those who can be developed into entrepreneurs
5. Developing their entrepreneurial capabilities, domain & business skills
6. Providing infrastructure and lab facility support to the identified startups subjected to further separate evaluation

#### Following are the responsibilities of **SIOM**:

- **SIOM** to promote entrepreneurship among students, faculties, staff who are aspiring entrepreneurs, to set up their own businesses with the support of Bhau Institute.
- **SIOM** can direct students, faculties, and staff after primary evaluation to Bhau Institute for further incubation guidance.
- **SIOM** can run event/ seminar/ workshop on entrepreneurship jointly either at **SIOM** or at Bhau Institute as per mutual discussion and agreement before such event.
- **SIOM** shall share their entrepreneurship related event details and activities with Bhau Institute community.
- **SIOM** shall provide facility & lab support, if required by Bhau startups and will have separate effort and cost estimations, to be discussed and agreed between both the parties to the same.
- **SIOM** shall display Bhau Institute's Posters/Standees at their various entrepreneurship related joint events which will have both Bhau Institute and **SIOM** logos.
- **SIOM** shall promote Bhau Institute by displaying Bhau Institute's name and logo on the **SIOM** s website.

#### Following are the general responsibilities of **Bhau Institute, Pune**:

- ✓ **Bhau Institute** shall provide incubation and entrepreneurship development related support to **SIOM** as a remote incubation center at their campus.
- ✓ **Bhau Institute** shall provide the basic mentoring with available internal resources to the students, faculty and staff from **SIOM** subject to the idea evaluation under the suitable incubation module suggested by Bhau Institute.
- ✓ The incubatee at the Mentee Institute can be co-incubated at Bhau Institute, Pune virtually or physically by paying nominal incubation charges. They can also use the facilities from time to time by paying nominal charges. Once, co-incubated, such incubatees would be eligible to apply for various schemes for grant or seed funding through Bhau Institute.
- ✓ Bhau Institute will also display **SIOM**'s Posters/Standees at their various entrepreneurship related joint events which will have both Bhau Institute and **SIOM** logos.
- ✓ Bhau Institute's events will be shared with **SIOM** community.
- ✓ Bhau Institute shall promote **SIOM** by displaying **SIOM** name and logo on the Bhau Institute's website, as per usage policy communicated by Bhau institute from time to time.
- ✓ Bhau Institute and **SIOM** shall follow Annexure 1 "Scope of Engagement" to get engaged in routine activities.
- ✓ The substantial time and efforts beyond the activities mentioned in the Annexure 1 "Scope of Engagement" shall be estimated separately and mutually agreed by both the parties
- **1 Visit to Bhau Institute/ Interaction with startups**

Following are the terms and conditions of the agreement:

1. The term of this MOU shall commence on the **29-August-2022** and shall continue until the expiry of 1 year i.e. **28-August-2023** from the Effective Date. This agreement will have to be mutually renewed by both the Parties as per need basis. Either Party may terminate this MOU by giving thirty (30) days written notice to the other Party.
2. There should not be any engagement charges incurred for this engagement.
3. In case, if any expenses and cost including travel, accommodation, honorarium gets involved for the different activities related to this MoU, then such expenses and cost shall be borne by the mentee institute. Any exception to this clause would be based on prior written/email consent and mutual agreement of both the parties.

4. **Confidentiality:**

During the term of this Agreement, either party may disclose to the other party, or either party may obtain access to proprietary and confidential information or material concerning or related to the other party's and/or either party's customer's manufacturing processes, services, products, or general business operations. Such information or material includes, but is not limited to, discoveries, inventions, research, improvements, or deficiencies regarding the parties' and/or customer's products or services, transactional profits, pricing and discount methods, employee lists, software code, programmer documentation, software algorithms, software development, testing and diagnostic techniques, customer lists and identifications, and any information designated or overtly treated by the party as ("Confidential Information"). However, Confidential Information shall not include any information which (a) is or becomes publicly known through no wrongful act or omission by the receiving party; (b) is known by a receiving party without any proprietary restrictions at the time of receipt of such Information from the disclosing party and/or customer; or (c) becomes rightfully known by a receiving party without proprietary restrictions from a source other than the disclosing party or customer (d) independently developed by the receiving party; or (e) approved by the disclosing party for release.

Either party acknowledges the confidential and proprietary character of the Confidential Information and agrees that the Confidential Information is the exclusive and valuable property of the disclosing party. Both the parties undertake to protect the Confidential Information with the same degree of care as it uses to protect its own Confidential Information. Accordingly, receiving party agrees not to reproduce any of the Information except as necessary to perform services hereunder, and not to divulge all or any part of the Confidential Information to any third party, either during or after the term of this Agreement.

The secrecy of the Confidential Information disclosed pursuant to this Agreement shall be maintained for a period of five (5) years following disclosure thereof. In case of breach, the affected party shall have the right to seek injunctive relief, which relief shall not exclude any other recourse provided by law.

5. **Intellectual Property:**

The parties agree that neither of them shall acquire by virtue of this Agreement or any agreement, any rights of ownership, right to use or any other interest, right or title of copyrights, patents, trade secrets, trade marks, or any other Intellectual Property rights owned by the other party and/or developed or created independently by other party during this Agreement, and nothing herein shall mean nor shall be construed to mean that they are at any time assigned, licensed or otherwise alienated to the other party, nor the other party shall be entitled to claim any right, title or interest therein, at any time.

6. **Term & Termination:**

This Agreement shall be valid for a period of "1 (One)" year from the date of signing of this Agreement by both the parties unless extended in writing by both the parties for such term as may be mutually agreed upon, unless terminated earlier in accordance with this Agreement. Any extension shall be done prior to thirty (30) days of the



completion of the Agreement period. Either party may, without any termination obligations and liability, terminate this Agreement for any reason by providing prior notice in writing of at least 30 (thirty) days to the other party

**7. Relationship Between the Parties:**

This MoU is not intended to constitute, create, give effect to, or otherwise recognize a joint venture, partnership, or formal business organization of any kind, and the rights and obligations of the Parties shall be only those expressly set forth herein. Nothing in this MoU shall be construed to grant either Party the right to make commitments of any kind for or on behalf of the other Party without the prior written consent of the other Party. At all times contemplated herein, Bhau Institute and SIOM shall remain independent entities, each responsible for its own employees.

**8. Right of Refusal:**

Both parties shall reserve the right to refuse to undertake an assignment/ perceived business opportunity under the joint responsibility of this Agreement after citing appropriate reasons.

**9. No Liability:**

Neither Party shall be liable to the other for any damages, whether direct indirect, incidental, consequential or special damages arising out of the performance or non-performance of the terms hereunder except for the breach of confidentiality and Intellectual Property.

**10. Participation in Similar Activities**

This MOU is a non-exclusive partnership, in no way restricts Bhau Institute or SIOM from participating in similar activities with other public or private agencies, organizations, or individuals.

**11. FORCE MAJEURE:**

Neither of the parties hereto shall be considered in default in performance under the MoU if such performance is prevented or delayed by events such as war, civil war (whether declared or not), civil commotion, insurgency, hostilities, revolution, riots, strikes, lockouts, conflagrations, epidemics, accident, fire, flood, droughts, pandemics, earthquake or any act of god or order of the Government or causes beyond the reasonable control of the party affected, provided notice in writing is given within ten days, failing which, within the shortest period, by party affected. Soon after the cause of majeure has been removed, the party whose ability to perform its obligation has been affected shall notify the other of such cessation and of the actual delay occurred such affected activity abducting necessary evidence in support thereof. From the date of occurrence of case of force majeure, the obligations of the party affected shall be suspended during the continuance of any inability resulting there from have been removed and the agreed time of completion of the respective obligations under this agreement shall stand extended by a period equal to the delay occasioned by such events. Should one or both parties be prevented from fulfilling the obligations by a state of Force Majeure lasting for a period of more than three (3) months, the parties shall consult each other and decide on the future execution of the MoU or/and the respective Project Agreement.

**12. Extension or amendment of this MOU:**

This MOU may be extended or amended only through by common written consent between the Parties. The decision to amend or extend the MOU, and language describing the agreed upon changes, shall be documented in writing, including the date of the amendment/extension, and the signatures of the authorised signatory of each Party.

**13. Notices:**

All notices, including notice of address change, required to be sent hereunder shall be in writing and shall be deemed to have been delivered when mailed by first class mail or reputable courier service return receipt requested to the address stated in the first page of this MoU. Electronic communications are admissible provided these are sent



with delivery confirmation receipt and followed by physical copy mailed as set forth above

**14. Publicity:**

Both the Parties shall be entitled to issue or make any press releases or other public announcements relating to this MoU. However, all press releases or other public announcements relating to this MoU must be approved in advance and in writing, in each instance, by both the Parties.

**15. Governing Law:**

This MoU shall be construed, interpreted and governed by the laws of Republic of India & Civil Courts of Pune, shall have the exclusive jurisdiction w.r.t. this MoU.

**16. Dispute Resolution:**

Any disputes arising between the Parties regarding the interpretation or implementation of this Agreement or any controversy or claim arising out of or relating to this Agreement, or any breach or alleged breach thereof, shall be settled by arbitration conducted by mutually appointed arbitrator in accordance with the provisions of the Arbitration and Conciliation Act, 1996 including any amendments thereto. The arbitration proceedings shall be held in the English language. The arbitration proceedings shall be held at Pune, Maharashtra, India.

**17. Severability:**

If any provision of this Agreement shall be held invalid in arbitration/in a court of law, the remaining provisions shall be construed as if the invalid provision was not included in this Agreement. The parties shall endeavor to replace such invalid provision with another provision which as far as legally possible reflects the original intent of the Parties.

**18. Counterparts:**

This MoU shall be signed in two counterparts, each of which shall be deemed an original and which shall together constitute one MoU.

IN WITNESS THEREOF, the Parties hereto have caused this MOU to be duly executed as of the day and year first written above.

