

తెలంగాణ తేలంగానా TELANGANA

S.No: 629 Date: 15 NOV 2019

Sold to: K. Krishna Rao

S/O, D/o, W/o, Ram chander Rao

For Whom: Stanley College of Engg. & Tech for women. Hyd.

V. Khatoon  
W 016788

VASEEMA KHATOON

SVL No: 16-07-25 of 2013 | Ren. No: 16-07-018/2019

Gruhakalpa, A.P. Housing Board,

Nampally, Hyderabad-500001, T.S.

Cell: 9700734500.

This Memorandum of Understanding ("MOU") is signed on the 16<sup>th</sup> day of November 2019 (Effective date) by and between

SMARTBRIDGE EDUCATIONAL SERVICES PVT LTD. ("SMARTBRIDGE"), having its registered office at Plot No .550/F, Road.No.92, Jubilee Hills, Hyderabad, Telangana – 500096

AND

STANLEY COLLEGE OF ENGINEERING & TECHNOLOGY FOR WOMEN ("STANLEY"), H. No. 5-78 to 82, B-1-80 & 5-9-81, Chapel Road, Fateh Maidan, Abids, Hyderabad, Telangana 500001. SMARTBRIDGE and STANLEY are sometimes hereinafter referred to individually as a "Party" or collectively, the "Parties".

SMARTBRIDGE

*ammy*

STANLEY  
*Ammy*

## Background

**SMARTBRIDGE** is an edTech organization with a vision to bridge the gap between academia & industry. Our outcome-based experimental learning programs on emerging technologies (IoT, Machine Learning, Data Science, Artificial Intelligence, Edge Computing) are building skilled entry - level engineers, for the corporate world. SmartBridge is in mission to build technology communities in academia to encourage students towards innovation & entrepreneurship. Since inception, we have trained thousands of students, faculty and working professionals on emerging technologies via technical boot-camps, hackathons and professional development programs.

Following are our Services for Academia & Students

- Technology Bootcamps
- Hackathons
- Hands-on Training Programs
- Professional Development Programs
- Summer Practice Schools
- Industrial Project Consultation

Stanley College of Engineering and Technology for Women (STANLEY) – a temple of learning was established in the year 2008 on a sprawling 6-acre campus of historic Stanley College campus at Abids, Hyderabad. The college provides a serene and tranquil environment to the students, boosting their mental potential and preparing them in all aspects to face the cut-throat global competition with a smile on the face and emerge victorious. Stanley College of Engineering and Technology for Women has been established with the support of Methodist Church of India that has been gracious and instrumental in making the vision of an Engineering College on this campus a reality.

The College is affiliated to the prestigious Osmania University, Hyderabad. it has been approved by AICTE, New Delhi & permitted by the Government of Telangana . it has been sanctioned four UG – courses-Computer Science &Engineering, Electronics and Communication Engineering ,Electrical and Electronics Engineering, Information Technology and four PG courses-M.E in CSE, M.E in Embedded systems, M.Tech in SE and Masters Degree in Business Administration.

STANLEY has established an Industry Institution Interaction Centre to forge alliances with industries and educational institutions. There are seven different engineering

SMARTBRIDGE



STANLEY



departments, which are running under graduate and post graduate courses. Depending upon the specializations, the heads of the concerned departments approach the industries related to their departments and forge alliances with them for R & D activities found to be usefully to the industry and the institution. At times the consultancy work is also taken from the industries depending upon the capabilities of the faculty and the availability of infrastructure in the institution and the complexity of the problem. Besides the alliances forged by the individual departments the college also entered into MoU with certain industries and also with some educational institutions of standing in India and elsewhere.

Both SMARTBRIDGE and STANLEY of Hyderabad, Telangana recognized the need for:

- 1) Pooling and sharing their knowledge and skills for constant development and upgrading in the field of Emerging Technologies.
- 2) Close cooperation between the industry and the technical education system
- 3) Educating & training of students, in practical environment, to enrich teaching methodologies, to help faculty development and to make the training more employment oriented
- 4) Implement Project based Learning environment in the campus to enable students with industry specific skills.

In appreciation of the above and in the furtherance of the common desire for improving the quality of graduating Science & Engineering students, SMARTBRIDGE and STANLEY have agreed to join hands. Both parties have explored the possibilities of building a synergistic relationship and have agreed to enter into MOU with the following joint responsibilities:

- 1) With a view to provide inputs to improve the quality of education and to impart industry related training, SMARTBRIDGE will provide their expertise on "Utilization of Lab & Incubation center" to STANLEY.
- 2) With a view to introduce students to industry, SMARTBRIDGE will provide "Academic Projects & Internships" to STANLEY students. Further STANLEY students and faculty will participate in developing modules of a larger project and submit the completed work as consultancy project. To assist this activity STANLEY guide and students will work in the premises of SMARTBRIDGE for the purpose of coding, assembly, integration, and testing of the project as and when required.
- 3) STANLEY will provide required support in the survey of technical field, design, concepts and the methods of evaluation of the project.
- 4) SMARTBRIDGE will suggest the required changes in the curriculum and help STANLEY in providing education to it's students as required by the industry.
- 5) Both parties agree to maintain confidentiality of information and the information can be released only with mutual agreement.

