



MEMORANDUM OF UNDERSTANDING

The Indus Entrepreneurs Association Pune Chapter

(hereinafter referred to as "TiEPune")

5th floor, A wing, ICC Towers (MCCIA), Senapati Bapat Road, Pune-411016.

And

Ajeenkya D Y Patil University

(Hereinafter referred to as "ADYPU")

Located at S. No. 719 1&2, Wagholi, Pune –Ahmednagar Road, Pune -412207.

The Indus Entrepreneurs (TiE) is a non-profit, global community welcoming entrepreneurs from all over the world. We believe in the power of ideas to change the face of entrepreneurship and growing business through our five pillars: mentoring, networking, education, incubation, and funding. TiE was founded in 1992 by a group of successful entrepreneurs and is currently the world's largest entrepreneurial organization. With programs like Nurture for organized mentoring, Master classes, University program for young entrepreneurs and Women initiative, TiE Pune is creating a major platform for fostering the next generation of entrepreneurs.

TiE Pune the local affiliate of TiE brings the global capabilities of TiE to the entrepreneurial community in Pune and surrounding areas.

"Ajeenkya D Y Patil University (ADYPU)"

a private University located at Lohegaon, Pune, Maharashtra, India and belongs to the Ajeenkya DY Patil group, a network of educational institutions in India, having registered address at DY Patil Knowledge City Road Via Lohgaon - Airport Rd, Charholi Budruk, Pune, Maharashtra 412105.

ADYPU is having multi-disciplinary schools and having Entrepreneurship & Innovation center for students innovations.

(Hereinafter referred to as "ADYPU" or "Second Party" which expression shall include unless it be repugnant to the context or meaning thereof) of the SECOND PART

This Memorandum of Understanding (MoU) is made on 30th April 2024 by and between TiE Pune and ADYPU Pune and details out the terms of reference for the collaboration between ADYPU Pune and TiE Pune to promote creation of Entrepreneurs as well as high impact start-ups that generate social and economic value for Indian society and the world-at-large.



Validity of this MoU is for an initial period of 3 years from the date it is signed and will get renewed for 3 years period, each time with mutual consent of both the parties. The parties may terminate this MoU by giving one (1) months' notice in writing to the other party. However, in case of programs for which fees have been collected, it will be binding on both the Parties to complete the ongoing programme leading to completion of courses for candidates already pursuing the programme or to refund the fees so collected if it's not possible for party collecting the fees to complete the program.

TiE Pune and the ADYPU Pune will work together to create initiatives and programs that promote Student Entrepreneurship and give budding entrepreneurs the tools they require to establish successful businesses.

Under this MOU, TiE Pune will provide the ADYPU Pune:

- Speakers for events/conferences/seminars pertaining to entrepreneurship.
- Panelist(s) at any such above events.
- Keynote/ Guest of Honour / Chief Guest for any such above event.
- Conducting workshops on any specific topic of interest to your students relevant to Entrepreneurship.
- Faculty Training Orientation Program (FTP) for ADYPU E-Cell faculty/ Faculty Mentors.
- Being judges / jury panel members for any of ADYPU/ Business Plan related competitions.
- Access to Students to attend specific TiE sessions such as MSS etc.

Under this MOU, the ADYPU will provide to TiE Pune:

- Access to College facilities and infrastructure
- Opportunity to promote TiE programs among students
- Promotion of Biz QuoTiEnt and other similar programs organized by TiE
- Opportunity to run programs of common interest to multiple colleges
- Name and contact information of the faculty in-charge of the program
- Name of an appointed Student ambassador for this collaboration program

At the beginning of each academic year in the month of July, the parties will prepare a specific engagement program listing the programs/events and responsibilities for the next 12 months. A sample of such an engagement program is attached as Annexure to this agreement.

General

The parties hereby authorize each other to use the other party's logo and name for promoting this partnership and the programs in the publicity material and social media posts. Any costs incurred on any of the activities conducted under this MoU shall be reimbursed to the party incurring such costs. In all such cases such commercial arrangements will have to be pre-approved by both parties.







All the activities listed above shall be conducted on a best effort basis by both parties and shall be subject to availability of resources such as TiE CMs, College faculty, facilities etc.

Miscellaneous:

- All conditions, changes, erasures, amendments, waivers etc. shall only be in writing, duly executed by all the Parties.
- This MoU sets forth the entire agreement and understanding between the Parties with respect to the subject matter hereof and merges all discussions and negotiations between them prior to such execution.
- The parties shall make the best efforts to resolve all differences and disputes arising in connection with this MoU amicably. In case the differences are not resolved amicably, a committee will do the same and failure after that to resolve differences could lead to termination of this MoU.

IN WITNESS WHEREOF, the parties have caused this Memorandum of Understanding to be executed the day and year first hereinabove written.

For and on behalf The Indus Entrepreneurs Association Pune (TiE Pune)	For and on behalf The Ajeenkya D Y Patil University Pune (ADYPU Pune)
	
Name: Ms. Tameka Dhar	Name: Sanjay Nibandhe
Designation: Executive Director, TiE Pune	Designation: Dean EIC ADYPU
Date: 30 th Apr 2024	Date: 30 th Apr 2024.



MEMORANDUM OF UNDERSTANDING

The Memorandum of Understanding (hereinafter referred to as "MOU") is made and entered into this 30th day of April 2024 (hereinafter referred to as the "Effective Date") at Pune, Maharashtra, India.

AIC-Pinnacle Entrepreneurship Forum, having a registered office at Plot 302, Sector 7, MIDC Bhosari, Pune 411026, supporting various startups across varied sectors, through various schemes by Atal Innovation Mission, NITI Aayog, Ministry of MSME and Ministry of Electronics and IT Government of India, DPIIT Ministry of Commerce & Industry and other Ministries. (Hereinafter referred to as "AICP" or "AIC-Pinnacle" or "First Party", which expression shall include its employees, associates, successors, and permitted assigns) of the FIRST PART

And

Ajeenkya DY Patil University, a private University located at Lohegaon, Pune, Maharashtra, India and belongs to the Ajeenkya DY Patil group, a network of educational institutions in India, having registered address at DY Patil Knowledge City Road Via Lohgaon, Airport Rd, Charholi Budruk, Pune, Maharashtra 412105. (Hereinafter referred to as "ADYPU" or "Second Party" which expression shall include unless it be repugnant to the context or meaning thereof) of the SECOND PART

Hereinafter AICP and ADYPU shall hereinafter be jointly referred to as the "**Parties**" and severally as the "**Party**".

WHEREAS:

A. AIC-Pinnacle, a section 8, is a Not-for-profit organization, set up and established in 2017 under the provision of Companies Act, 2013, with the purpose of supporting



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and promoting of innovation, entrepreneurship, start-up creation and employment generation via research, skill development, innovation, incubation, acceleration, investments, consultancy, and product development, along with the aim to support the creation of a vibrant and high impact entrepreneurial ecosystem focused on innovation in key sectors which lead to inclusive and sustainable techno-socio-economic development of India. AIC Pinnacle is interested in cooperating with the ADYPU to further this goal and support it's Innovation, Incubation, start-ups and related eco system as well as activities.

B. Ajeenkya DY Patil University (ADYPU), known for its strong emphasis on innovation, is a renowned hub for young learners with entrepreneurial aspirations, providing an ideal environment for young learners and aspiring entrepreneurs to develop skills for the ever-evolving world and nurture the growth of student startup ventures. ADYPU has multi-disciplinary schools along with Entrepreneurship & Innovation center for student's innovations.

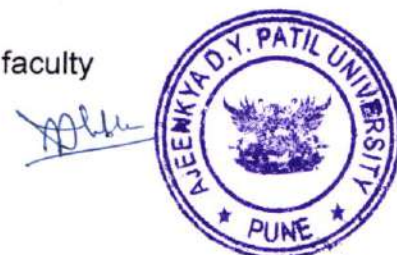
C. AIC-Pinnacle and ADYPU agrees to work together systematically for achieving the objectives as contemplated under this MoU.