<b>For and on behalf of</b> COEP's Bhau Institute of Innovation, Entrepreneurship and Leadership	<b>For and on behalf of</b> Sinhgad Institute of Management
 Dr. K. C. Vora CEO, Bhau Institute College of Engineering Pune, Wellesley Road, Shivaji Nagar, Pune, Maharashtra, 411005 Tel.02025570001 Email: ceo.bhau@coep.ac.in	 Dr. Daniel Penkar Director S. No. 44/1, Vadgaon (Bk.), off. Sinhgad Rd., Pune - 411041 Maharashtra, INDIA. DMC SIOM: dmc_siom@sinhgad.edu> Phone No : 020-24356592 Director Mobile No: 9881522211
<b>In presence of</b>  Girish Degaonkar Asst. Gen. Manager Tel:02025570025 Email: girish.bhau@coep.ac.in	<b>In presence of</b>  Dr. Avinash Joshi Associate Professor Tel: 9822037037 Avinashj.siom@sinhgad.edu

## Annexure 1 – Scope of Engagement

Sr. No.	Offerings	L1
A	<p>Guidance in activities associated with setting up of an incubator</p> <ol style="list-style-type: none"> <li>1. Space, Design of incubator</li> <li>2. Labs and Lab equipment</li> <li>3. Legal structure of an incubator</li> <li>4. Governance Mechanism</li> <li>5. Sourcing, Selection, support for startups</li> <li>6. Eco-system Development</li> <li>7. Funding schemes for Incubator and Startups</li> </ol>	<ul style="list-style-type: none"> <li>• Max 2 hrs for the entire offerings.</li> <li>• Only verbal guidance will be provided.</li> </ul>
B	<p>Training/Awareness Sessions on following topics, in a year – 1 to 2 hrs per topic</p> <ul style="list-style-type: none"> <li>• Topics may vary as per requirement &amp; availability of the expert resources &amp; after mutual agreement between two parties</li> <li>• Facilitation for the sessions more than designated numbers decided in each category would be charged separately</li> <li>• Speakers Honorarium to be paid by the mentee institute</li> <li>• Any travel expenses in such case to be paid by the mentee institute at actuals</li> <li>• This is indicative list. Mentee Institute can also suggest different topics than mentioned in the list. Bhau team will help in facilitating the speaker arrangement.</li> </ul> <p>Topics:</p> <ol style="list-style-type: none"> <li>1. ED Awareness</li> <li>2. Motivation</li> <li>3. Idea generation</li> <li>4. Idea validation</li> <li>5. BMC Overview</li> <li>6. Success/Failure analysis or stories</li> <li>7. Team Building</li> <li>8. Time to market (Timing of bringing product into market)</li> <li>9. Marketing</li> <li>10. Business Networking or Networking (Imp part of any startup journey)</li> <li>11. Recent trends in industry</li> <li>12. Design Thinking for startups</li> <li>13. B2B and B2C sales &amp; Marketing</li> <li>14. Financial Due diligence requirements for startups</li> <li>15. IP related sessions for startups</li> </ol>	<ul style="list-style-type: none"> <li>• If required, Bhau can conduct on chargeable basis on request.</li> <li>• This will be considered as an independent activity</li> </ul>



### Bootcamp/ Workshop

- Topics may vary as per requirement & availability of the expert resources & after mutual agreement between two parties
- Facilitation for the sessions more than designated numbers decided in each category would be charged separately
- Speakers Honorarium to be paid by the mentee institute
- Any travel expenses in such case to be paid by the mentee institute at actuals

- If required, Bhau can conduct on chargeable basis on request.
- This will be considered as an independent activity

C

1. Workshop covering below suggested topics with case studies
  - i. BMC/Company compliances/IPR/Market potential/Finance and funding preparedness/ idea validation/ effective pitching etc...
2. Guest lectures – 1 lecture per day – Customizable
  - i. First gen/successful entrepreneurs/Women entrepreneurs
3. Idea competition – limited to boot-camp participants
  - i. Day 1 – decide idea
  - ii. Day 1 to 2 – work on idea
  - iii. Day 2 – present idea
4. Specifically for faculty we can have following separate sessions for capacity building
  - i. Pre-incubation Mentoring
  - ii. How to run E-Cell/various activities on campus
  - iii. Policy formation
  - iv. Structure formation etc.

D

#### Competition

1. Bhau Team will help in designing the competition theme, evaluation framework etc.
2. Bhau team can also be part of evaluation committee
3. Bhau Institute will support potential candidates for Pre-incubation

This is not covered in this scope of engagement

E

#### Incubation SUPPORT

1. Shortlisted candidate could be considered as Pre-incubatee of Bhau Institute and mentored at the Mentee Institute
2. Shortlisted candidates can use Bhau's facility & infrastructure on case to case basis after getting evaluated, reviewed and recommended by Bhau management.
3. Office seating place could be offered on nominal chargeable basis. In such cases candidate will get below mentioned benefits:
  - i. Access to different events at Bhau
  - ii. Discounted pricing for captive and collaborative networking events, showcases, conferences, and forums if available for Bhau Institute startups
  - iii. Access to high quality network of investors,

This is not covered in this scope of engagement

	mentors, and service providers iv. Access to COEP & our other associated engineering institution's student interns v. Access to Meeting rooms at Bhau Institute, Pune	
F	1 Visit to Bhau Institute/ Interaction with startups	Y







**Memorandum of  
Understanding Between  
ETS India Private Limited  
And  
Sinhgad Institutes**

This MEMORANDUM OF UNDERSTANDING (the “MOU”) is entered into as of November 17th, 2022, by and between ETS India Private Limited (“ETS India”), a company incorporated under the laws of India and having its registered office at B-1/H3, Mohan Co-operative Industrial Area, Mathura Rd, Block B, New Delhi, India-110044, and the entity Sinhgad Institutes, 19/15, Smt. Khilare Marg, Erandwane, Pune 411004 Maharashtra with reference to the following facts:

WHEREAS, ETS India is engaged in the business of private educational testing and measurement organization and administering tests like TOEFL<sup>®</sup>, TOEIC<sup>®</sup>, GRE<sup>®</sup> and Praxis<sup>®</sup> tests (“Business”).

WHEREAS, the Sinhgad Institutes, comprising of 80+, colleges, offering education in Health & Applied Sciences, Engineering, Business Administration amongst others and colleges are affiliated to Savitribai Phule Pune University, Bombay University and Maharashtra University of Health Science, Nashik. These colleges are accredited by NBA, approved by AICTE/ BCI/ MCI etc.

**NOW, THEREFORE, in consideration of the foregoing premises and the covenants hereinafter contained, the parties hereto agree as follows:**

**1. Scope and Objective**

- a. Parties to work closely with top educational institutions, connecting with their student community to impart knowledge and training to help them realise their dreams of studying abroad. Empowering the faculty by providing training workshops which would enable them to help their students in making the right choice.
- b. Institute shall refer student to ETS India falling under the below category:

**Audience - TOEFL & GRE**

- Age group – 16-28
- Students aspiring to pursue their higher studies abroad
- Programmes – STEM, Law, Business, management & architecture

c. Below services shall be provided to the referred students by ETS India:

**Deliverables**

- Webinars & Seminars on TOEFL & GRE for students of Sinhgad Institutes.
- TOEFL & GRE Masterclass for the students of Sinhgad Institutes.
- TOEFL & GRE Workshop for faculty of the Sinhgad Institutes.
- One TOEFL Corner sponsored by ETS India at the campus giving access to students at the Institute to prepare for the test\* (Based on availability of space and approval from ETS India).
- \$10 TOEFL discount voucher for students at Sinhgad Institutes.
- TOEFL Planner E-booklet to each candidate
- TOEFL Mock tests for the students at the Sinhgad Institutes.
- ETS India will share the logo to be placed as an Education partner on Sinhgad Group of Educational Institutes website.
- Invitation to participate in any promotions, training programs or Olympiad organized by the ETS India resource centre DP Cube learning & Skills for students of Sinhgad Institutes.

**2. Limitation:**

- a. Both parties agree this MOU does not mean or imply either transfer of economic resources or payment of consideration between parties and does not imply transfer of any right to use other party's intellectual property without written consent of such party.
- b. Institute hereby agrees that ETS India does not guarantee any student of Institute any desired results in the exams conducted by ETS India or admission to any foreign university.

**3. Term and Termination:**

- a. This MOU will be effective from the date of the last signature hereto and will remain in force for a time period of five (5) years, with a possibility for renewal at the end of the five-year-period, subject to the parties' written agreement. Either party may terminate this MOU by giving three (3) months' notice in writing to the other Party.

**4. Confidentiality:**

- a. Any non-public information exchanged between the parties shall be treated as confidential and shall not be disclosed to any third-party without prior written consent of the disclosing party except in the event required under any applicable law or if such information becomes public by no default of receiving party.
- b. Either party shall be liable to hold in confidence such confidential information during the term of this MOU and thereafter.

**5. General Coordinators:**

Each Party shall designate an administrative office to oversee and facilitate the implementation of any agreements arising out of this MoU. These offices are:

**For University:**

DR. R. S. KAWLIKAR  
PROF. IN E & TC  
SCOE

**For Name of the Company:**

Mr. Siddharth Iyer  
Marketing Director  
ETS India

E-mail: RSKAWLIKAR.SCOE

Tel: @ SINHGAD.EDU

9890551983

E-mail: siddharth.iyer@etsindia.org

Tel: 9790855452

**6. Liability:**

- a. Except for loss or damages caused through gross negligence or intent, the parties shall have no liability to each other hereunder.

**7. Non-Binding MOU:**

- a. This MOU shall be construed as a statement of purpose to promote a genuine and mutually beneficial collaboration between the parties.
- b. This MOU shall not constitute a formal and binding agreement between the parties, except as to the provisions set forth in Clause 4 hereof.



**8. Governing Law:**

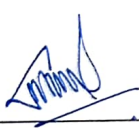
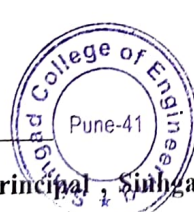
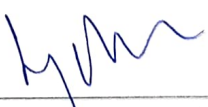

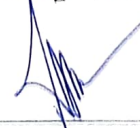
- a. This MOU shall be governed by the laws of India and courts at New Delhi shall have exclusive jurisdiction over all the disputes arising out from this MOU.

**9. Entire Agreement and Amendments.**

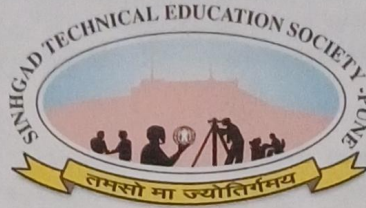
- a. This MOU represents the entire agreement and understandings between the parties concerning the subject matter prescribed hereof.
- b. This MOU may only be amended in writing signed by the parties.

This MOU has been drawn up in two (2) original copies in the English language. each party receiving one duly signed copy hereof.