SMARTBRIDGE

STANLEY

---

## 1. PURPOSE AND SCOPE:

This Memorandum of Understanding (MOU) sets for the terms and understanding between the SMARTBRIDGE and STANLEY to engage in following undertaking category.

- a) Project and Product Development activity for 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> year engineering students of ECE, EEE, CSE, IT branches along with students from related M-Tech programs. This can be done with mutual consent between SMARTBRIDGE and STANLEY.
- b) Engaging in consultancy work for a specific scope of services and product development which will be signed by both parties on need based terms.
- c) Electives Program to be designed and executed on emerging trends such as IoT, Data Science, Artificial Intelligence,
- d) Organizing the Workshops, Training Programs, Hackathons, Faculty development programs in emerging technologies.
- e) Providing the Internships to the students, mentoring students for innovation & entrepreneurship

SMARTBRIDGE and STANLEY both agree to work in collaboration in building a center of excellence (COE) in mutually identified areas at STANLEY campus.

## 2. VALIDITY

This MOU is valid for Three (3) years from the date of signing of this MOU. Thereafter the MOU may be renewed for such term and on conditions as may be agreed between the Parties.

## 3. NO ASSIGNMENT

Neither party without the written consent of the other may assign either the benefit or the burden of this MOU to anybody.

## 4. TERMINATION

Either party may terminate the MOU for cogent and logical reasons, by giving to the other party 30 days' notice in writing.

## 5. ENTIRE AGREEMENT

- a) This document represents the entire agreement between the Parties regarding the subject matter of this MOU and can only be amended or modified by an agreement in writing signed by the Parties hereto.
- b) A co-ordination committee consisting of one faculty member of STANLEY and one officer nominated by SMARTBRIDGE shall be constituted to implement and give effect to objectives of this MOU.

SMARTBRIDGE



STANLEY

## 6. LEGAL EFFECT

This document is not intended to impose any legal obligation whatsoever on either party (whether based in contract, tort or under statutory law). The parties do not intend to be bound by any agreement until both agree to and sign a definitive written contract. Neither party can rely on any promises inconsistent with this paragraph. This paragraph supersedes all other conflicting language.

## DECLARATION

Both SMARTBRIDGE and STANLEY located at Hyderabad are pleased to enter into this Memorandum of Understanding and believe that such an understanding would lead to a continuing period of meaningful interaction, cooperation and exchange of information and ideas. Both will value the spirit of this agreement and would strive continuously to develop the various facts of this MOU.

This agreement can be terminated with consent of the management by either party with one month prior notice and written information without any liability on each other.

## SIGNATURES

This MOU will come into effect on the day date of signature of the representative of both parties as given :

For SmartBridge Educational  
Services Private Limited

Signature: 

Name: Mr. Amarender Katkam

Title: Founder, CEO

Date: 16<sup>th</sup> Nov 2019

For Stanley College of Engineering &  
Technology for women

Signature: 

Name: Dr. A Vinaya Babu

Title: Director

Date: 16 - 11 - 2019



SMARTBRIDGE



  
STANLEY 16/11



## Memorandum of Understanding

30-December-2020

This Memorandum of Understanding is made and executed at Hyderabad on the 30<sup>th</sup> December, 2020. This MOU signifies a statement of intent for collaboration between.

M/s. Talentio Solutions India Pvt. Ltd., having corporate office address situated at 5<sup>th</sup> Floor, Mayfair Building, Sardar Patel Road, Begumpet, Hyderabad - 500 003 represented by Mr. Aijaz Khan. M/s. Talentio Solutions India Pvt. Ltd., a leading skills development & training company for the purpose up skilling of B.Tech students to make them employment ready, herein after called the **FIRST PARTY**

AND

Stanley College of Engineering & Technology for Women located at Abids, Hyderabad, Telangana 500001, is approved by AICTE, New Delhi and Govt. of A.P. & affiliated to Osmania University, Hyderabad represented by Mr. K. Krishna Rao, Correspondent herein after called as the **SECOND PARTY**.

### Terms & Conditions:

#### 1. Nature of Relationship

- This MOU is for collaboration between both parties for mutual benefit, for many purposes to enhance the quality of placements and technical skills for students of the college.
- This MOU shall be valid for the period as defined in 'Purpose/Scope of Collaboration'.
- Both parties shall take all reasonable steps to ensure successful completion of the collaboration and cooperate with each other in duly carrying out the obligation agreed upon.
- The second party shall provide all the necessary facilities and infrastructure required.