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL COVENANTS CONTAINED HEREUNDER, THE PARTIES HERETO AGREE AS FOLLOWS:

1. OBJECTIVES OF THE MOU

AIC-Pinnacle and ADYPU values each other's objectives in fostering innovation and entrepreneurship. This will further promote excellence in knowledge sharing and development, connecting, training, and professional education in the area of entrepreneurship and preparing startups for their growth. Both parties will encourage the following activities:

- a) Joint training programs to support entrepreneurs and startups.
- b) Strengthen the Research, Innovation, and Entrepreneurship culture in ADYPU faculties, students, and alumni.
- c) Joint initiatives to promote start-ups among students, alumni and faculty





- d) Providing access to infrastructure and resources to students, entrepreneurs, and start-ups
- e) Sharing of information, resources, and network access to support start-up ecosystem development

2. PROPOSED MODES OF COLLABORATION

- a. The Parties agree to collaborate and jointly deliver education, training, awareness camp, FDP and skilling programs that help innovators, entrepreneurs, technologists, executives, and start-ups to develop their ideas, launch their products, and accelerate the growth of their companies.
- b. Both the parties may identify and jointly apply for government grant funding under different schemes by writing joint proposals to various funding agencies as per the guidelines of the government schemes etc.
- c. Any other appropriate mode of interaction agreed upon between AIC-Pinnacle and ADYPU.

3. TERMS AND CONDITIONS

- a. ADYPU will provide space with the required Infrastructure for incubatees in the ADYPU campus with cubicles, computer machines with internet facilities etc.
- b. AIC-Pinnacle may provide Entrepreneurship training and entrepreneurship development courses to ADYPU based on mutually agreed terms.
- c. ADYPU will allow use of infrastructure facilities and labs to AIC-Pinnacle and its entrepreneurs for the limited time period, as per availability, AIC-Pinnacle's incubation and maker's space will be available for ADYPU incubates as per availability with prior approval.
- d. ADYPU shall, depending on availability, give access to incubation space to AIC-Pinnacle recommended Incubates / startups. One incubated startup gets maximum 2 seats in incubation space. This facility may be offered to those





incubates who are already incubated with AIC-Pinnacle prior to the MoU or during MoU period.

- e. AIC-Pinnacle & ADYPU will jointly organize events like Idea Competition, Innovation awards, Project Competition, hackathons, Conference, courses, training and workshops to promote innovation and entrepreneurship, ADYPU will provide space, operational logistics and support with recruiting faculty, students and entrepreneurs for events, programs and courses.
- f. It is recommended that one idea generation workshop and one business plan workshop may be organized at ADYPU premises annually as a part of structured Innovation development program. Also, activities such as annual startup festival and startup internship fairs may be organized. AIC-Pinnacle will be the implementation partner for these events and shall extend non-monetary support.
- g. Revenue generated through organizing different events, program, courses funds received through joint proposals to government/non-government funding agencies, also revenue through incubated startups in ADYPU campus will be shared among both the parties as per the condition which will be set before proceeding to actual implementation of the above-mentioned cases.
- h. AIC-Pinnacle will provide support for commercialization of prototypes / projects/ patents / products developed under incubated startups in ADYPU Campus.
- i. ADYPU will provide one or two single point of contact (SPOC) person and required_manpower for managing the Innovation related activities and Incubation centre at ADYPU. Administrative arrangements such as security, cleaning & maintenance for the designated space for incubation within ADYPU premises will be made by ADYPU.





- j. AIC-Pinnacle will provide operational guidance and support to the incubation team at ADYPU in terms of developing the strategies and programs for identification of start-ups, launching of programs, hiring of staff, measuring of performance, complying with the government grant agency requirements, etc.
- k. ADYPU in terms of developing the strategies and programs for identification of start-ups, launching of programs, hiring of staff, measuring of performance, complying with the government grant agency requirements, etc.
- l. AIC-Pinnacle will support Incubated startups for extensive access of industry network, investor and corporate. Also where possible and applicable access will be provided to international programs and startups.
- m. AIC Pinnacle startups may provide Internship & Placement opportunities to ADYPU students. ADYPU shall support such startup requirements and arrange for necessary communication, selection & on-boarding process.
- n. Both parties shall work to help bridge the gap between academia and industry and contribute to the development of an effective business incubation process and its related education ecosystem.
- o. This MOU may be renewed by mutual written agreement of AIC-Pinnacle and ADYPU at any time.

4. TERM AND RENEWAL

4.1 This MoU shall be effective from the Effective Date as mentioned above till Three (03) years unless terminated as per the terms of this MoU, whichever is earlier.

4.2 This MoU may be renewed by providing the other Party prior written notice of thirty (30) days and on mutual agreement of Parties in writing. It may be amended, modified, extended, or renewed only on the written consent of both parties.





5. TERMINATION

5.1 Either Party shall have right to terminate this MOU with advance written notice of thirty (30) days to other Party. Notwithstanding anything contained herein, the Parties shall have right to terminate.

5.2 In the event of any Party failing to fulfil its obligations as contemplated under this MoU, where the other Party may notify in writing to cure such breach within thirty (30) days, failing which this MoU may be terminated forthwith at the option of the notifying Party.

5.3 Any act or omission or Commission detrimental to interest or public image of either of the Parties.

5.4 In case either of the Parties becomes insolvent or files or has filings against it a petition in bankruptcy ("Cause"), to the extent permitted by law.

5.5 Consequences of Termination: As mentioned otherwise, both Parties will settle any outstanding payments which are incurred in accordance with the terms and conditions of this MOU within 10 working days from the date of termination and close the pending cases.

6. CONFIDENTIALITY

Parties agree not to disclose any confidential information of each other and related parties and both the Parties agrees to undertake all reasonable precautions to prevent its unauthorized dissemination, and to refrain from sharing any or all of the information with any third party for any reason whatsoever both during and after the termination of this MoU.

7. DISCLAIMER

ADYPU must keep AIC-PINNACLE in the loop by maintaining consistent communication and provide regular updates to AIC-PINNACLE for all services rendered, business events, interactions with startups and investors, payments and any kind of services given to startups provided by AIC-Pinnacle.





8. INTELLECTUAL PROPERTY RIGHTS

By entering into this agreement, ADYPU hereby grants AIC Pinnacle, its affiliates, subsidiaries, and designated representatives the right to use ADYPU's logo, name, description, and any other relevant content provided by ADYPU for advertising, promotion, and branding purposes. This includes, but is not limited to, utilization on social media platforms, newsletters, websites, and any other marketing or promotional channels owned or operated by AIC Pinnacle.

9. LIMITATION OF LIABILITY

Under no circumstances will either party be liable for any indirect, special, consequential, or punitive damages (including lost profits) arising out of or relating to this agreement or the transactions it contemplates (whether for breach of contract, tort, negligence, or another form of action) in case such is not related to the direct result of one party's negligence or breach.

10. DISPUTE RESOLUTION

In the event of any dispute or difference between the parties, hereto, such disputes or differences shall be resolved amicably by mutual consultation. If such resolution is not possible then unresolved disputes or differences shall be referred to arbitration which shall be conducted in accordance with the provisions of the Arbitration & Conciliation Act, 2015 or any amendment thereof and all disputes under this MoU shall be finally settled by a sole arbitrator appointed mutually by both parties. The venue of such arbitration proceedings shall be Pune, Maharashtra, India. The language of arbitration proceedings shall be English. The arbitrator shall make an award which shall be final and binding on the parties. Pending the submission of and/or decision on a dispute, difference or claim or till the arbitral award is published, the parties shall continue to perform all of their obligation under this agreement without any prejudice to a final adjustment in accordance with the award. However, all efforts will be taken by both parties to resolve all issues amicably.

11. NOTICE





- a. Any notice or consent or approval required will be given by either party to the other party in writing and in the English Language, sent via email or by electronic transmission to the other party at the above-given address
- b. Any such notices shall be deemed to have been received by the other Party:
 - If delivered personally, at the time of delivery
 - In the case of an email, at the time of the email reaches the inbox of the receiver

12. AMENDMENTS

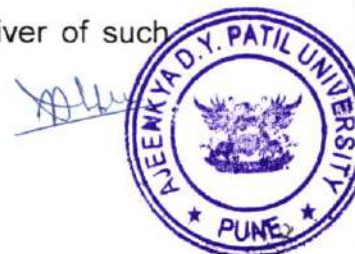
This MoU may be amended and supplemented in writing at any time through Addendum as decided and agreed by mutual written consent and signature of the Parties.

a. NO ASSIGNMENT

This MOU shall not be assigned or innovated or transferred by both parties to any third party without prior written confirmation and exchange of communication between them. Both the parties agreed and confirmed not to reprint or re-publish or distribute or otherwise make available to third parties the promotional material without the prior written and agreed communication between them.

b. NON-EXCLUSIVE:

This MoU is entered into by the parties in a non-exclusive character. The Parties declare that the signatories to this MoU are its legal representatives, duly constituted in the form of their incorporation, with powers to assume the obligations agreed. Any change must be done through an amendment, signed between the Parties, which will form an integral part of this MoU for all legal purposes. Tolerance, by either Party, to the violation of any provision of this MoU or failure to exercise any right provided shall not constitute a waiver of such





provision or right and will not affect the right of the Party to exercise it in the future. Any communication, warning, notice or request between the Parties under this agreement shall be sent in writing, via official e-mail, or other postal means.