**SIGNATURES AND DATES**

<p><b>Sinhgad Institutes</b></p>   <p>(Dr. S. D Lokhande, Principal, Sinhgad College of Engineering )</p>	<p><b>ETS India Private Limited</b></p>  <p>(Lejo Sam Oommen, Managing Director, ETS India 6/05/2022)</p>
<p><b>Witness signature with date</b></p>  <p>17.11.2022</p>	<p><b>Witness signature with date</b></p>  <p>17.11.2022</p>

Memorandum of Understanding  
Between



**Sinhgad Institutes**

Sinhgad Institute Of Management (SIOM)

AND



Bitsmith Technologies Private Limited



**Sinhgad Institute Of Management (SIOM), Pune, and Bitsmith Technologies Private Limited** (19/15, Smt. Khilare Path, Erandwane, Pune 411004), hereby agree to have an industrial collaboration/ cooperation between each other for the use of the **Campus App** as a communication and content-sharing platform for the benefit of both parties, enhancing communication and student engagement.

### **Sinhgad Institute Of Management (SIOM)**

Sinhgad Technical Education Society's (STES) Sinhgad Institute Of Management is the premier management institute, recognized for imparting technical education since 1994. The institute is affiliated with the Savitribai Phule Pune University, approved by the All India Council for Technical Education (AICTE), and is recognized by the DTE, Government of Maharashtra.

### **Bitsmith Technologies Pvt. Ltd.**

Established in 2020, Bitsmith Technologies is an ed-tech company providing IT solutions to educational institutes and helps in complete management and communication.

### **Campus App**

Bitsmith has developed a campus-based student communities app named "Campus App". The app aims to bridge the communication gap between the students and the institutes through college-created communities on the platform.

### **Functionalities & Use Cases of Campus App**

1. The app lets students explore the communities created by other students. Communities can be created by colleges or students based on their interests, organization, or events.
2. The app currently has a user base of thousands of students across many campuses in Pune.
3. The app will enable students to stay connected with students from other campuses and stay updated on their academic progress and college events.
4. Students could use the app to organize and promote events on campus, such as club meetings, social events, and academic conferences.
5. The app could connect students with mentors, advisors, and other members of the campus community who can provide guidance and support.
6. The app provides a platform for students to give feedback on courses, professors, and other aspects of campus life.



Through this memorandum, both parties affirm the value of collaboration and agree to promote the following activities

- a) Sinhgad Institute Of Management will introduce Campus App as an **Official Communication Platform** for updating students on events, official notifications, and other essential information.
- b) SIOM and its clubs and organizations will have their official communities on the app and will keep it updated with the content.
- c) SIOM and its clubs and organizations will display links to their communities in their posters, flyers, messages, and web pages.
- d) BitSmith will **Provide Analytics And Insights** to SIOM and its clubs and organizations to help them better understand and cater to their audience.
- e) BitSmith will provide **Free Advertising Credits worth ₹5,00,000 INR** on the Campus App to SIOM and its clubs and organizations.
- f) BitSmith will provide **Free Of Charge Content Boosting** to promote college and club content across other campuses.
- g) BitSmith's Campus App will be the **Official Community Partner** for SIOM and its clubs and organizations.
- h) **Campus Ambassadorship Program** to provide students with opportunities to connect with other campus ambassadors across campuses, networking opportunities, and access to goodies and merchandise.


---


### Infrastructure And Resources


SIOM will provide the necessary infrastructure and resources, for the smooth promotion and adaptation of the Campus App mobile application and for its promotional activities.


### Payment Terms

BitSmith Technologies Pvt. Ltd. will provide the Campus App services to SIOM worth **₹5,00,000INR** which includes advertisement on the platform.

 +91.93223 88801  
+91.77449 53400

 hello@bitSmith.tech  
https://bitSmith.tech

 19/15, Smt. Khilare Path  
Erandwane, Pune 411004





### Copyrights

Except to the limited extent expressly provided in this Agreement, neither Party grants nor the other Party will not acquire any right, title, or interest (including, without limitation, any implied license) in or to any property of the First Party. All rights not expressly granted herein are deemed withheld. All use by a Party of the other trade names, trademarks, service marks, logos, etc., and any goodwill associated therewith, will ensure the benefit of the granter.

### Confidentiality

Bitsmith and SIOM will not disclose the details of this agreement and any private information that they come across when this agreement is in effect to any third party.

If either Party (the "Receiving Party") under this Agreement gains access to confidential information of the other Party (the "Disclosing Party") concerning the Disclosing Party's prices, business, plans, technology, products, and other non-public information of the Disclosing Party (collectively, "CI" or "Confidential Information"), then the terms of this section will apply. CI includes all information in tangible or intangible form that is marked or designated as confidential by the Disclosing Party or that, under the circumstances of its disclosure, should be considered confidential. The Disclosing Party owns all rights, titles, and interests, including all patents, and copyright, trademark, trade secret rights, and any other intellectual property or proprietary rights in any jurisdiction, including any and all applications, renewals, extensions, and restorations thereof, in the Disclosing Party's CI.

Each Party agrees that it will not use in any way, for its own benefit or the benefit of any third party, except as expressly permitted by, or as required to implement, this Memorandum of Understanding, nor disclose to any third party (except as required by law or to such Party's attorneys, accountants, and other advisors as reasonably necessary), any of the Disclosing Party's CI. Each Party will take reasonable precautions to protect the confidentiality of the other Party's CI that are at least as stringent as it takes to protect its own CI.

### Force Majeure

Except for any payment obligations, neither Party will be liable to the other for failure to fulfill obligations hereunder if such failure is due to causes beyond its control, including, without limitation, acts of God, earthquake, fire, flood, embargo, catastrophe, sabotage, utility or transmission failures, governmental prohibitions or regulations, national emergencies, insurrections, riots or wars, strikes, work stoppages or other labor difficulties ("Force Majeure

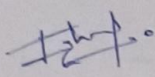
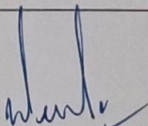
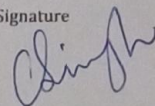


Event"). The time for any performance required hereunder will be extended by the delay incurred as a result of such a Force Majeure Event.

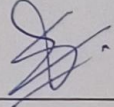
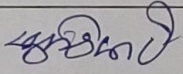
### Disputes

The Parties shall attempt in good faith to resolve any dispute arising out of or relating to this Agreement promptly by negotiation between executives.

This Memorandum Of Understanding (MOU) is executed between the following authorized signatories

For <b>Bitsmith Technologies Pvt. Ltd.</b>	For <b>Sinhgad Institute of Management</b>	For <b>Sinhgad Institute of Management - MCA</b>
Signature 	Signature 	Signature 
<b>Mr. Ishwar Sarade</b> Director (DIN: 08802891)	<b>Dr. Daniel Penkar</b> Director, <del>SIOM</del> <b>Sinhgad Institute of Management</b> S. No. 44/1, Vadgaon (Bk.), Pune-411 041.	<b>Dr. Chandrani Singh</b> Director, MCA-(SIOM.) <b>Sinhgad Institute of Management</b> S. No. 44/1, Vadgaon (Bk.), Pune-411 041.

with the following witnesses

Signature 	Signature 
<b>Dr. Sagar Pawar</b> Associate Professor, SIOM	<b>Dr. Sunil Khilari</b> Coordinator, IIC SIOM

**Date:** May 2<sup>nd</sup>, 2023

**Location:** Pune



**Memorandum of  
Understanding  
Between  
Veterans India  
and  
Sinhgad Institute of  
Management**



# Date: 13 /06 /2023

This **MEMORANDUM OF UNDERSTANDING** ("MOU") is entered on 13th Day of the Year 2023 between: **Veterans India** organization registered under Indian Trust Act, 1882 having its registered office at D-253, Madhu Vihar Near, Sector-3, Dwarka, New Delhi-110059. And Corporate Office Plot-C -713 B, First Floor, Sector-7 (Market), Dwarka, New Delhi110077.India, of the **FIRST PARTY**;

AND

**Sinhgad Institute of Management(SIOM)**, Pune, Maharashtra. S. No. 44/1, Vadgaon (Bk), Off Sinhgad Road, Pune-411041

**WHEREAS** Veterans India is a National apolitical patriotic non-profitable organization of Veterans from all fields led by an Ex-Servicemen (which includes Gallantry Awardees, Martyr's families, Disabled Soldiers, Ex-Servicemen and their families) to inculcate patriotism, nationalism and integrity among citizens of the Nation especially youth and students.

Sinhgad Institute of Management (SIOM), Platinum Category Institute by AICTE-CII Survey 4<sup>th</sup> Consecutive year, Accredited by National Assessment & Accreditation Council, Affiliated to Savitribai Phule Pune University & Approved by AICTE

**AND WHEREAS** the parties, through professional interactions and collaboration seek to bring patriotism, nationalism and integrity in students of higher education Institutions ( HEIs) of India by merging veterans experience and guidance through higher education activities, both enter into this agreement to establish a strategic partnership in the areas given in more details in the succeeding paragraphs.

### **Preamble and Objectives**

The objective of this MOU defines standards for the overall development of UG and PG students by bringing a Military touch that enables the youth to grow in all three dimensions (Mansa, Vacha and Karmana).

### **Strategic Collaboration (Objectives, Scope & Outcome)**

The Veterans India and (Name of College) under this MOU, shall collaborate towards:

1. Bringing nationalism and patriotism in higher education Institutions (HEIs)/Universities through activities based on veterans India themes and sharing experiences of Ex-Servicemen.





2. Personality development and Strategy building practices within higher education Institutions / Universities by involving local Veterans within higher education Institutions/ University vicinity.
3. Targeted preparation for SSB/CDS and other military examinations and interviews.
4. Modernizing NCC culture in higher education Institutions/ University vicinity by quick adoption model.
5. Connecting youth with veterans to make 2nd innings of veterans a better place full of knowledge and joy.
6. Adoption of Must Train method [Strategy and Tactics] for self-defense and national security.
7. Working together for the welfare of Gallantry Awardees, Martyr's families, Disabled Soldiers, Ex-Servicemen and their families.
8. Weekly/Monthly Activities to bring veterans from India and retired Military personnel into Induction level programs in higher education Institutions/Universities.
9. Monetary Compensation to Veterans for sessions they attend as speakers or expert to share their experience post-retirement.
10. All Sports/ physical fitness activities are to be conducted in collaboration with the Veterans India Youth Wing to meet the objective of the FIT India movement launched by the Honourable Prime Minister.
11. The college / Institute/ University shall provide premises in their campus free of cost and available manpower to Veterans India for patriotic activities as and when required besides above mention activities.
12. Facilitation of appropriate internship opportunities to the students in all applicable aspects of the organization including management and technology sectors in their Wings.

### Definitive Agreement



Any cost associated with the execution of the objectives of this MOU, if any, shall be mutually discussed and agreed to between the parties in a definitive agreement, before carrying out the activity.