#### 2. Purpose / Scope of the Collaboration:

M/s. Talentio Solutions India Pvt. Ltd. i.e. First Party will undertake employability/ placement services for about 500 students of all branches of 3<sup>rd</sup> Year passing out in 2022 and about 500 students of all branches of 2<sup>nd</sup> Year passing out in 2023.

The service includes the self-learning platform, content, videos, instructor led programs, practice/ tests/ assessments on online platform as per the program listed.

Contd.....Page 2

*A. K. Khan*

*/*

**3. Mutual obligation**

- a) This Collaboration shall not be exclusive to both parties and shall not disallow each party from having similar collaboration with others. Except as expressly stated in this MOU, there shall be no obligation on any party to compensate the other in any manner to make any claim.
- b) Each party shall respect the others intellectual property (IP) and shall not use any trade name, trade mark, symbol or designation belonging to the other, without prior written approval. No party shall hold out as an agent or representative of the other or create any liability for the other.
- c) Both parties shall maintain confidentiality about any information, plans, discussions, strategies or any material which shall be deemed to be confidential and marked accordingly.

**4. Limitations and Warranties**

- a) Each party shall ensure that the other is not put to any liability for any actions of the one party.
- b) Each party represents that they have the full power and authority to enter into this MOU in general.

**5. General**

- a) Both parties will designate a representative from its side who will be the primary point of contact on behalf of that party.
- b) Any dispute under this MOU will be settled in Hyderabad through arbitration, if necessary.

In witness where both the parties have set their hands to this MOU on the 24<sup>th</sup> December, 2020 at Hyderabad and will be valid up to 31 December 2021.

**6. Program Details:**

For 2023, the following program will be delivered

| Year            | Module                         | # of Students | No. of Batches | Min Commitment of Students per Batch | Program Duration (Hours) |
|-----------------|--------------------------------|---------------|----------------|--------------------------------------|--------------------------|
| 2 <sup>nd</sup> | Logic Building in C            | 500           | 3              | 166                                  | 30                       |
| 2 <sup>nd</sup> | Foundation Aptitude and Coding | 500           | 3              | 166                                  | 138                      |

For 2022, the following program will be delivered

| Year                              | Module                           | # of Students | No. of Batches | Min Commitment of Students per Batch | Program Duration (Hours) |
|-----------------------------------|----------------------------------|---------------|----------------|--------------------------------------|--------------------------|
| 3 <sup>rd</sup>                   | Foundation Technical             | 420           | 3              | 140                                  | 30                       |
| 3 <sup>rd</sup>                   | Service Companies Foundation     | 180           | 1              | 180                                  | 155                      |
| 3 <sup>rd</sup> & 4 <sup>th</sup> | Product Dev & Competitive Coding | 120           | 1              | 120                                  | 249                      |





Contd.....Page 3

**7. Payment Terms:**

Total Cost of the program is Rs.30, 00,000 inclusive of all taxes.

The payment to be made as per the schedule below.

| Payment Instalment   | Total Amount in Rs. |
|--|---------------------|
| 30- Dec-20 (20% Advance)   | 600000              |
| 18-Jan-21  | 300000              |
| 01-Feb-21  | 300000              |
| 01-Mar-21  | 300000              |
| 01-Apr-21  | 300000              |
| 01-May-21  | 300000              |
| 01-Jun-21  | 300000              |
| After Completion training Program or 01-Aug-21 whichever is later. | 600000              |

**Incentive Plan for 2022 Batch**

For incentivising higher package selections of 2022 Batch, additional incentive amount to be awarded to Talentio for every offer with an annual CTC of 6 Lac and above. For details refer to the table below.

| Salary Package (CTC) | Incentive Amount Per Selection |
|----------------------|--------------------------------|
| > 6 Lacs             | Rs. 5,000/-                    |
| > 10 Lacs            | Rs. 20,000/-                   |


If a trainee is selected for more than one organisation with > 6 lacs package incentive will be paid for one selection only.

The costing is done based on the minimum batch size (as per the table under Program Details, with the column name 'Min Commitment of Students per Batch'). Any reduction in batch size (online or offline) will change the overall cost of the program in any case it shall be same or less than the agreed total cost.


**8. Termination of Contract:**

- a. This contract will be terminated based on the consensus of both parties with one months notice.

**AGREED AND ACCEPTED**

  
Mr. Aijaz Khan  
Director  
Talentio Solutions India Pvt. Ltd.  
5<sup>th</sup> Floor, Mayfair Building,  
Sardar Patel Road, Begumpet  
Hyderabad 500003



  
Mr. K. Krishna Rao  
Correspondent  
Stanley College of Engineering &  
Technology for Women  
Abids, Hyderabad, Telangana-500001

*Correspondent*  
STANLEY COLLEGE OF ENGG.&TECH.  
FOR WOMEN  
Chapel Road, Abids, Hyderabad-500 001.  
Date: 30/12/2020

Date: 30/12/2020