c. INDEMNITY

Both the party shall indemnify on demand and held responsible, that its directors, officers, employees and agents harmless against any losses, costs, claims, damages or liabilities to which any of them may become subject, relating to or arising out of the assistance to be provided under the terms of this MOU, including without limitation as a result of any claim, suit, proceeding or action brought against any of them by any person in connection with the performance of any act hereunder or the reliance by any person on any action or omission by the parties, provided that parties will not be liable under the foregoing indemnity for any loss, cost, damage or liability to the extent that such loss, cost, damage or liability resulted from the gross negligence or willful misconduct of the either of the party as finally judicially determined by the court of law.

d. GOVERNING LAW AND JURISDICTION

This MOU and performance hereunder shall be governed by, enforced and construed in accordance with the laws of India and shall be subject to exclusive jurisdiction of the courts in Pune, Maharashtra, India for any action or proceeding regarding this MoU.

e. COUNTERPARTS

- 17.1 This MOU may be executed in any number of counterparts, each of which, when executed and delivered, shall be an original, and all the counterparts together shall constitute one and the same instrument.
- 17.2 This MOU with all its Exhibit comprises the final understanding of the parties relating to the subject matter hereof and cancels all prior discussion or agreements, when written between the parties.





The parties hereto have caused this MoU to be made in English and executed by their respective duly authorized representatives on the day and year first above written.

SIGNED AND DELIVERED

For & on behalf of AIC Pinnacle



Name: Mr. Sunil Dhadiwal

Designation: Chief Executive Officer

Dated: 30/04/2024

For & on behalf of ADYPU



Name: Sanjay Nibandhe

Designation: Dean EIC

Dated: 30/ 04/2024

AIC Pinnacle Mou



महाराष्ट्र MAHARASHTRA

© 2020 ©

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- 8 APR 2021

कत. क्र.: 1600 दि.: र. म. रकम: 100/-
प्रतिका प्रकार: Add.
कलत नोंदणी करणार आणेत का: होच / नाही
मुद्रांक विकत घेणान्याचे मळ: AIC Pinnacle Entrepreneurship Forum,
पत्ता: Bhasari, Pune
मुसयो मळकासचे नाव:
इत्ते स्वकतीचे नाव व कता: R. Kulkarni, Sinagar, Pune

13 MAR 2021

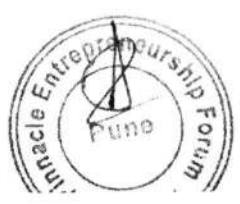
सौ. सुचेता सुहास वैजपांडे
परवाना क्र. २२०१११८

मुद्रांक विकत घेणान्याची सही ११२/२, बुधवार पेठ, पुणे. २
न्या कारणासाठी म्वांनी मुद्रांक खरेदी केला आहे त्याच कारणासाठी
मुद्रांक खरेदी केल्यापासुन ई मंडिन्यात वापरणे बंधनकारक आहे
Memorandum of Understanding

This Memorandum of Understanding (herein after called MOU) is entered on the 6th July 2021 at Pune.

BY AND BETWEEN:

AIC-Pinnacle Entrepreneurship Forum, having registered office at Plot 302, Sector 7, MIDC Bhasari, Pune 411026, a section 8, Not-for-profit organization established in 2017 with the purpose of supporting and promoting of innovation, entrepreneurship, start-up creation and employment generation via research,



skill development, innovation, incubation, acceleration, investments, consultancy, and product development, with the aim to support the creation of a vibrant and high impact entrepreneurial ecosystem focused on innovation in key sectors which lead to inclusive and sustainable techno-socio-economic development of India. (hereinafter referred to as 'AIC-Pinnacle' which expression shall include unless it be repugnant to the context or meaning thereof)

And

Ajeenkya D Y Patil University, Pune (herein after called **ADYPU**) is a private University located in Lohegaon, Pune, Maharashtra, India. ADYPU has been established under Maharashtra Govt. Act of 2015 of Government of Maharashtra with mission to graduate well-educated students who are prepared to meet the challenges of a rapidly changing, increasingly complex world, and to contribute to the betterment of the world. ADYPU aim to contribute to the creation of Innovation oriented Indian society. The aim is to develop new solutions that elevate the quality of life for every Indian by utilizing the new knowledge created. As future economic, financial & social paradigms evolve, the Ajeenkya DY Patil University is gearing up to new challenges & exploiting vibrant possibilities for growth through single-minded focus on innovation,

(AIC-Pinnacle and ADYPU collectively referred to as the "Parties" and individually as the "Party").

NOW IT IS DULY COMMUNICATED AND HEREBY AGREED BY AND BETWEEN THE PARTIES AS FOLLOWS:

1. Vision of MOU

A joint initiative of AIC-Pinnacle and ADYPU, whereby ADYPU administration, faculty, students and alumni of institute can leverage AIC-Pinnacle's unique status of having (1) NITI Aayog backing, (2) Ministry of MSME and Ministry of MEITY backing, (3) DCMSME, MoMSME supported IP Facilitation Centre, (4) government of India recognition, (5) extensive industry network, (6) status as official partner of CII for incubation, (7) not-for-profit section 8 company status, and (8) strong pan-India brand.

2. Objectives of the MOU

Foster cooperation and in entrepreneurship training, start-up creation, and innovation development for social and economic development of India. Both parties will encourage the following activities:

- a) Joint training programs to support entrepreneurs
- b) Strengthen the Research, Innovation and Entrepreneurs culture in ADYPU administration, faculty, students and alumni.
- c) Joint initiatives to promote start-ups among students, alumni and faculty
- d) Providing access to infrastructure and resources to students, entrepreneurs, and start-ups
- e) Sharing of information, resources, and network access to support start-up ecosystem development



3. Proposed Modes of Collaboration

- a) The Parties agree to collaborate and jointly deliver education, training, awareness camp, FDP and skilling programs that help innovators, entrepreneurs, technologists, executives, and start-ups to develop their ideas, launch their products, and accelerate the growth of their companies.
- b) Both the parties will identify and jointly apply for government grant funding under different schemes by writing joint proposals to various funding agencies like CSR, DST, RGSTC, MSME, BIRAC etc.
- c) Any other appropriate mode of interaction agreed upon between AIC-Pinnacle and ADYPU.
- d) Under this AIC-Pinnacle Centre @ ADYPU, following offerings will be provided in two sector.
 1. Operational and managerial support to Incubation Centre/EDC
 2. Develop Entrepreneurial culture in university. Support in academic course curriculum development, Launch new academic credit course.
- e) AIC-Pinnacle will work with ADYPU in following verticals to support the above two sectors. AIC-Pinnacle will support to academic member under 3 verticals.
 - a) Under Atal Innovation Mission-Atal Incubation Centre
 - b) Under DCMSE, Ministry of MSME Intellectual Property Facilitation Centre
 - c) Under Ministry of Electronics and IT, Technology Innovation and Development of Entrepreneurship 2.0 G2C.

4. Offering

Under this AIC-Pinnacle Centre @ ADYPU, following offerings will be provided in two sector.

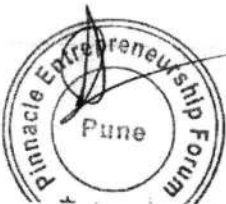
1. Operational and managerial support to Incubation Centre.
2. Develop Entrepreneurial culture in university. Academic course curriculum development, Launch new academic course, Master programs in entrepreneurship and development of International Student Cell & Foreign Studies Cell.

AIC-Pinnacle will work with ADYPU in following verticals to support the above two sectors.

A. Under Atal Innovation Mission-Atal Incubation Centre

Fundraising

AIC-Pinnacle will help identify, supporting in the writing of, and jointly apply for government grant funding under different schemes to secure funds. These funds are very essential for success of incubation centre as well as development of entrepreneurial culture in Institute. Some of the potential funding sources and program proposals include,



- ED Cell- Entrepreneurships development cell
- TIDE- Technology innovation and development of entrepreneurs
- TBI – Technology Business Incubator / Business Incubator
- AIC- Atal Innovation Centre
- BioNest- Bio-incubators nurturing entrepreneurship for scaling technologies
- Joint proposals for CSR funding
- Joint proposals for sponsored research
- Joint proposal for faculty-led projects funded by DST, RGSTC, etc.