### Tenure and Termination

This MOU is valid for five (5) years initially and will be deemed renewed for three years unless terminated otherwise.

This MOU shall commence as set forth above and remain in effect through the end of the term unless:

- a. Otherwise superseded by another agreement between the parties.
- b. The parties mutually agree to terminate this MOU.
- c. Either party gives the other 90 days' written notice of their intent to terminate this MOU.
- d. A breaching party has failed to cure a material breach of this MOU within 30 days following written notice of that breach given by the non-breaching party.

Each party is an independent contractor and no provision of this MOU grants either party any express or implied right or authority to assume or create any obligations or responsibility on behalf of or in the name of the other party or bind the other party in any manner or thing whatsoever.

Neither party shall assign or transfer the privileges and obligations under this MOU without the prior written consent of the other party.

The law of the Republic of India shall govern this MOU. Any dispute between the parties arising in connection with the performance of this MOU shall be resolved amicably between the parties through a process of negotiation





before the use of any judicial remedy before the appropriate forum. Both parties irrevocably submit to the exclusive jurisdiction of the Courts at New Delhi, for any action or proceeding.

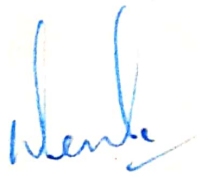
Any changes to the MOU are to be mutually agreed to by Veterans India and the (Name of College/Institute/University) and executed in writing.

This MOU may be executed in one or more counterparts, each of which will be deemed to be an original of this MOU and all of which, when taken together, will be deemed to constitute the same agreement. A signed copy of this MOU delivered by facsimile, e-mail or other means of electronic transmission shall be deemed to have the same legal effect as delivery of the original signed agreement.

IN WITNESS WHEREOF, the parties hereto have executed this MOU on this 25th day of December 2021 at New Delhi.

For and on behalf of  
Sinhgad Institute of Management (SIOM)

For and behalf of  
Veterans India



Dr. Daniel Penkar  
Director, SIOM  
Pune, Maharashtra 411041

Dr. Chandrani Singh  
Director, SIOM-MCA

Dr. B K Mishra  
National President, Veterans India  
Dwarka New Delhi 110059



ABHIMANYU



## Memorandum of Understanding

**KliqueStart** and **Sinhgad Institute of Management, Pune** this Memorandum of Understanding (MoU) on **11<sup>th</sup> April 2023** to associate with each other for conducting **KliqueSpark on 20<sup>th</sup> April 2023** in Sinhgad Institute of Management, Pune.

The objective of this MoU is to establish a working partnership between the two parties, setting out the working arrangements that each of the two confirm their present intent to work together in the manner described below, subject to the broad terms and conditions set forth in the MoU.

### Deliverables:

**KliqueStart** promises the following deliverables:

- Conducting end to end event in Sinhgad Institute of Management, Pune for 1 hour 30 minutes on 20<sup>th</sup> April 2023 from 11:00 AM onwards.

**Sinhgad Institute of Management, Pune** promises the following deliverables:

- Managing the end-to-end logistics for the event.
- Providing space and necessary technical help for the event.
- Providing PR across their campus.

This MoU ensures that both parties will work together in good faith, except in negligence of the norms mentioned.

This MoU shall become effective upon the signature of the authorized officials from **KliqueStart** and Sinhgad Institute of Management, Pune and will remain effective until the completion of the event.

Signed on Behalf of

KliqueStart Representative

**Shivayu Gupta**

**Co-founder, KliqueStart**



Signed on behalf of

SIOM, Pune

**Dr. Chandrani Singh**

**Director, SIOM, Pune**

**Witness (SPOC) :**

**Dr. Sunil Khilari :**



## MEMORANDUM OF UNDERSTANDING

This memorandum of Understanding ("MOU") is made and entered on the 29<sup>th</sup> day of March 2023 (the "Effective Date") at Pune.

### BETWEEN

**Crayod Market Research Pvt. Ltd.** (herein after referred as **Crayod**), a company incorporated under the companies act, 2013, and having Its Registered Office at Hyderabad, Telangana, Malaysian Township, Block - 21, Rain Tree park - 500085 (which expression shall unless it be repugnant to the context or meaning thereof be deemed to mean and include its administrators, assigns and successors)

.....of the **FIRST PART**

### AND

**Sinhgad Institute of Management**, an Institute established in 1996, approved by All India Council for Technical Education (AICTE) and affiliated to the Savitribai Phule Pune University, and having its head office at S. No. 44/ L, Vadgaon (Bk), off Sinhgad Road, Pune - 411 041; Hereinafter referred to as the Institute (which expression shall unless it be repugnant to the context or meaning thereof be deemed to mean and include its administrators, assigns & successors)

.....of the **SECOND PART**

### WHEREAS:

1. Crayod is engaged in the business of Product Development & research
2. Crayod desires to collaborate with the Sinhgad Institute for effective use of Incubation Centre for-
  - Market Research
  - Product Development
  - Internship
  - Offering Industry Best Practices

3. The Institute provides advanced training and High Quality Technical Education for Master of Computer Application (MCA) students and has approached Crayod for entering into academic alliances with it.

4. This MOU is drawn out between Crayod and the Institute on the prospect that both will collaborate for the objective specified under Point-2

5. Crayod and the Institute are hereinafter individually referred to as a "Party" and jointly Referred to as "Parties"

**NOW IT IS AGREED BY AND BETWEEN THE PARTIES HERETO AS FOLLOWS:**

**1. PURPOSE:**

The purpose of this Memorandum of Understanding is as follows:

- (i) Crayod to offer opportunities to the student to learn:
  - a. The industry best practices
  - b. Understanding the process of Product Development
  - c. The culture of Corporate / Start-up Environment
  - d. Gaining the exposure to Product-Market fit / Technology contribution in the market
- (ii) The Institute to extend the following support:
  - a. Offer the Infra for the Product Development (Place, Internet, Furniture, Laptop etc.)
  - b. Nominate the students (at least four) to participate in the program
  - c. A minimum commitment of 3 hours / day from the Student
  - d. Promotion of the product (designed by the students) within the institution to encourage participation

**2. TERM AND TERMINATION**

This MOU shall be in force for a period of one year from the effective date. Parties may if they desire, decide to extend the MOU for such period and on such terms as may be decided mutually between them. Either party shall be entitled to terminate this MOU at any time, without giving any reasons, by giving 30 days prior written notice of its intention to the other party.



### **3. COST**

Parties acknowledge and agree to bear their own costs associated with the obligations set forth in this MOU.

### **4. CONFIDENTIALITY:**

Each party agrees to treat as confidential all information, which may at any time come into the possession of the other party, and which relates to any actual or proposed business activities, financial affairs, products, developments, trade secrets, customers or suppliers or other information which may reasonably be regarded as confidential, obtained from or made available by one party to the other, in whatever form called, whether paper, electronic or digital. Each Party undertakes not to use any confidential information for any purpose outside the scope of its obligations under this agreement or to divulge such information to any other person except to its own employees

### **5. INTELLECTUAL PROPERTY (IP) RIGHTS**

Subject to the limited rights expressly granted herewith, Crayod reserve all rights, title and interest in and to the Services, including all related intellectual property rights. No rights are granted to you other than what is expressly set forth herein.

Address:

Malaysian Township, Block - 21,  
Rain Tree park – 500085

Address:

Sinhgad Institute of Management  
S. No. 44/1, Vadgaon Budruk  
Off sinhgad road,  
Pune-411041

IN WITNESS WHEREOF, the parties intending to be legally bound have caused this MOU to be executed by their duly authorized representatives as on the date first herein above mentioned.

Crayod Market Research Pvt.Ltd.

Sign 

Name: Manjri Nayak

Title: Co-Founder

Date: 30/05/2023

Sinhgad Institute of Management

Sign 

Name: Dr. Chandrani Singh

Title: Director-MCA

Director - (M.C.A.)  
Sinhgad Institute of Management  
S. No. 44/1, Vadgaon (Bk )  
Pune-411 041

Witness (SPOC) :

Name: Harsh Sharma

Designation: Engineer

Contact: 8600686220

E-mail: sharmaharsh555@gmail.com  
Harsh

Witness (SPOC) :

Name: Manalisa Bhenge

Designation: Asst. Prof.

Contact: 9922922870

E-mail: manalibhenge@sinhgad.edu





**Witness (SPOC) :**

Name: Madhusudan Nayak

Designation: Founder

Contact: 9284130448

E-mail: nayakmadhusudan@gmail.com  
madhs.

**Witness (SPOC) :**

Name: .....

Designation: .....

Contact: .....

E-mail: .....

**Witness (SPOC) :**

Name: Dr. Sumit Khilari

Designation: Asst. professor

Contact: 9886979655

E-mail: sumitkhilari@sinhgad.edu

**Witness (SPOC) :**

Name: .....

Designation: .....

Contact: .....

E-mail: .....



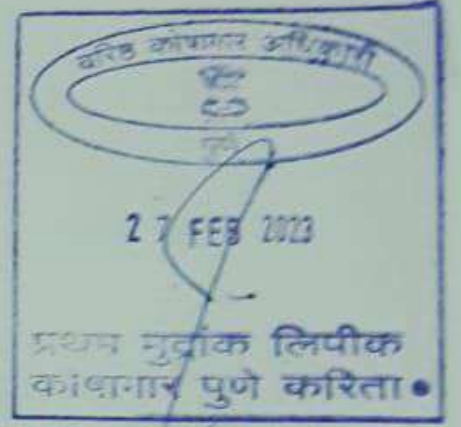


महाराष्ट्र MAHARASHTRA

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BV 891048

मुद्रांक २०२३ के लिये प्रयुक्त है।  
अनु. क्र. १०९५/०१ 01 MAR 2023 ५००/-  
वस्तु का नाम १५०५  
वस्तु नोंदणी क्रमांक २०२३/०१/१०९५  
मिळकतारीचे पत्ता-  
मुद्रांक विभाग, गणेशचौक, डॉ. चंद्राणी सिंघा  
वठगाव बु. पुणे  
दुसऱ्या पक्षकाराचे नाव-  
हस्तोच्छ्रिते जांच व पत्ता- डॉ. सुनिल खिलारी  
श्री. एन. के. सहाय  
पत्रांक २२८११५  
महाराष्ट्र, पुणे-४११००४



पार्श्वभूमी:

महाराष्ट्र राज्य उच्च व तंत्र शिक्षण विभाग व महाराष्ट्र माहिती तंत्रज्ञान सहाय्यता केंद्र यांच्या संयुक्त विद्यमाने सुरु असणाऱ्या करिअर कहा या उपक्रमांतर्गत युवकांच्या करिअरला योग्य दिशा देण्याच्या उद्देशाने राज्यातल्या निवडक महाविद्यालयांमध्ये "CENTER OF EXCELLENCE" उभे केले जाणार आहेत. या पाठीमागील महत्वाची भूमिका अशी की, राज्यांमध्ये स्पर्धा परीक्षेच्या तयारीसाठी



मोठ्या प्रमाणात मुले शहरी भागांमध्ये स्थलांतरित होत असतात. जीवनातील उमेदीच्या काळातील अनेक वर्षे केवळ स्पर्धा परीक्षेच्या तयारीसाठी घरापासून, गावापासून, पालकांपासून लांब राहणाऱ्या मुलांमध्ये मोठ्या प्रमाणात नैराश्याचे वातावरण तयार होते. याचे प्रमाण राज्यांमध्ये लाखोंच्या घरा आहेत. खाजगी प्रशिक्षण संस्थांचे उद्देश वेगवेगळे असल्यामुळे सरसकट सर्व मुलांना प्रोत्साहन देऊन यामध्ये गुंतवून ठेवण्याचा एक प्रयत्न होत असतो आणि मोठ्या प्रमाणात ग्रामीण भागातील पालक विद्यार्थी या दुष्टचक्रात अडकतात. स्पर्धा परीक्षेचे नियोजन करत असताना स्वतःच्या करिअरसाठी एक "प्लॅन बी" देखील तितका सक्षमपणे तयार ठेवला पाहिजे आणि एका योग्य वयानंतर करिअरचा मार्ग बदलून योग्य निर्णय घेतला पाहिजे, याचे मार्गदर्शन देण्याची यंत्रणा उभे करणे हा सेंट स्थापनेमागील महत्त्वाचा उद्देश आहे. याबाबत कट्ट्या अंतर्गत महाराष्ट्र माहिती तंत्रज्ञान सहाय्यता केंद्र व महाविद्यालय यांच्यामध्ये असणारा सामंजस्य करार पुढील प्रमाणे:

पार्टी नंबर १

यशवंत शितोळे

अध्यक्ष

महाराष्ट्र माहिती तंत्रज्ञान सहाय्यता केंद्र

पत्ता: करिअर कट्टा, महिला बँक तळमजला, खासबाग मैदानाजवळ,

मंगळवार पेठ, कोल्हापूर-१२

पार्टी नंबर २

प्राचार्य नाव डाॅ. चंद्राणी सिंग

महाविद्यालयाचे नाव: सिंहगड इन्स्टिट्यूट ऑफ मॅनेजमेंट, पुणे

पत्ता सिंहगड इन्स्टिट्यूट ऑफ मॅनेजमेंट, पुणे

सिंहगड रोड , वडगाव बुद्रुक.पुणे- 411041

## संकल्पना:

महाराष्ट्र राज्य शासनाकडून सध्या राज्यभरामध्ये सहा ठिकाणी "Pre IAS Training" सेंटरच्या माध्यमातून 740 विद्यार्थ्यांच्या निवासी प्रशिक्षणाची यंत्रणा अस्तित्वात आहे. करिअर कट्ट्याच्या माध्यमातून राज्यभरामध्ये 10,000 विद्यार्थ्यांच्या स्पर्धा परीक्षेच्या तयारीसाठीची व्यवस्था निर्माण करणे तसेच राज्यातील महाविद्यालयांमध्ये उद्योजकीय संस्कार घडावेत व उद्योग-व्यवसाय निर्माण करणारी युवा पिढी पुढे यावी, या उद्देशाने 5000 युवा उद्योजकांना महाविद्यालयीन स्तरावर उद्योजकीय विकासासाठी आवश्यक कार्यालयीन व्यवस्था उपलब्ध करून देण्यात येईल. "CENTER OF EXCELLENCE" च्या माध्यमातून विद्यार्थ्यांचे शहरातील स्थलांतर कमी करण्याचा तसेच नगण्य शुल्क आकारून विद्यार्थी आणि पालकांना स्थानिक पातळीवर राष्ट्रीय आणि आंतरराष्ट्रीय स्तरावरील तज्ञ व्यक्तींचे मार्गदर्शन उपलब्ध करून देणे, विद्यार्थी व पालकांसाठी तज्ञांकडून समुपदेशन केले जाईल. उद्योग क्षेत्रामध्ये तसेच व्यावसायिक क्षेत्रांमध्ये ज्यांनी आपलं कर्तृत्व सिद्ध केले आहे, अशा कर्तृत्व संपन्न व्यक्तींच्या मार्गदर्शनाखाली, नियंत्रणाखाली CENTER OF EXCELLENCE कार्यरत राहिल.

## 1) स्पर्धा परीक्षा पूर्वतयारी व अभ्यासिका:

महाराष्ट्रातील विद्यार्थ्यांचे MPSC परीक्षेसाठी तयारीचे प्रमाण व UPSC, केंद्र शासनाच्या वेगवेगळ्या नोकऱ्यांसाठी असणारे प्रमाण बघता महाराष्ट्रीयन विद्यार्थी तुलनात्मकदृष्ट्या केंद्र शासनाच्या नोकरीमध्ये कमी प्रमाणात तयारी करत असल्याचे लक्षात येते. यासाठी SSC & SSB याची माहिती विद्यार्थ्यांना योग्य वेळी झाली पाहिजे, त्याच्या तयारीसाठी अभ्यासवर्ग व प्रशिक्षण उपलब्ध झाले पाहिजे तसेच हे सर्व करत असताना त्याच्या राहत्या ठिकाणापासून शक्य तितक्याजवळ या गोष्टी उपलब्ध होतील, यासाठी प्रयत्न करणे आवश्यक आहे. जास्त विद्यार्थी संख्या असणाऱ्या महाविद्यालयांमध्ये १०० विद्यार्थ्यांची अभ्यासिका जी पूर्णवेळ विद्यार्थ्यांसाठी उपलब्ध असेल. सदर अभ्यासिकेमध्ये ऑनलाईन लेक्चरची सुविधा असेल ज्यामध्ये केंद्रीय पद्धतीने संपूर्ण राज्यात एकाच



Interconnected Hub निर्माण होऊ शकते व यातूनच विद्यार्थी उद्योग कसा करावा, हे समजू शिकतील.

5) यामध्ये जे विद्यार्थी प्रत्यक्ष कार्यानुभव घेतील त्यांना अनुभव प्रमाणपत्र देण्यात येईल.

6) यामध्ये विद्यार्थी Branding, Packaging, logo making, Service provider model, IPR formalities, Time management, decision making या सर्व गोष्टी शिकतील.

• गुणवत्ता व नियंत्रण:

1) या सगळ्या प्रक्रियेवर नियंत्रण ठेवण्यासाठी त्या भागातील प्रसिद्ध उद्योजक सल्लागार समितीवर कार्यरत असतील.

2) विद्यार्थ्यांसाठी आठवड्यातून एकदा मार्गदर्शन करण्यात येईल, ज्यामध्ये-

पहिला आठवडा:- बँकेच्या अधिकारी बँकांच्या योजना सांगतील.

दुसरा आठवडा:- जिल्ह्यातील उद्योग केंद्राचे अधिकारी मार्गदर्शन शासकीय योजना सांगतील.

तिसरा आठवडा:- प्रायव्हेट कन्सल्टंट यांचे मार्गदर्शन करतील.

चौथा आठवडा:- आंतरराष्ट्रीय उद्योजक ऑनलाईन मार्गदर्शन करतील.

• नियम व अटी:

1) क्लस्टरमध्ये सहभागी असणाऱ्या सर्व महाविद्यालयातील पदवीच्या प्रथम वर्षाला प्रवेश घेणारे सर्व विद्यार्थी करिअर कट्याला नोंदणी करणे आवश्यक आहे, याची जबाबदारी अग्रणी महाविद्यालयाच्या समन्वयकांची असेल.

वेळेला सर्व प्रशिक्षण केंद्रांमध्ये तज व्यक्तींचे मार्गदर्शन उपलब्ध करून दिले जाईल. आवश्यकता भासल्यास दिल्ली, मुंबई, पुणे या ठिकाणच्या तज व अनुभवी प्रशिक्षकांची नियुक्तीदेखील करण्यात येईल.

CENTER OF EXCELLENCE या प्रशिक्षण केंद्राच्या माध्यमातून विद्यार्थ्यांना सदर भरती प्रक्रियेसाठी निघालेल्या जाहिरातीची माहिती देणे, योग्य पद्धतीने कागदपत्रांची पूर्तता करून घेणे, त्यांचे फॉर्म भरणे आणि परीक्षेची पूर्वतयारी करून घेणे तसेच ज्या ज्या ठिकाणी आवश्यकता आहे त्या ठिकाणी तज व्यक्तींकडून मुलाखतीची तयारी करून घेणे या पद्धतीचे उपक्रम राबवले जातील. वेगवेगळ्या परीक्षांचे फॉर्म भरण्यासाठी विद्यार्थ्यांसाठी सुविधा केंद्र उपलब्ध असेल. विद्यार्थ्यांच्या ऑनलाईन समुपदेशनासाठी सोय असेल. विद्यार्थी व पालकांची मागणी असल्यास समुपदेशनासाठी स्वतंत्र सेशनचे नियोजन करण्यात येईल. विद्यार्थ्यांच्या बौद्धिक व शारीरिक क्षमतेचा विचार करता त्यांना स्पर्धा परीक्षा ऐवजी अन्य क्षेत्रांमध्ये उत्कृष्ट कामगिरी करणे शक्य असल्यास याबाबत देखील मार्गदर्शन केले जाईल.

#### • गुणवत्ता व नियंत्रण:

- 1) 1000 पेक्षा जास्त विद्यार्थी संख्या असलेल्या महाविद्यालयांमध्ये तसेच ज्या परिसरामध्ये एक 1500 पेक्षा जास्त विद्यार्थी पदवीच्या पहिल्या वर्षाला असतील त्या परिसरामध्ये CENTER OF EXCELLENCE उभारण्यात येत आहे.
- 2) या सेंटरमध्ये 100 विद्यार्थी एकाच वेळी अभ्यास करू शकतील, अशी अभ्यासिकेची रचना करण्यात येईल. त्यासाठी लागणारे बॅचेस, लेक्चरसाठीचे interactive board असतील.
- 3) सोबत Common Facility Center असेल ज्यामध्ये संगणक उपलब्ध करून विद्यार्थी आपले कागदपत्र स्कॅन करणे, परीक्षेचे फॉर्म भरणे, हॉल तिकीट generate करणे, प्रिंट काढणे या सोयी असतील.