Placement, Start-ups and Employment Generation

- AIC pinnacle will support all Idea/ Project comes from ADYPU Students, Faculty or alumni with good commercial potential. AIC will work with the faculty and entrepreneurs to apply for grant funding for these projects. Also, AIC will provide business and technical mentoring support to these faculty and students. AIC will help in company formation and business training.
- Connect students with start-ups for employment.
- Provide internship programs to students during their vacation period between successive semesters. AIC Pinnacle will provide these internships both at the incubator and also at the AIC Pinnacle incubated startups
- AIC-Pinnacle will launch an Entrepreneurs-on-Campus program under which the students will be able to work during their college year on part-time basis, remotely, on small, result-driven projects. This program will help the students build their resume/CV and also increase their skills which will increase employability and placement of these students by the industry.

Courses/curriculum for ADYPU students

Elective course for students on the topics of:

- Invention
- Innovation
- Technology commercialization
- Reverse engineering
- Organizational management
- Venture Creation, Venture Acceleration
- Venture Launch
- Personality Development credit course
- Master programs in Entrepreneurship.

Executive education courses for industry professionals

These can be short duration executive education courses offered to industry professionals and mid-managers who are looking to upgrade their skills for the benefit of their organizations such as,

- Invention Management
- Organizational scaling through technology deployment
- Total Quality Management (TQM)
- Industry 4.0 and role of IoT, ML and AI

Hemishyl



AIC-Pinnacle will be the implementation partner for these courses. It would develop the content, design the pedagogy, identify the guest lecturers, and support in the delivery of instructions, etc. Some of courses will also run by using digital platforms.

These are value added courses to students, this course will be run on paid basis and if there is any profit from these courses generated that will be shared between institute and AIC-Pinnacle. Profit share will be as per the condition which will be set before proceeding to actual implementation of the above-mentioned cases.

Training and Skill Development Program

AIC pinnacle will, in consultation and as per the needs of the college, develop the appropriate programs for the creation and institutionalization of entrepreneurship culture on ADYPU campus. The goal of the programs will be to inform, engage, and support students in the field of invention, innovation, technology commercialization, and startup creation. Some of the programs that would be run for ADYPU students include:

- 3 day Startup boot camps (Max 2/Year)
- Demo days (Prototype presentation)(1 per year)
- Hackathons on recent trade in engineering and technology
- Industry workshops (As per need)
- Assist to arrange Expert/Guest Lecture by relevant industry persons.
- Entrepreneurship Awareness and Development Programs (3 or 4)
- Female founders Program
- Arrange the sessions on Success Stories of entrepreneurs (Max 3)
- FDP-Faculty Development Program (1)

Program Duration, Timings and cost as per college requirements.

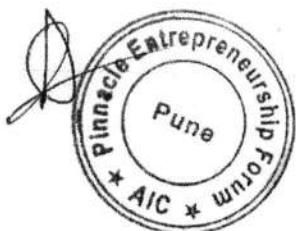
Government of India Sponsored Program

AIC-Pinnacle will offer different type of Entrepreneurship skill development programs to ADYPU sponsored and supported by various department and ministries of state as well as central government. For an example we will offer Ministry of MSME sponsored program which includes the following modules:

- a. Industrial Motivational Campaign for Youth (IMC-Y)
- b. Industrial Motivational Campaign for Cluster (IMC-C)
- c. Entrepreneurship Awareness Program (EAP)
- d. Entrepreneurship-cum-Skill Development Program (E-SDP)
- e. Management Development Program (MDP)

AIC-Pinnacle will offer such type government supported and sponsored program to ADYPU, which is depends upon approval from govt. These are govt supported and sponsored program, No. of program sanction and its approval time is not fixed.

AIC-Pinnacle will also give financial support for run this program as per particular scheme guidelines.



Online Course, Training and Mentoring Session:

AIC-Pinnacle will organize the online courses and trainings for students related to Skill Development, Entrepreneurship Creation, Employability, Innovation Management and R & D tools, Technology commercialization and much more. We will also arrange online mentoring session for student/faculty startups in institute campus with our senior mentors. It will very helpful for all student/faculty entrepreneurs.

Concession facilities to Student, Faculty and Alumni of ADYPU

AIC-Pinnacle will provide concession to ADYPU in following facilities

- IP Search and filing under IPFC centre
- Paid Event, Workshops, Seminar of AIC-Pinnacle
- AIC-Pinnacle Business consultancy program

Monthly 2 (Two) hours mentoring session by AIC-Pinnacle staff at your campus

Monthly 4 (four) hours mentoring on various topics as per needed by ADYPU students, faculties and startup in campus will be provided by AIC-Pinnacle staff as per requirement. AIC-Pinnacle will also provide biweekly also if needed and demanded.

Events

AIC-Pinnacle will help the college administration and students in developing and conducting various inter-college, intra-college, and state-level events to promote the college branding, enhance the student network, and engage the alumni. Some of these events may include:

- Knowledge session
- Arrange innovation awards
- Idea competition
- Project Competition
- Conference

Winner of various startup events can directly enter in AIC-Pinnacle incubation program.

B. Under DCMSE, Ministry of MSME Intellectual Property Facilitation Centre

Under IPFC, AIC-Pinnacle will help to member institute in following ways

1. 25Hr Free IP Consultation by IP expert
2. 1 Free patent filing from institute
3. 1 Free copyright/Trademark/Design
4. IPR Seminar/Events/Workshop
5. IP Courses (In Association with Govt. bodies)



C. Under Ministry of Electronics and IT, Technology Innovation and Development of Entrepreneurship 2.0 G2C.

1. Access to Low Engagement Program
2. Access to Workshop organized under MEITY TIDE 2.0
3. Information and Access for EIR and Grant support Program
4. Sharing and Support for all type of challenges launched by MeitY Startup Hub.

5. Terms and Conditions

- a) AIC Pinnacle will require ADYPU provide 40 seater space with the required Infrastructure for incubates in campus with cubicles, computer machines with internet facilities.
- b) Entrepreneurship training and faculty entrepreneurship development courses provided to ADYPU by AIC-Pinnacle will be based on terms mutually agreed by both the parties.
- c) Use of infrastructure and facilities and labs by AIC-Pinnacle and its entrepreneurs will be allowed for limited time period, as per availability, AIC-Pinnacle's incubation and maker's space will be available for ADYPU incubatees with prior approval.
- d) AIC-Pinnacle will organize events like Idea Competition, Innovation awards, Project Competition, Conference, courses, training and workshops in association ADYPU to promote innovation and entrepreneurship, ADYPU will provide space, operational logistics and support with recruiting faculty, students and entrepreneurs for events, programs and courses.
- e) One entrepreneurship awareness camp and one 3 day startup boot camp once annually will be organized. Also, annual startup festival and startup internship fair will be organized. AIC-Pinnacle will be the implementation partner of these events.
- f) Revenue generated through organizing different events, program, courses and funds received through joint proposals to government or non-government funding agencies, also revenue through incubated startups in ADYPU campus will be shared among both the parties as per the condition which will be set before proceeding to actual implementation of the above mentioned cases.
- g) AIC-Pinnacle will provide support for commercialization of prototypes/projects/patents/products developed under incubated startups in ADYPU Campus.
- h) ADYPU will provide one or two single point of contact (SPOC) person for management and class 3 or class 4 person for security and cleaning maintenance.
- i) AIC-Pinnacle will provide operational guidance and support in terms of developing the strategies and programs for identification of start-ups, launching of programs, hiring of staff, measuring of performance, complying with the government grant agency requirements, etc.
- j) AIC-Pinnacle will support Incubated Startups for extensive access of industry network, investor and corporates also where possible and applicable access will be provided to international programs and startups
- k) Both parties shall work to help bridge the gap between academia and industry and contribute to the development of an effective business incubation process and its related education ecosystem.
- l) This MOU may be renewed by mutual written agreement of AIC-Pinnacle and ADYPU at any time.



m) MOU will be valid for next 3 years from date of signing, Both AIC-Pinnacle and ADYPU shall have the right to terminate this MOU upon 90 days prior notice to the other parties

6. Consideration

- AIC-Pinnacle will charge annual Rs. 1,80,000/- + Taxes at actual subscription fees which will be paid by ADYPU with in two instalment (1st 90,000/- + Taxes with 15 days after signing usually in every July month till MOU is active and 2nd 90000/- + Taxes in every January). It includes all the institutes comes under the ADYPU. (This fee will be considered as Annual membership fee and should be paid at time to time and will renewed per year basis.)
- AIC will take consultation fee which is included in subscription fee for providing operational guidance and support in terms of developing the strategies and programs for identification of startups, launching of programs, hiring of staff, measuring of performance, complying with the government grant agency requirements, etc. The Fee will be in accordance of the amount sanctioned by the granting agency for the operating expenses of the particular scheme.
- AIC Pinnacle will require ADYPU to provide space, operational costs and support with recruiting students for these programs and courses.

7. Confidentiality

- a) AIC-Pinnacle and ADYPU agree to hold in confidence all information/data which is obtained from either institute or created during the performance of the MOU and will not disclose the same to any third party without written consent of the other institute
- b) The above confidential clause under this MOU excludes the information/data possessed by either institute before entering into this MOU or independently developed and/or information already available through public domain

8. Duration of MOU

This MoU, unless extended by written mutual consent of the institutes, shall expire in three years after the effective date specified in the opening paragraph

9. Coordinators

Both Institutes will designate persons who will have responsibility for coordination and implementation of this agreement

10. Intellectual Property

- a) The intellectual property rights (IPR) that arise as a result of joint research and collaborative activity under the agreement will be worked out on case by case basis.



- b) All intellectual property held by a Party prior to entering into this MoU or disclosed or introduced in connection with this MoU and all materials in which such intellectual property is held, disclosed or introduced shall remain the property of the Party introducing or disclosing it. Any intellectual property created, developed, invented in any manner whatsoever shall be the property of ADYPU and AIC-Pinnacle agrees and accepts to execute all necessary document in this regard.
- c) Nothing in this MoU shall be construed as a license or transfer or an obligation to enter into any further agreement with respect to any intellectual property currently licensed to or belonging to either Party.

11. Miscellaneous

- a) All conditions, changes, erasures, amendments, waivers, etc. shall only be in writing, duly executed by all parties
- b) Neither parties may assign any part of the whole of this MoU or any rights hereunder , without the written permission of the other party
- c) This MOU sets forth the entire agreement and understanding between the parties with respect to the subject matter hereof and merges all discussions and negotiations between them prior to such execution.

12. Representation to the Public

- a) Neither of the Parties shall use the name or logo of the other for any purpose whether in relation to any advertisement or other form of publicity without obtaining the prior written consent of the other Party.
- b) Notwithstanding the generality of the above, the Parties may notify third parties of the fact that this MoU is in effect.
- c) The provisions of this Article will not apply to information in the public domain; information in the possession of the receiving Party prior to the disclosure of the information; information which is independently developed by the receiving Party; information required to be released by law; and information which is rightfully received by receiving Party from third parties without any breach of confidentiality obligations

13. Dispute Resolution

Any disputes arising under or in connection with this MoU which cannot be resolved by amicable discussions between the Parties shall be referred to CEO of AIC Pinnacle Entrepreneurship forum for resolution. AIC-Pinnacle CEO decision will be final and binding in the matters of dispute resolution.

14. Governing Laws

In respect to its performance in India, this MoU is shall be governed by and construed in accordance with the laws of the city of Pune, India and applicable Indian laws



15. Amendments

This MoU may be amended and supplemented in writing at any time through Addendum as decided and agreed by mutual written consent of the Parties.

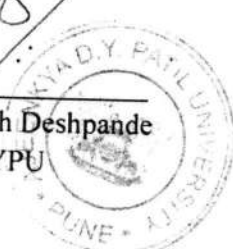
IN WITNESS whereof the Parties hereto have caused this MoU to be duly executed and the day and year first above mentioned.

16. Signed in Duplicate


This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By Signing below, the institutes, acting by their duly authorized officers, have caused this Memorandum of Understanding to be executed, effective as of the day and year first written above

Signed by for and on behalf of
Ajeenkya DY Patil University

By: Hrridaysh
Prof. Hrridaysh Deshpande
VC, ADYPU




Witness (Name & Address)

1. Raymond Paul
Raymond Paul - Registrar
Pune
 2. Praveen Deshpande
ADYPU, Pune
- 

Signed by for and on behalf of
AIC-Pinnacle Entrepreneurship Forum

AIC Pinnacle Entrepreneurship Forum
By: Avinash CEO
Mr. Avinash Thakur
CEO, AIC-Pinnacle

Witness (Name & Address)

1. Pradip
Pradip Deshpande
AIC-Pinnacle
 2. Pradeep
Pradeep Padil
AIC-Pinnacle
- 

Inauguration of AIC-Pinnacle Nodal Centre @ADYPU

Chief Guest: Mr.Satish Kumar, Assistant Director, Ministry of MSME, Delhi

Date: 24th Sep 2021

Venue: EIC, First Floor, ULC

AGENDA

Time	Activity	Particulars
	MC by Eden Lobo@ SoLA eden.lobo@adypu.edu.in	
11:45am	Assemble	CL-205@ULC
11:55am	Welcome address	EIC
12:05pm	Keynote Address	Prof.B.R. Londe, Head@SoM
12:15pm	Lighting the lamp	Chief Guest n Team
12:20pm	Chief Guest Address	Mr. Satish Kumar Assistant Director, MSME- GoI, Delhi
12:50pm	Unveiling of Nodal Centre	
1:00pm	Speech by CEO, AIC-Pinnacle	Mr.Avinash Thakoor
1:20pm	Insights about Innovation	Dr. Biswajeet Champathy, Head@SoE
1:30pm	Vote of Thanks	Adv. S.R. Mohite @SoL

THANK YOU



AJEENKYA
D Y PATIL UNIVERSITY
THE INNOVATION UNIVERSITY



MEMORENDUM OF UNDERSTANDING

This MEMORENDUM OF UNDERSTANDING(MOU) is signed on this day 16th July 2021.

BETWEEN

Schneider Electric India Pvt. Ltd., a Company registered under the Companies Act, 1956, with its Registered Office at C-56, Mayapuri Industrial Area, Phase – II, New Delhi – 110064 and Officer at 9th Floor, DLF Building No. 10, Tower C, DLF Cyber City, Phase II, Gurgaon - 122002. Haryana.
Hereinafter referred as "**Schneider Electric**",

Party of the first part,

AND

Ajeenkya DY Patil University, a state private University having its campus at Charoli Budruk, via Lohegoan, Pune- 412105, Maharashtra.
Hereinafter referred to as "**The University**".

Party of the second part,

Schneider Electric and **The University** are hereinafter collectively referred to as 'Parties' and individually as a 'Party'

Whereas

Schneider Electric India Pvt. Ltd. Manufactures electrical equipment and supplies. Schneider Electric focuses on building automation and security, installation systems and control, power monitoring and control, critical power, and cooling services for electrical energy water, mariner, oil and gas, mine mineral and metal, construction sector.

Ajeenkya DY Patil University, Pune has been established under Maharashtra Govt. Act of 2015 of Government of Maharashtra. ADYPU's mission is to graduate well-educated students who are prepared to meet the challenges of a rapidly changing, increasingly complex world, and to contribute to the betterment of the world. The University aims to contribute to the creation of Innovation oriented Indian society. The aim is to develop new

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solutions that elevate the quality of life for every Indian by utilizing the new knowledge created.

THIS HAVING BEEN EXPLAINED, THE UNDERSIGNED HAVE AGREED AS FOLLOWS

Article 1: Project description

Schneider Electric is actively working with various education providers and universities to reach out to target audience, so as to create knowledge-based quality workforce in the market by feeding quality curriculum backed by systematic experiments through practical exercises. THE UNIVERSITY has setup an Industry incubation center in the field of electricity, automation and energy management with advice from Schneider Electric to imparting industrial training to the engineering/technology/sciences students, etc. to create a large reservoir of highly qualified manpower in all fields related to electricity, automation and energy management

Taking this further, after seeing the complete plan and objective shared by THE UNIVERSITY, Schneider Electric is expressing our equal interest to be an industry partner to enable cooperation between the Schneider Electric and THE UNIVERSITY. This cooperation between Schneider Electric and THE UNIVERSITY will assume certain responsibilities and obligations involved in enabling the delivery. This instrument MOU is issued to align THE UNIVERSITY in order to understand and to prepare joint operations so as to meet milestones in establishing industry academic relations.

Objectives

1. THE UNIVERSITY intends to establish a complete value chain, which will produce skilled artisans for job market, also it will cater to the needs of other category of people that includes:
 - i. Student pursuing engineering/technology graduation
 - ii. Student pursuing diploma in engineering/technology programme
 - iii. Post graduate students working on thesis and projects
 - iv. Students pursuing doctoral studies with specific research opportunity
 - v. Experienced skilled artisans
 - vi. Industry nominated workforce
 - vii. Overseas talent resources
 - viii. Technical and Environment related project groups
2. THE UNIVERSITY will engage and work closely with Schneider Electric as the "Principle Industry Partner" part of this initiative.
3. To ensure successful implementation of the programs, macro level deliverables of both organizations are identified and it is given for common understanding and alignment.

Article 2: Scope of responsibilities of Schneider Electric

1. Recognition of THE UNIVERSITY as "Training and Education Partner"
2. Supply lab equipment's, didactic test rigs, machines and other associated items to THE UNIVERSITY as per the orders placed to establish best in class lab infrastructure.