विद्यार्थ्यांच्या उद्योजकीय संकल्पनांना विस्तारणासाठी आवश्यक असणाऱ्या व्यावसायिक सल्लागार व्यक्तींची उपलब्धता विद्यार्थ्यांना करून देणे, राष्ट्रीय-आंतरराष्ट्रीय पातळीवर चालणाऱ्या उद्योजकीय बदलांविषयी, तंत्रज्ञानाविषयी आणि कायद्याविषयी त्यांना वेळोवेळी माहिती उपलब्ध करून देणे, विद्यार्थी आणि उद्योजक यांचा सातत्याने संवाद आयोजित करून त्या माध्यमातून उद्योग जगतातील घडामोडी विद्यार्थ्यांपर्यंत पोहोचवत असतानाच त्यांना सविस्तर मार्गदर्शन करण्यासाठी CENTER OF EXCELLENCE कार्यरत असेल. विद्यार्थ्यांच्या राजकीय नेतृत्वाच्या विकासासाठी विद्यार्थी संसद ज्या पद्धतीने कार्य करते त्याच पद्धतीने उद्योजकीय नेतृत्व विकासासाठी प्रत्येक सेंटरमध्ये "Student Start-up Company" नोंदणीकृत असेल आणि विद्यार्थी संसदेमधील मंत्रिमंडळाप्रमाणेच या कंपनीमधील व्यवस्थापकीय प्रमुख, आर्थिक व्यवस्थापक प्रमुख, या पद्धतीच्या वेगवेगळ्या पदांवर काम करण्याचा अनुभव विद्यार्थ्यांना यावा, यासाठी Student Start-up ला गती देण्यात येईल.

• उद्देश:

- 1) जे विद्यार्थी स्पर्धा परीक्षा पास होऊ शकत नाहीत त्या विद्यार्थ्यांसाठी या सेंटरमध्ये उद्योजकता विकास हा उपक्रम राबविण्यात येईल.
- 2) यामध्ये 50 विद्यार्थ्यांना ऑफिस चालवण्यासाठी लागणारा set up उपलब्ध करून देण्यात येईल. त्यामध्ये conference room, desk व इतर सुविधा उपलब्ध करून दिल्या जातील.
- 3) 1 वर्ष हे विद्यार्थी student start up म्हणून काम करतील. या विद्यार्थ्यांपैकी जे विद्यार्थी महाविद्यालयाबरोबर नोंदणी करून स्टार्टअप चालू करणार असतील त्यांना रुपये 1,00,000/- देण्यात येतील.
- 4) महाविद्यालयाला लागणाऱ्या सुविधा उपलब्ध करणे, ग्रामीण भागातील वस्तू शहरी भागात उपलब्ध करून देणे व शहरी भागातील वस्तू ग्रामीण भागात उपलब्ध करून देणे या प्रक्रियेमुळे एक

- 4) या सेंटरमध्ये SSC/SSB/UPSC/MPSC या सर्व स्पर्धा परीक्षेचे प्रशिक्षण घ्यावलेले व इतर वेळेला विद्यार्थी अभ्यासिकेत म्हणून स्थान अद्ययत्न करतील.
- 5) अभ्यासिका सकाळी 06.00 ते संध्याकाळी 06.00 वाजेपर्यंत चालू असेल. यामध्ये संध्याकाळी 05.00 ते 06.00 online प्रशिक्षण असेल.
- 6) अभ्यासिकेचा मासिक खर्च निघावा यासाठी अग्रणी महाविद्यालय काही शुल्क करू शकतील, पण या माध्यमातून शुल्क उभारत असताना कॅम्पसमध्ये येणाऱ्या महाविद्यालयाचे प्राचार्य व सभ्यत्वधक यांच्याशी सल्लामसलत करून घ्यावे.
- 7) या सेंटरमध्ये विद्यार्थ्यांच्या अभ्यासावर जसा संकेत असेल त्याचप्रमाणे त्या विद्यार्थ्यांच्या मानसिकतेकडेही लक्ष देण्यात येईल. यासाठी विद्यार्थ्यांची Psychology Test घेण्यात येईल. याला तो विद्यार्थी कोणत्या स्पर्धा परीक्षेसाठी तयार आहे हे कळेल. ऑनलाइन समुपदेशनाच्या माध्यमातून पालकांना आणि विद्यार्थ्यांना समुपदेशन करतील. परंतु कोणत्या वैयक्तिक समुपदेशन हवे असल्यास पालकांच्या मागणीप्रमाणे वैयक्तिक समुपदेशनही करण्यात येईल.

## २) उद्योजकता विकास केंद्र:

राज्यात सद्यस्थितीला उद्योजकीय कौशल्य वाढीसाठी आवश्यक अशी व्यवस्था अस्तित्वात नाही. Entrepreneurship Development Cell, Incubation Center हे प्रत्येक महाविद्यालयामध्ये असावे असा राज्य व केंद्र शासनाच्या धोरणांमध्ये झालेल्या बदल विचारात घेता महाविद्यालयीन व्यवस्थापन, प्राध्यापक, प्राचार्य यांच्यापर्यंत हा विचार प्रभावीपणे पोहोचवणे आणि उद्योग संघातील यशस्वी उद्योजकांच्या, संबंधित प्रशासकीय अधिकाऱ्यांच्या व बँक प्रशासनाच्या माध्यमातून महाविद्यालयीन स्तरावरील विद्यार्थ्यांसाठी योग्य ते मार्गदर्शन उपलब्ध करून देणे, त्यांचा उद्योजकीय विकासाला घालना देणे या उद्देशाने महाविद्यालयीन स्तरावर प्रत्येक सेंटरमध्ये 50 विद्यार्थ्यांच्या Student Start-up च्या कामकाजासाठी कार्यालयीन व्यवस्था उपलब्ध करून देणे हा CENTRE OF EXCELLENCE चा महत्त्वाचा उद्देश आहे.



2) CENTER OF EXCELLENCE चे निर्णय घेत असताना क्लस्टरमध्ये सहभागी महाविद्यालय समन्वयक व प्राचार्य, तसेच अग्रणी महाविद्यालयाचे समन्वयक प्राचार्य, त्या जिल्ह्याचे प्राचार्य प्रवर्तक तसेच जिल्हा समन्वयक, भागातील एक यशस्वी उद्योजक, निवृत्त प्रशासकीय अधिकारी व विद्यार्थी प्रतिनिधी या सर्वांचा समावेश असलेल्या स्थानिक नियामक मंडळाच्या बैठकीत संगणमताने घेण्यात यावेत.

CENTER OF EXCELLENCE नियामक मंडळ:

- 1) प्राचार्य प्रवर्तक
- 2) जिल्हा समन्वयक
- 3) क्लस्टर मधील सहभागी महाविद्यालयाचे प्राचार्य
- 4) क्लस्टर मधील सहभागी महाविद्यालयाचे समन्वयक
- 5) अग्रणी महाविद्यालयाचे प्राचार्य
- 6) अग्रणी महाविद्यालयाचे समन्वयक
- 7) यशस्वी उद्योजक
- 8) निवृत्त प्रशासकीय अधिकारी
- 9) विद्यार्थी प्रतिनिधी

3) करिअर कट्ट्या अंतर्गत CENTER OF EXCELLENCE चालवत असताना 100 विद्यार्थ्यांसाठी अभ्यासिका उभी करण्यासाठी जो  $\square 10,00,000/-$  निधी दिला जाणार आहे. त्याची वितरण नियमावली पुढील प्रमाणे-

- 1) प्रतिवर्षी 20% ( $\square 2,00,000$ ) या पद्धतीने निधी वितरण होईल.

- 10) सदर व्यवसाय करत असताना महाविद्यालय करिअर कट्टा यांची आर्थिक जबाबदारी उपलब्ध करून दिलेल्या भांडवला इतकीच मर्यादित राहिल. याव्यतिरिक्त कोणत्याही पद्धतीची आर्थिक जबाबदारी/ दायित्व व्यवसायातून पदाधिकाऱ्यांनी निर्माण केल्यास त्याची जबाबदारी त्यांची वैयक्तिक राहिल.
- 11) CENTER OF EXCELLENCE अंतर्गत येणाऱ्या Incubation Center ला नियमक मंडळांनी मान्यता दिलेल्या व्यवसायासाठी कोणत्याही पद्धतीचे कर्ज घेता येणार नाही.
- 12) महाविद्यालयाच्या आवारामध्ये व्यवसाय करत असताना त्या व्यवसायाचा कोणत्याही पद्धतीचा त्रास महाविद्यालयाच्या नियमित कामकाजास होणार नाही याची दक्षता व पदाधिकाऱ्यांनी घ्यावयाची आहे, तसेच सदर व्यवसाय करत असताना कोणत्याही समाजविघातक गोष्टींना प्रोत्साहन मिळेल अशा बाबींचा समावेश व्यवसायामध्ये असू नये.
- 13) मागील वर्षी दिलेला निधी वापरून केलेल्या व्यवसायातून काही नफा निवडलेल्या पदाधिकाऱ्यांनी मिळवला असल्यास त्याचे वितरण तीन समान भागांमध्ये करण्यात येईल यामध्ये विद्यार्थी पदाधिकारी, करिअर कट्टा व महाविद्यालय यांचा समावेश असेल.
- 14) सदर निधी वापरून केलेल्या व्यवसायामध्ये 100% तोटा झाल्यास कोणत्याही पद्धतीची वसुली विद्यार्थी पदाधिकारी किंवा महाविद्यालय यांच्याकडून केली जाणार नाही, तसेच पुढच्या वर्षी दिल्या जाणाऱ्या निधीवर त्याचा कोणताही नकारात्मक परिणाम होणार नाही.
- 15) महाविद्यालयाच्या प्रयत्नांमुळे सदर विद्यार्थ्यांनी केलेले व्यवसायामध्ये झालेल्या नफ्यातील करिअर कट्ट्याला मिळालेल्या नफ्याच्या हिश्यातील 50 % रक्कम पुढील वर्षी दिल्या जाणाऱ्या 1,00,000 रुपये निधीमध्ये वाढवून दिले जातील.
- 16) सदर व्यवसाय करत असताना विद्यार्थ्यांना व्यवसायासाठी आवश्यक कायदेशीर बाबी, बाजारपेठेची माहिती, तसेच आर्थिक व्यवहार करत असताना घ्यावयाची काळजी याविषयी त्यांना सुरुवातीलाच प्रशिक्षण देण्याची व्यवस्था करण्यात येईल.



- 17) Revenue generate झाल्यावर त्यातील काही भाग लीड महाविद्यालयाचा असेल.
- 18) CSR/उद्योग मंत्रालय/Skill development याचा Additional fund महाविद्यालयाला उपलब्ध करून देण्याचा प्रयत्न असेल.
- 19) महाविद्यालयाच्या प्राधान्याप्रमाणे त्यांचे सभा घेऊन, त्यांची गरज पाहून त्यांना सेंटर चालू करण्यासाठी लागणारी उपकरणे उपलब्ध करून दिली जातील.
- वरील प्रमाणे सर्व प्रक्रिया पूर्ण करून परिसरातील विद्यार्थ्यांमध्ये स्पर्धा परीक्षा विषयी तसेच उद्योजकता विकास विषयी योग्य प्रशिक्षण देण्याच्या उद्देशाने सेंटर चालवत असताना महाविद्यालय व महाराष्ट्र माहिती तंत्रज्ञान सहाय्यता केंद्र यांच्या जबाबदाऱ्या पुढीलप्रमाणे राहतील:

**\* MITSC ची जबाबदारी:**

- १) सेंटर अॅाफ एक्सलन्स मध्ये सहभागी असणाऱ्या अग्रणी महाविद्यालयांना फर्निचर, पुस्तके, डिजिटल साधनसामग्री ( Interactive Board, sound systems) साठी उपलब्ध करून देणे, निधी उपलब्ध करून देणे.
- २) सेंटर अॅाफ एक्सलन्समधील कामकाज सुरळीत चालण्यासाठी आवश्यक त्या भेटी देणे.
- ३) सेंटर अॅाफ एक्सलन्समध्ये चालणाऱ्या कामकाजांवर नियमन आणि नियंत्रण ठेवणे.
- ४) सेंटर अॅाफ एक्सलन्समधील विद्यार्थ्यांच्यासाठी ऑनलाईन पद्धतीने सर्व पद्धतीचे प्रशिक्षक उपलब्ध करून देणे.
- ५) सेंटर अॅाफ एक्सलन्स आणि शासन/ विभाग यामध्ये समन्वयक म्हणून कार्य करणे.
- ६) महाविद्यालयाने नमोलेल्या सेंटर अॅाफ एक्सलन्स समितीच्या सभा घेणे आणि आवश्यक तेथे निर्णयांस सहाय्य करणे.

- 2) पुस्तके, फर्निचर, डिजिटल साधनसामग्री (Interactive board/sound system) याचा प्राधान्यक्रम ठरवण्याचा अधिकार महाविद्यालयाचा असेल.
- 3) निधी वितरित करत असताना क्लस्टर मध्ये असलेल्या करिअर कट्टा मधील सहभागी असणाऱ्या विद्यार्थी संख्येवर निधी वितरणाचे गुणोत्तर अवलंबून असेल.
- 4) करिअर कट्ट्याकडून केंद्रीय पद्धतीने वस्तू खरेदी करून महाविद्यालयास वितरित केल्या जातील, यासाठी करिअर कट्ट्याने स्थापन केलेली खरेदी समिती निर्णय घेईल.
- 5) CENTER OF EXCELLENCE साठी दिलेली जागा (अभ्यासिका/ Incubation Center) ही पूर्ण वेळ त्याच उद्देशासाठी वापरली जाणे आवश्यक आहे.
- 6) CENTER OF EXCELLENCE मध्ये प्रवेश घेणाऱ्या विद्यार्थ्यांचे प्रमाण हे खालीलप्रमाणे:
  - 50% जागा या अग्रणी महाविद्यालयातील विद्यार्थ्यांसाठी,
  - 20% जागा या pass out विद्यार्थ्यांसाठी,
  - 30% जागा या आजूबाजूच्या महाविद्यालयातील विद्यार्थ्यांसाठी असतील.
- 7) CENTER OF EXCELLENCE अंतर्गत स्थापन करण्यात येणाऱ्या Incubation Center साठी क्लस्टर मधून नियमक मंडळाने 15 विद्यार्थ्यांची निवड स्टुडेंट स्टार्टअप कंपनीचे पदाधिकारी म्हणून करावी.
- 8) Incubation Center चे पदाधिकारी म्हणून निवडलेल्या विद्यार्थ्यांच्या नियोजित व्यवसायाची निवड करण्यासाठी नियामक मंडळ व निवडलेले पदाधिकारी यांनी वेगवेगळ्या संकल्पनांचे सादरीकरण घेऊन त्यामधून एका व्यवसायाची निवड करावी.
- 9) सदर निधी मधील 15 टक्के भाग हा व्यवस्थापकीय खर्चावर खर्च करता येईल उर्वरित 85% भाग हा व्यवसायाचे मुख्य उद्दिष्ट पूर्ण करण्यासाठी वापरला जाणे आवश्यक आहे.



७) सेंटर ऑफ एक्सलन्ससाठी उपलब्ध करून दिलेल्या निधीचा वापर योग्य त्या कारणासाठी/ उद्देशपूर्तीसाठी होण्याकरिता यावर नियंत्रण ठेवणे.

८) विद्यार्थ्यांच्या सर्वांगीण हितासाठी आवश्यक असे विद्यार्थी हिताचे निर्णय घेणे.

\* महाविद्यालयाची जबाबदारी:

१) सेंटर ऑफ एक्सलन्समध्ये सहभागी असणाऱ्या अग्रणी महाविद्यालयातील पदवीच्या प्रथम वर्षाला प्रवेश घेणाऱ्या सर्व विद्यार्थ्यांनी करिअर कॅरिअरची नोंदणी करून घेण्याची जबाबदारी अग्रणी महाविद्यालयाची असेल.

२) सेंटर ऑफ एक्सलन्ससाठी आवश्यक अशा अभ्यासिका, Common Facility Center, Entrepreneurship Development Cell/ Incubation Center तयार करून घेणे आणि त्याचा पूर्णवेळ वापर त्याच कामासाठी करणे.

४) सेंटर ऑफ एक्सलन्ससाठी करिअर कॅरिअर मार्फत दिलेल्या साहित्याची ( फर्निचर, पुस्तके, डिजिटल साधनसामग्री ( Interactive Board, sound systems) देखभाल आणि आवश्यकतेनुसार दुरुस्ती करणे.

५) करिअर कॅरिअर मार्फत वेळोवेळी मागवले जाणारे विविध रिपोर्ट वेळेत सादर करणे.

६) करिअर कॅरिअर ठरवून दिल्याप्रमाणे सेंटर ऑफ एक्सलन्ससाठी समिती नेमणे, त्यांच्या नियमित सभा घेणे आणि त्याविषयी वेळोवेळी माहिती देणे.

७) अग्रणी महाविद्यालयाने परिसरातील इतर महाविद्यालये आणि करिअर कॅरिअर यामध्ये समन्वयक म्हणून काम करणे.

८) करिअर कॅरिअर मार्फत सेंटर ऑफ एक्सलन्स सुरु करणेसाठी महाविद्यालयाच्या संस्थेची परवानगी आणि इतर बाबींची पूर्तता करून घेणे.

कालावधी:

सदर सामंजस्य करार नोंदणी तारखेपासून ६० महिन्यांच्या कालावधीसाठी आहे.

न्यायालयीन कार्यक्षेत्र :

सदर सामंजस्य करारांतर्गत उद्भवलेल्या कोणत्याही वायदेशीर समतयसाठी न्यायालयीन प्रक्रियेसाठी कोल्हापूर जिल्हा न्यायालय हे कार्यक्षेत्र असेल.

दुरुस्ती व बदल :

सदर सामंजस्य करारांतर्गत नियम अटी व कार्यपद्धतीमध्ये काळानुसार विद्यार्थी हितासाठी काही बदल करावयाचे झाल्यास दोघांच्या संमतीने स्वतंत्र परिशिष्टाचा समावेश करून बदल करला येईल.

पार्टी नंबर १

यशवंत शितीळे

अध्यक्ष

महाराष्ट्र माहिती तंत्रज्ञान सहाय्यता केंद्र

पार्टी नंबर २

प्राचार्य नाव डॉ. चंद्राणी सिंग

महाविद्यालयाचे नाव : सिंगगड इन्स्टिट्यूट ऑफ मॅनेजमेंट, पुणे



साक्षीदार

1) नाव : डॉ. मिलिंद गोडसे

2) नाव : डॉ. अंकुश कुदळे



- 3) नाव : डाॅ. सुनील खिलारी *Sunil*
- 4) नाव : डाॅ. रमेश जाधव
- 5) नाव : प्रा. दुषंत बोडखे *DB*
- 6) नाव : प्रा. शोभा मिश्रा *Shobha*
- 7) नाव : प्रा. कुमुदिनी मनवर
- 8) नाव : प्रा. मोनालिसा भिंगे *Monalisa*
- 9) नाव : प्रा. भालचंद्र दोडडी *Dodde*
- 10) नाव : प्रा. दिपाली पाटील *Patil*
- 11) नाव : प्रा. मीनाक्षी जाधव *Minakshi*
- 12) नाव : प्रा. रुपाली तावरे *R.D. Taware*
- 13) नाव : प्रा. अश्विनी गायकवाड *Brohite*
- 14) नाव : प्रा. पूनम चौधरी *Punam C.*
- 15) नाव : प्रा. उषा बुबाणे *Usha*
- 16) नाव : प्रा. अमृता देशमुख *Amruta*



**MEMORANDUM OF UNDERSTANDING**

**BETWEEN**

**SINHGAD INSTITUTE OF MANAGEMENT,**

**VADGAON(BK), PUNE**

**AND**

**TAXMANN PUBLICATIONS PVT. LTD, DELHI**



**MEMORANDUM OF UNDERSTANDING**  
**BETWEEN**  
**SINHGAD INSTITUTE OF MANAGEMENT, PUNE**  
**AND**  
**TAXMANN PUBLICATIONS PVT. LTD.DELHI**

This Memorandum of Understanding (MOU) is made and entered into by and between **Taxmann Publications Private Ltd., New Delhi** and **The Sinhgad Institute of Management (SIOM),Vagaon(Bk),Pune** .