Rayner

3. Assist THE UNIVERSITY in establishing and improving world-class infrastructure pertaining to electrical, automation, energy management and renewable Energy and its associated areas.
4. Assist THE UNIVERSITY in designing and layout of all labs/workshops that are required to deliver practical's and project assistance.
5. Design course curriculum and course content surpassing growing industry demand in all segments of Electricity, Automation and Energy Management
6. Assist THE UNIVERSITY in preparing examination papers, assessment models and practical models.
7. Assist THE UNIVERSITY for final evaluation and final certification of students.
8. Train the trainer of faculties, for one time at the site of THE UNIVERSITY
9. Assist in making contact of THE UNIVERSITY with the French Ministry of Education for discussions and engagements for international exchange of students and teaching staff between THE UNIVERSITY and similar Technical schools in France

Article 3: Scope of responsibilities of THE UNIVERSITY

1. Create necessary facilities to setup the lab and infrastructure to conduct the mutually agreed programs including lab and workshop investment
2. Conduct the programs, examination, practical's, assessments and project review in mutual consultation with Schneider Electric
3. Continuous on-going feedback to Schneider Electric for information and timely support when needed
4. Facilitate Schneider Electric team for their stay and local travel
5. Provide access to students, facilities and infrastructure to Schneider Electric.

Article 4: Certification of Trainees after completion of training course

Successful trainees and trainers will be co-certified by Schneider Electric and THE UNIVERSITY after an exhaustive evaluation.

Article 5: Effective date and duration of the MOU

- a) This MOU shall be effective from the date of its signature by competent authorities at both ends
- b) The duration of the MOU shall be for a period of 3 years from the effective date or until definitive agreement is being executed between the parties.

Article 6: IPR

Rights regarding publications, patents, royalty, ownership of software/design/product developed etc. under the scope of this MOU, shall be decided by the two parties by mutual consent.

Article 7: Confidentiality



[Handwritten signature in blue ink]

During the tenure of the MOU both THE UNIVERSITY and Schneider Electric will maintain strict confidentiality and prevent disclosure of all the information and data exchanged under the scope of this MOU for any purpose other than in accordance with this MOU.

Both THE UNIVERSITY and Schneider Electric shall bind their respective personnel who come into possession or knowledge of any confidential information not to disclose the same to third parties without written approval of the disclosing party or use such confidential information for any use other than intended under this agreement or PROJECTS.

Further both THE UNIVERSITY and Schneider Electric shall put in place adequate and reasonable measures to keep and store confidential information secure so as to prevent any unauthorized use. CONFIDENTIAL INFORMATION shall mean any proprietary information, data or facts belonging to PARTIES collectively or severally, disclosed by the disclosing party under this agreement or any subsequent agreement, whether in writing, verbal or electronically, irrespective of the medium in which such information is stored, which is marked confidential or with any other words having similar meaning by the disclosing party, or specifically agreed to be kept confidential by the parties, or declared or identified so by the disclosing party before such disclosure or during the discussions. However confidential information shall not include any data or information which: (a) is or becomes publicly available through no fault of the receiving party, (b) is already in the rightful possession of the receiving party prior to its receipt of such data or information; (c) is independently developed by the receiving party without reference to the confidential information of the disclosing party (d) is rightfully obtained by the receiving party from a third party or is in the public domain (e) is disclosed with the written consent of the party whose information it is, or (f) is disclosed pursuant to court order or other legal compulsion, after providing prior notice to the disclosing party.

Article 8: Amendments

Any amendment and/or addenda to the MOU shall be in writing and signed by the PARTIES hereto and shall only after such execution be deemed to form part of the MOU and have the effect of modifying the MOU to the extent required by such amendment or addenda

Article 9: Communication

The undersigned permit themselves mutually to put forward of their partnership, thanks to this MOU. To this end, THE UNIVERSITY will send regularly to Schneider Electric, the elements such as, photos or videos (duty frees), could allow an efficient communication. Schneider Electric and THE UNIVERSITY permit themselves reciprocally to use their logos on their websites and intranets.

Article 10: Termination

This MOU may be terminated in the following cases:
i. by any of the Parties subject to 6 months' notice;



- ii. without any notice, by THE UNIVERSITY, should Schneider Electric fail to comply with one of the clauses of this MOU;
- iii. without any notice, by Schneider Electric, should THE UNIVERSITY fail to comply with one of the clauses of this MOU;
- iv. the discontinuation of the business activity of one of the Parties.
- v. During its tenancy, the MOU may be extended or terminated by a prior notice of not less than six months by either party. However, termination of the MOU will not in any manner affect the interests of the students/faculty/scientists who have been admitted to pursue a programmed under the MOU.

Article 11: Applicable law - Jurisdiction

The parties shall refer any dispute arising out of or in connection with the MOU to arbitration, as per the Indian Arbitration and Conciliation Act, 1996 or any amendment or re-enactment thereof. For resolution of any Dispute, the parties shall select sole arbitrator with mutual consent in accordance with Rules of Indian Council of Arbitration. Arbitration proceeding shall take place in Pune. Any award made by the arbitrator shall be final and binding on the parties. The language of the arbitration shall be English. Any dispute concerning the form, execution, interpretation and/or termination of the MOU which cannot be settled through arbitration shall be submitted to the exclusive jurisdiction of the Courts of Bangalore, India.



Article 12: Miscellaneous

This MOU expresses large interest and working boundaries of Schneider Electric and its associates with THE UNIVERSITY. This instrument is not binding and obligations/deliverables expressed are macro level understanding and does not hold Schneider Electric any responsibility in actual. This MOU does not hold Schneider Electric liable in any form to provide any sort of employment to the students, faculty, employees or the management of THE UNIVERSITY.

This instrument MOU should be considered as first document bringing both organizations together with large interest to work together in a platform on various projects of mutual interest.

The MOU is established in English

Executed in India on _____ in two originals

<p><i>For Ajeenkya DY Patil University,</i></p> <p>Name: Raymond Paul</p> <p>Designation: Registrar</p> <p>Signature </p>	<p><i>For Schneider Electric India Private Limited</i></p> <p>Name:</p> <p>Designation:</p> <p>Signature</p>
<p>Witness:</p> <p>Name: Dr Biswajeet Champathy</p> <p>Designation: Head-School of Engineering</p> <p>Signature </p>	<p>Witness:</p> <p>Name: -----</p> <p>Designation: -----</p> <p>Signature</p>

Attachment: Annexure-1 : Cost Proposal



COST PROPOSAL – ANNEXURE 1

Ref: SPSPL/BLR/792
Date: 02/07/2021

To,
Ajeenkya DY Patil University
Charoli Bk.via Lohegaon,
District Pune – 412 105

Kind Attn: Dr. Praven Desai

Sub: Proposal for setting up of SCHNEIDER COE

A brief outline of SCHNEIDER ELECTRIC – FRANCE & INDIA

- SCHNEIDER is a world renowned FRENCH company which began its TRAINING activity in the year 1929
- At 25.7 BILLION Euros sales in 2018 , with more than 5 % of sales in R & D, SCHNEIDER has over 160000 employees in more than 100 countries worldwide
- The French Ministry of Education has developed the curriculum in partnership with SCHNEIDER Electric to train youth in DIGITAL & AUTOMATION technology
- Schneider is committed to long term relationship with Training the Teachers & Students in addition to Advise & Upgrade in curriculum after 1 year
- SCHNEIDER has appointed SAFETECH , BENGALURU as an authorised Channel Partner to offer the Academia initiative to Colleges & Universities in India
- SCHNEIDER initiative offers SMART CITY , SMART MANUFACTURING & a DIGITAL learning platform. They offer over 11 modules to choose
- SCHNEIDER provides both state of art HARDWARE & latest curriculum based SOFTWARE to the colleges
- SCHNEIDER believes in teaching pedagogy that Students have to get 60 % PRACTICAL experience 30 % Theory and 10 % for Assessment of knowledge & competency
- Students will get an end of course CERTIFICATE JOINTLY attested by SCHNEIDER & the educational INSTITUTE
- SCHNEIDER initiative in Center of Excellence proposal comes with HARDWARE, SOFTWARE, LAB INSTALLATION and TRAINING to the College and University.

Engineering Solutions Company

39, Surveyor Street, Lalbagh West Gate,
Basavanagudi Bengaluru - 560 004. Karnataka, India



www.safetechin.com

Ph: 080 2656 8288



A company brief of SAFETECH PRODUCTS & SERVICES PVT LTD, BENGALURU
Channel Partner of SCHNEIDER ELECTRIC

- Safetech is an Engineering Solutions company based in BENGALURU
- Our OEM partners include SCHNEIDER/ ALTAIR ENGG/ DASSAULT SYSTEMS/CAMILLE BAUER/HODGE CHEMCO/SPRING AG/ CHRISTIANI SHARPLINE/ ABB ROBOTICS
- Our partners & associates are from SWITZERLAND/ FRANCE/ITALY/UK/USA & TAIWAN/South KOREA & SINGAPORE
- The group comes with over 3 decades of Engineering products & services experience in the Middle East, the GCC countries, India & Africa
- The key product verticals include INSTRUMENTATION, FILTRATION & SEPARATION & ELECTRICAL product distribution. Its SERVICES include a Hardware service centre in DUBAI , ONSITE Mechanical Services team in India
- SAFETECH India offers ONSITE MACHINING SERVICES, distribution of Instrumentation, Engineering products & solutions. RADAR & SURVEILLANCE solutions for defence & Homeland security
- The ACADEMIA business includes Centre of Excellence Labs, ROBOTICS teaching STEM NCERT curriculum for CBSE/ ICSE & state syllabus SCHOOLS, VOCATIONAL TRAINING LABS for ITI & Polytechnics. DIGITAL College DEGREE CERTIFICATION using Block chain technology platform, ROBOTICS LAB for Engineering colleges
- Our customers are from DEFENCE, HEAVY ENGINEERING, SHIYARDS, PROCESS INDUSTRIES, HOMELAND SECURITY, COAST GUARD SECURITY, AUTOMATION INDUSTRIES, POWER PLANTS & Research Labs.



ENGINEERING SMART CITY

COST PROPOSAL

	Reference	Description	Unit price inclusive of GST @18 %	Batch size of 10		Schneider contribution 50%
				Qty	Total price inclusive of GST @18%	
Module 1B : Intelligent buildings - BMS and application	AET-P01-BMS	Intelligent buildings - Building management system Panel with HVAC simulation unit	1134 615.3 8	3.00	3403846.14	1701923.07
		Academic site license	3630 76.92	1.00	363076.92	181538.46
Total					3766923.06	1883461.53
Module 2B : Smart Homes and building automation	AET-P01-HAS	Home automation- KNX	1314 006.0 0	3.00	3942018.00	1971009.00
Total					3942018.00	1971009.00
Total					7708941.06	3854470.53

Note: Lifetime free licence for software and up gradation on regular intervals at free cost .





ENGINEERING SMART FACTORY

COST PROPOSAL

	Reference	Description	Unit price inclusive of GST @18%	Qty	Batch size of 10	
					Total price inclusive of GST @18%	Schneider contribution 50%
Total						
Module 2A : Industrial communication protocols, Scada and application	AET-P01-SCA	Training kit for Scada application - Industry 4.0	2880824.77	2.00	5761649.54	2880824.77
		License for Scada Application	398313.54	1.00	398313.54	199156.77
Total					6159963.08	3079981.54
Module 3A : Industrial Automation – HMI, PLC and Sensors	AET-P01-HPL	Training kit for HMI + PLC	908554.62	3.00	2725663.85	1362831.92
	AET-K01-SEN	Sensors pack	490153.85	2.00	980307.69	490153.85
	SI-IA 4	PLC application pack	208769.23	1.00	208769.23	104384.62
	SI-IA License	Unity pro team license for 10	277753.85	1.00	277753.85	138876.92
Total					4192494.62	2096247.31
Module 4A: Industrial Installation, controls and drives	MD1AA740	Motor starter pack	213485.58	5.00	1067427.88	533713.94
	MD1AA740V	Variable speed control add-on motor starter pack	129215.32	5.00	646076.59	323038.30
	MD1AMP001	Plinth-mounted 0.18 kW 230 V/400 V training motor	112362.65	3.00	337087.96	168543.98
Total					2050592.44	1025296.22
			Total		12403050.13	6201525.06

Note: Lifetime free licence for software and up gradation on regular intervals at free cost




Value Proposition for the Technical institutions

Applied Engineering & Industry ready

Preparing for the future

Enhance Employment Opportunity

Premium Certification

1. Curated courses in Applied engineering in the area Automation technologies, enhancing value for the students and make them industry ready.
2. Create a new curriculum in Smart City and Smart Manufacturing with Industry 4.0. New revenue streams. ROI Model is also possible
3. Enhance the opportunity of employment for Electrical, Electronics, Mechanical Engineering, Instrumentation, Industrial, Civil and CSE students
4. Co-Certification with Schneider Electric, MEN France



Summary of our proposal

Industry relevant training courses

- A modern learning infrastructure and updated labs with the concepts of Internet of things (IOT) and Industry 4.0
- Industry relevant courses integrated with curriculum with Credits
- Employment and applied research based modules

Certification and student and teachers exchange programs

- Certification of students from Schneider Electric, French Ministry of Education.
- Sector Skills of GOI will recognize your institution as Skill India Center
- Facilitation of student exchange program with similar French Institutions and academies


Confidential Property of Schneider Electric Page 19

Training content, faculty development support

- Training content, Faculty development and handholding by Schneider Electric and French Ministry of Education.

Long term partnership with Schneider

- Contribution on investment by Schneider Electric through special academic prices and discounts
- Advise and upgradation of training curriculum after every 1 year

Life Is On 

CONCEPT NOTE

For the Institute;

1. To create a modern learning infrastructure and updated labs with the concepts of Internet of things (IOT) and Industry 4.0
2. To create Industry relevant courses in the area of Automation technologies enhancing value for the students and make them industry ready and digitally competent.
3. *To create a new curriculum in Smart City and Smart Manufacturing, Industry 4.0.*
4. To offer vocational course in the area of Building Automation and Industrial Automation to students of other colleges and to train existing workforce.
5. Enhance the opportunity of employment for Electrical, Electronics, Mechanical Engineering, Instrumentation, Industrial engineering students.
6. Display new pedagogical strategies.
7. Make optimum use of the Center of Excellence (CoE) for applied engineering research, developing higher education links, content development, consultation on various technical matters, for the faculty.

For Schneider Electric Pvt. LTD

1. Create an Ecosystem of well-trained resources with the latest digital technologies who can be available for implementing these technologies in all industry segments.
2. Contribute in an efficient way with responsibility to the society
3. Participate in the modernization of the curriculum in line with the developing technologies based on IoT, Mobility, Cloud, Sensors, Analytics and Cyber security.
4. Participate in the training of Indian technical teachers,
5. Reinforce the links between the Academia and the industry.



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AIMS OF THE PARTNERSHIP

Within the framework of collaboration between Narula Institute & SEIL will enable:

1. For Students:
 - a) Hands on experience in Smart City & Smart Manufacturing technologies.
 - b) Enhance their opportunity of employment in branches of engineering relevant to their studies.
2. For Faculty:
 - a) To explore applied research using these labs and develop projects for the benefit of the institute and society.
 - b) Participate in the design of frames of reference for training, study of new approaches in teaching methods,
3. For Management:
 - a) Create new revenue streams from Smart City and Smart Manufacturing curriculum and vocational courses.
 - b) Able to attract more students annually with Schneider Electric Brand.
 - c) Re-engineering curricula-development processes towards a demand-oriented methodology.
 - d) Put in place a national and international network of Training Centers to train and develop skills to meet the WorldSkills standards.
4. For Schneider Electric:
 - a) Creating an ecosystem of digitally competent engineers who can serve their customers in implementing digital technologies
 - b) Set up of "Academic-Industry" link,
 - c) Put in place a high-level technological platform,

CONSTITUTION OF THE CENTER OF EXCELLENCE

The identified fields of specialties for the labs are:

Under Smart City Curriculum:

1. Home and Building Installation
2. Home & Building Safety and Security
3. Home & Building automation.
4. Intelligent Building Management systems

Under Smart Manufacturing curriculum:

5. Industrial Installation, controls and drives
6. Industrial automation PLC & HMI
7. SCADA, Communication Protocols
8. Industry 4.0



Curriculum plan carried out within the Center of Excellence

The Center of Excellence will carry out curriculum plan as follows :