**Background**

The collaboration between **The Sinhgad Institute of Management (SIOM),Vagaon(Bk),Pune** and **Taxmann Publications Private Ltd, Delhi** is significantly crucial and enzymatic. **Taxmann Publications Private Ltd.** is a corporate entity incorporated under the **Companies Act, 2013**, it is a **Private Limited Company**. Taxmann is the India's well-established academic, legal & taxation publishing house. We are providing an impressive set of titles on Accounts and Audit, Banking and Finance, Management, Taxation and Business Laws from more than six decades. Taxmann owes its success to its core strength - the Editorial and Research Division comprising of a highly motivated group of over 200 associates from the legal community (i.e., advocates, lawyers, chartered accountants, company secretaries) who monitor all the developments in the judicial, administrative and legislative fields and process the information with impeccable perfection, skill, and accuracy. **The Sinhgad Institute of Management (SIOM),Vagaon(Bk),Pune** is a well-known institution located on a magnificent 100+acre campus that was established under the visionary leadership of **Hon'ble Prof. M. N. Navale**. Under the auspices of **Savitribai Phule Pune University**, the Institute offers **five MCA , MBA and Ph. D. degree programmes in Management and Computer** . The institute has made significant strides in the fields of engineering education and science since its inception. As a result, the college is **accredited by NAAC** with a 'B++' rating. Through a well-defined teaching-learning process and skill-based activities, the institute ensures students' overall development. Via value-based education and



on-campus programmes, students are afforded gainly exposure to experiential learning. Under the leadership of **Dr.Chandrani Singh, Director MCA, SIOM's** faculty members are committed to preparing students as tomorrow's leaders capable of meeting the demands of an ever-changing world. Each department's labs are equipped with cutting-edge technology and all necessary hardware and software. The library is completely equipped with all required reference books, journals, and periodicals.

**SIOM** retains a close relationship with industry and other leading organizations in order to represent the interests of the student body and the business as well as manufacturing sectors. Experts from a variety of fields contribute their invaluable expertise to help establish the Institute as a centre for learning and discipline. Engineers work competently, collaboratively, and ethically when entrusted by society to build a better environment and improve global quality of life."

### **Purpose**

This MOU is being signed in order to organize various National / International Conferences in different emerging disciplines of Management and Computer Application branches inside the SIOM Campus/ Outside SIOM Campus/ Inside the India or outside the India as per announcement of conference

The following tasks will be undertaken to achieve the above objectives:

**Taxmann Publications Private Ltd** and **SIOM** in accordance with the strategy stated in the early proceeding will observe the following :

- Administration of articles from receipt to assignment of an ID, DOI, and notice of approval.
- Proceeding with articles, such as ISBN generation, alignment, and architecture( Digital Edition only)
- Rs.10000/- (Rupees Ten Thousand Only) for at least 12 paper/articles (Total pages of proceedings upto max 80 pages.)





**Reporting**

The Deputy General Manager-Editorial of **Taxmann Publications Private Ltd** will assess the feasibility and compliance with the National/International seminar/Conferences and will take in to confidence to SIOM before making announcement of any collaborative work between Taxmann Publications Private Ltd. and SIOM

**Funding**

The budget financing commitments associated with the seminar/ conference will be Rs.10000/- (Rupees Ten Thousand Only) for at most total pages of proceedings up to 60-80 Nos.) to be published (Digital Edition ) by Taxmann Publications

**Fees**

Fees will be transferred to Taxmann Publications Private Ltd in the sum of 50% on or before the seminar/conference date and remaining 50 % after the proceedings publication. Both parties would cover the legal costs (including GST).

**Duration.**

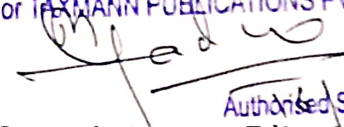
This MOU can be amended only with the joint consent of approved officials from the Sinhgad Institute of Management (SIOM),Vadgaon(Bk),Pune and the Taxmann Publications Private Ltd .This MOU shall become effective for next five years upon signature by approved representatives of The Sinhgad Institute of Management (SIOM),Vadgaon(Bk),Pune Dr. Chandrani Singh and Mitrapal Yadav, Dy.General Manager-Editorial, Taxmann Publications Private Ltd. and shall remain in effect until updated or terminated by mutual consent of either of the partners. Without reciprocal understanding between the approved officials of (list partners), this MoU is considered to be valid for five years with effect from signature of approved representatives of both parties.



For TAXMANN PUBLICATIONS PVT. LTD.

**For:** Taxmann Publications Private Ltd. New Delhi

**Name with Designation:** Mitrapal Yadav, Deputy General Manager-Editorial

  
Authorized Signatory 23

**Signed at New Delhi on Date:**

**For:** The Sinhgad Institute of Management (SIOM), Vadgaon (Bk), Pune

**Name with Designation:** Dr. Chandrani Singh, Director MCA.



**Signed at Pune on Date:**





London School of  
**DIGITAL BUSINESS**

## **MEMORANDUM OF UNDERSTANDING FOR THE ASSOCIATION**

This memorandum of understanding, (hereinafter referred to as MOU), is made and executed on  
**The 4<sup>th</sup> day of September 2023**

This MOU is entered into with:

**NAME OF THE INSTITUTION: Sinhgad Institute of Management**

**ADDRESS: Sinhgad Institute of Management, S. No. 44/1, Vadgaon (Bk), Off Sinhgad Road, Pune-411041, Maharashtra, India**

**Legal Status (Affiliated by): Savitribai Phule Pune University, Pune, Maharashtra, India**

(Herewith referred to as the "Associate Institute")

And

**NAME :London School of DIGITALBUSINESS Limited**

**ADDRESS :152-160 Kemp House, City Road, London EC1V 2NX United Kingdom**

**REGISTRATION : LSDB is a legally registered entity in the UK under SIC 85590 & 63990.**

Registration Number: 10812367

(Herewith referred to as the "LSDB")

LSDB is a global brand in Relevant Digital Essentials and Marketing courses ONLINE that helps candidates apply digital skills in their own domain or make a career in digital.

The needs, professional constraints, the code of conduct and many other factors concerning to brand building and marketing of a management student would be different to a medical or engineering student. We are the pioneers in offering digital essential online courses specifically for students designed for their specific domain.

This gives us pride to offer the world's most advanced and unique training programs that stands well with our brand.

### **PURPOSE OF THIS MOU**

This MOU agreement is designed with the purpose of association with a college i.e. associate institute for providing training in the field of Digital and the terms and conditions thereby. The associate institute needs to demonstrate considerable interest and capability to ensure that the students, faculties, and the institution will receive the benefits offered by LSDB.



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### MOU for The Association

1. LSDB welcomes, Associate Institute's keen desire to associate with as the representative for their region in connection with the LSDB offerings and initiatives under the terms and conditions of this Agreement;

It is agreed between LSDB and Associate Institute that:

LSDB will undergo a collaborative linkage with the Associate Institute, with the following objectives:

1. This MOU offers and outlines associate institute an association program from LSDB for **12 months**.
2. This MOU, unless cancelled by mutual written consent of both the institutes shall continue to be effective along with the amendments made on time-to-time basis.
3. LSDB will work towards familiarizing the member of the Associate institute with the Digital Essentials, Digital Marketing, and related online courses available with LSDB.
4. As a topic of important and specific consideration, LSDB will offer the digital / online courses to the members / students of the Associate Institution.
5. LSDB offers variety of courses in the field of Digital that are offered in the form of various course packages. All details of these courses will be shared with the institution / students.
6. LSDB will involve members/students of the Associate Institution in the various practical aspects of the course and activities that cover various dimensions of a digital business.
7. LSDB will also give the members/students of the Associate Institution access to the LSDB's own portal which might help in their career growth.
8. LSDB will also inform the members/students about the regional / international conferences if they wish to attend. In case of such events organized by LSDB in technical collaboration with the Associate Institute, the Associate institute will have the liberty to use LSDB's Logo, LSDB's name on posters and other promotional material only. The participation / certification fee for organizing and conducting such events will be discussed and shared as agreed on case to case basis.

Note, this agreement is not a permission to issue any Certificate on behalf of LSDB without a prior consent.







## London School of DIGITAL BUSINESS

9. LSDB as part of their study program may **give international internships / project work / assignments / international industrial visits** (subject to the respective fees) to the students. The work carried out in such programs will remain under the rights of LSDB and code of confidentiality.
10. LSDB continuously works on New Development Initiatives; hence, as a part of this MOU, if members/students from the Associate Institute are involved in any way LSDB will own all the rights and authority of the same.

### 2. LSDB's Obligations

LSDB will provide Associate Institute with promotional and sales material relating to the LSDB Products.

LSDB will provide Associate Institute with sales assistance. Such assistance may include technical support, online meetings with customers and online product demonstrations.

LSDB will provide Associate Institute with the required training.

### 3. Associate Institute's Duties

Associate Institute must achieve a level of knowledge and competency with respect to the LSDB Products sufficient to enable Associate Institute to perform its obligations under this Agreement, including the ability to independently use, share and conduct demonstrations of the LSDB Products.

Associate Institute will provide necessary infrastructural facilities to deliver the trainings / workshops / webinars / student development programs / Faculty Development programs by LSDB

Associate Institute undertakes not to forward or disclose any information concerning the specifics of this agreement to any third party without the prior consent of LSDB.

Associate Institute will conform to and maintain highest ethical standards and does not harm LSDB's name or reputation or its services.

Associate Institute use of any of the trademarks of LSDB will be strictly in accordance with MoU signed with LSDB.

**Confidential Information.** Both parties will use the other's Confidential Information only as necessary to fulfil its obligations under this Agreement.

**Associate Institute Representatives.** Associate Institute will cause its employees, agents, and representatives to comply with the provisions of this section and will be liable for any violations thereof by its employees, agents, or representatives.



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### 7. Termination

7.1 Either Party may terminate this Agreement upon written notice to the other Party.

7.2 LSDB can terminate the association if the associate institute fails to demonstrate considerable interest and capability to implement the association benefits in their institution.

This MOU, unless cancelled by mutual written consent of both the institutes shall continue to be effective along with the amendments made on time-to-time basis.

A handwritten signature in black ink, appearing to read "Sachin Parekh".

For LSDB, UK

\_\_\_\_\_  
Director, SACHIN PAREKH

A handwritten signature in black ink, appearing to read "Dr. Chandrani Singh".

For Associate Institute

\_\_\_\_\_  
DR. CHANDRANI SINGH  
Director, SIOM-MCA,  
Sinhgad Institute of Management  
Pune, Maharashtra, India







# London School of DIGITAL BUSINESS

Witness:

**Pavan P  
Govekar**  
Digitally signed  
by Pavan P  
Govekar  
Date: 2023.10.03  
16:08:34 +05'30'

1. Name **Pavan Govekar**  
Designation **Asst. VP - Strategic**

2. Name **Mark Tindal**  
Designation **Ad Board Member**

3. Name **Monalisa Bhinge**  
Designation **Asst. Prof. & TPO**

4. Name **Punam Chaudhari**  
Designation **Asst. Professor**