Proposed Curriculum Plan – Smart City Technologies

Sl No	Topic	Education Objective	No of Hrs
1	Home & building Installation	<ul style="list-style-type: none"> • Safety and security parameters during building installation • Housing safety pack with smoke detectors, emergency lighting, lightning arrestors • Installation standards, electrical components and devices, use of measuring instruments, tools and personal protection equipment's • Installation in a home and building including programmable timers, mechanical timers, motion and light sensors and energy efficiency control function devices 	52 hrs
2	Home & building Safety & Security	<p>Security system:</p> <ul style="list-style-type: none"> ○ To know the Analog & IP CCTV System. Different types of cameras, Lens, Cable types, POE switches etc. ○ To know different types of recording, Storage calculation, Analytics ○ To configure CCTV VMS software & integrate cameras for live viewing & recording playback ○ To know access control basics like card technologies, reader type, locks, tailgating, anti-pass back etc. ○ To configure Access software, create personnel, access rights & its working ○ To integrate Access Software with CCTV VMS so that live viewing can be seen on access alarm. <p>Safety systems:</p> <ul style="list-style-type: none"> ○ To study the various standards and regulations relating to a fire safety system ○ To know different types of devices & detectors & wiring types. 	30 hrs



Rayan

		<ul style="list-style-type: none"> ○ To configure and program FA Panel for addressing & logic writing. ○ To install & configure Graphical software & integrate with BMS Software. 	
4	Home & building automation	<ul style="list-style-type: none"> ○ Analyzing the functionalities and principles of a home automation installation on KNX bus. ○ Fitting and connecting the components. ○ Configuring the system according to various scenarios. ○ Grasping the concepts of energy efficiency 	45 hrs
5	Intelligent Building Management	<ul style="list-style-type: none"> ● Study system architecture guidelines, identification of components and installation of hardware ● Learn the various input and output types, defining and parameterizing I/O Variables ● Study of field instruments and connection of field instruments to the I/O modules ● Creating Graphics of the given HVAC system and Binding of variables to Graphical representation ● Operate the system as per the planned sequence and study the effect of various intercepts on the system 	45 hrs



Rayudu

Proposed Curriculum Plan – Smart Manufacturing Technologies

SI No	Topic	Education objective	No of hours
1	Industrial Installation controls and drives	<ul style="list-style-type: none"> ○ Safety and security ○ Wiring standards, products, measuring instruments and tools ○ Circuits and design, Estimation and planning an installation, ○ Motors/engines, Integrated starter, Electronic starter, Drives 	45 hrs
2	Industrial Automation- PLC, HMI and Sensors	<ul style="list-style-type: none"> ○ Sensors used in Industry, ○ PLC – Programmable logic controller, PLC parts, Programming language, dedicated PLC programming software, ○ Implementation of PLC with operative parts, PLC application projects ○ Human Machine Interface (HMI) and its Software 	45 hrs
3	SCADA & Communication Protocols	<ul style="list-style-type: none"> ○ Industrial communication protocols - Ethernet TCP IP, CANopen, MODBUS serial, etc. ○ SCADA 	45 hrs
4	Industry 4.0	<ul style="list-style-type: none"> ○ Energy monitoring ○ Cybersecurity ○ Supervision, CAMM tool, ERP and MES ○ Standard and Immersive 3D Simulation of the Operative Part ○ Augmented Reality (Augmented Maintenance) ○ Virtual Reality Production Line Control and Maintenance Scenarios ○ Mass customization ○ Flexibility 	80 hrs




Training Plan:

1. Total duration of the training will be xxx Hrs in xx months.
2. Number of students in one batch will be xx and xx batches will be run at a time
3. In a year, we can complete xx batches of training which covers xx students.
4. In addition to the xx regular students the short-term trainings can be imparted to existing workforce and trainers and students of other training institutes.

MEANS PUT IN PLACE TO ESTABLISH AND RUN THE CENTER OF EXCELLENCE

Commitments of Schneider Electric

Support for equipment and Trainers

1. SEIL will contribute 40 % of the cost of the project by extending a discount in cash for the cost of the project necessary to set up the Center of Excellence.
2. SEIL will deliver the goods and services as specified in the Proposal once it has received a clear purchase order from the institute for the part of contribution from Institute as specified in the Technical Proposal
3. SEIL will provide training the faculty to conduct the training courses, and hand hold the training requirement for one year.

Training and Assistance

1. Enable international exchange of trainers and students with similar institutions in France in partnership with the French Ministry of Education.
2. Co-certification for students from the form institute and SEIL.
3. Availability of Schneider Electric training experts at the campus from time to time as guest speakers on specific topics
4. Ensure setting up of world class IoT and Industry 4.0 ready labs
5. In the partnership we provide our technical and pedagogical documentation and our acknowledged industrial know how
6. Best in class dedicated 'training of trainers' center and world skills competition support
7. Continuous availability and upgradation support for the equipment's and technology supplied.



Commitments of the institute

1. INSTITUTE will finance 50 % of the cost of the project necessary to set up the Center of Excellence. The detail of the budget is specified in the Technical Proposal. INSTITUTE will issue a purchase order to SEIL for the part of contribution of INSTITUTE as specified in proposal
2. INSTITUTE will recruit and pay its permanent faculty for training and teaching at the Center of Excellence (3 full time teachers from Electrical, Automation background).The trainers of SEIL will handhold the trainers of INSTITUTE for 1 year.
3. INSTITUTE will mobilize the students for running the program and will frame the policy as necessary for admissions.
4. INSTITUTE will manage directly year to year the necessary budget to enable the functioning of the Center of Excellence and the implementation of its missions including but not limited to the total cost of the trainees;
5. INSTITUTE will be responsible for the management and communication of the project
6. INSTITUTE will arrange supplies necessary for training and management of the courses (stationery, etc.),
7. INSTITUTE will maintain equipment provided for the Center of Excellence.

PROMOTION

Both INSTITUTE and SEIL are aware of the interest of promotion of the Center of Excellence and will take part whenever possible, in events, (conferences, seminars, workshops etc) organized in India involving participants from industry and the world of education.

The Parties will inform one another of their intentions to print promotional material or hold press conferences in relation to the Center of Excellence.

In addition to this, the Center of Excellence:

1. Will receive visitors at the request of one or more than one parties,
2. Will address all levels (managerial, professional) industries and research centers with the aim to:
 - Transfer best practices to Indian industries,
 - Support training initiatives in the fields of Electricity, Automation and Energy management in India

RIGHT TO USE TECHNICAL AND PEDAGOGICAL PRODUCTIONS OF THE CENTER OF EXCELLENCE

The technical and pedagogical productions of the Center of Excellence shall stay with the Center of Excellence and shall be managed by INSTITUTE



TERMS & CONDITIONS

- PRICE : Schneider will contribute 50 % of this cost to College, as ACADEMIA & EDUCATIONAL INITIATIVE.
- GST : 18 % is included in this Budget quote, once college decides final configuration a formal quote will be submitted by Safetech with separate GST calculation
- DELIVERY : will be approx. 12 – 14 weeks from date of firm PO from your college with Advance payment
- FREIGHT & SHIPPING : freight cost will be extra AT ACTUALS to be paid by your college to SAFETECH
- PAYMENT TERMS : College will pay 30 % advance with the PO and balance 70 % before shipment
- WARRANTY : will be 12 months date of delivery at site to your college
- TRAINING : SCHNEIDER will offer free TRAINING at site.

For SAFETECH PRODUCTS & SERVICES



Abhijith B Math
Manager-Products & Services



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RENEWAL OF MEMORANDUM OF UNDERSTANDING BETWEEN

Ajeenkya DY Patil University Pune

AND

→ **AUTO CLUSTER DEVELOPMENT AND RESEARCH INSTITUTE
CHINCHWAD**

In order to continue to promote collaboration between Ajeenkya DY Patil University Pune and Auto Cluster Development and Research Institute, Chinchwad. The two Institutes desire hereby to record their consent to the extension of the Memorandum of Understanding signed on 21 Feb 2019.

The extended effective term of the Memorandum of Understanding shall be for a period of One year effective as of the date at execution by the appropriate authority of each signatory institution. There are some additional Clauses in the Agreement on the account of Covid-19 Precautionary measures till the situation gets improved.

- Use of Face mask, Sanitizers & Social distancing Mandatory within the premises of Auto Cluster.
- Industrial visits within Auto Cluster abandoned up to further instructions.
- Internships for students engaged in joint skill development and awareness programmes will be online mode.
- FDP, STTP and other Skill development training activities for Students and Faculties will be online mode.

All the other Clauses of the Agreement remain unchanged.

2021
Jan

In witness hereof, the duly authorized representative of each institution agrees to the provisions of this document.

On behalf of

Ajeenkya DY Patil University
DY Patil Knowledge City,
Charoli Bk. via Lohegaon,
Pune - 412 105
Maharashtra , India



Bharpal

Dr. Biswajeet Champaty
Head- School of Engineering

28-09-2020

Date

On behalf of

**Auto Cluster Development and
Research Institute**
H-Block, Plot No. C-181 ,
Chinchwad,
M.I.D.C Pune – 411019



Kiran K. Vaidya

Kiran K. Vaidya
Managing Director

07/01/2021

Date