



KOSHYS

INSTITUTE OF MANAGEMENT STUDIES

NAAC Accredited & ISO 9001 2015 Certified

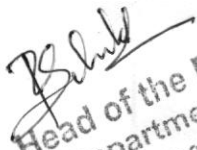
LIST OF MOUs IN ACADEMIC YEAR 2018-19-ADD ON

NATURE OF ACTIVITY	NAME OF PARTICIPANTS	YEAR	No: OF HOURS
Market Research Enhancement program	Seventh Sence	FIRST	30
Logistic	Next Step Logistics	SECOND	30
Entrepreneurship	EDII	SECOND	4 Business

76 Students

76 Students

12 Students


Head of the Department
Department of MBA
Koshys Institute of Management Studies
No. 31/1, Hennur-Bagalur Road,
Kannur (Po), Bangalore-562 149



DIRECTOR
KOSHYS INSTITUTE OF MANGEMENT STUDIES
31/1, Kadusonnappanahalli,
Kannur Po, Hennur-Bagalur Road,
Bangalor-562 149



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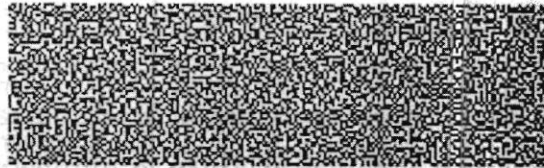
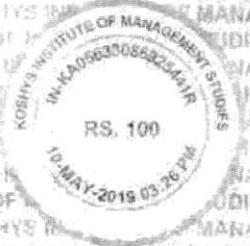
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Government of Karnataka

Rs. 100

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Certificate No. : IN-KA05633086925441R
 Certificate Issued Date : 10-May-2019 03:26 PM
 Account Reference : NONACC (FI)/ kacrsfl08/ BAGALUR/ KA-BA
 Unique Doc. Reference : SUBIN-KAKACRSFL0840734015160138R
 Purchased by : KOSHYS INSTITUTE OF MANAGEMENT STUDIES
 Description of Document : Article 12 Bond
 Description : MOU
 Consideration Price (Rs.) : 0
 (Zero)
 First Party : KOSHYS INSTITUTE OF MANAGEMENT STUDIES
 Second Party : NEXTSTEP LOGISTICS MANAGEMENT PVT LTD
 Stamp Duty Paid By : KOSHYS INSTITUTE OF MANAGEMENT STUDIES
 Stamp Duty Amount(Rs.) : 100
 (One Hundred only)



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MEMORANDUM OF UNDERSTANDING

This Memorandum of undertaking is entered into in this day, the 10th May 2019 between **Koshys Group of Institutions** having its principal place of learning at 31/1, Hennur Bagalur Road, Kadusonnappannahalli, Kannur Post, Bangalore- 562149 here in after referred to as "Koshys" (which term shall, excluded or is repugnant to the context, be deemed to include its executives, administrators and assigns) of the One part:

Statutory Alert

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KARNATAKA GOVERNMENT OF KARNATAKA

And

Nextstep Logistics Management Pvt Ltd, company Registered under company act 2013 having its corporate office at #254, 1st Floor, 5th Main, CBI Road, Ganganagar , Bangalore- 560032 represented by its Director Mrs. Shobha K V, herein after referred to as "NLMPL" (which term shall, unless excluded or is repugnant to the context, be deemed to include its executives, administrators and assigns) of the **second part** .

The aforesaid parts are individually referred to individually as party and collectively as parties

Whereas First party

1. Is a Management College offering PG Courses in various streams affiliated under Bangalore university
2. Is desirous of conducting Value Added training programs to its PG students enrolled under Bangalore University through external agency for the benefit of the students.
3. Offers its PG students specialization in supply chain Management and Logistics.
4. Is desirous of partnering with external agencies for conduct of employability training programs in order to get training, Internships and placements for their students through an end to end arrangement starting with career counseling, followed with employability training, preparing them for tests and interviews laced with a placement for all students meeting the placement norms.
5. Has reviewed the profile and proposal of second party for career counseling, job oriented training programs, internship & placements to selective streams.

Whereas second party

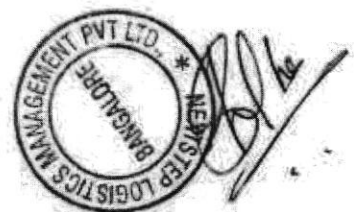
1. Is into Education, training & placements activities.
2. Conducts job oriented Training programs for Logistics streams.
3. Is specialized in SCM & Logistics on job training programs.
4. Also conducts career counseling programs, arrange internships and placements with various companies.
5. Has submitted profile & expressed interest to conduct the add on training programs.

Areas of collaboration:

- a) To provide continuing logistic services programmes through Short term/long term certificate courses at Koshys Group of Institutions. Faculty of NLMPL could be sent to Koshys Group of Institutions for imparting training and further necessary guidance.
- b) To provide academic interaction by delivering special lectures at Koshys Group of Institutions on topics of relevance to logistic industry



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- b) To provide academic interaction by delivering special lectures at Koshys Institute of Management Studies on topics of relevance to logistic industry
- c) To provide academic necessary assistance in organizing workshops/ conferences in the field of logistic, at KGI for enhancement of skills of students of Koshys Institute of Management Studies
- d) To provide necessary support for establishment of curriculum research training and placement at Koshys , in the realm of logistics and supply chain management.
- e) To provide usage of academic infrastructure of Koshys Institute of Management Studies for Koshys Institute of Management Studies Students.
- f) To provide summer training / short term courses for interested students of Koshys Institute of Management Studies at a commercial rate as agreed by both parties.

Whereas, in furtherance to the above, both the parties after series of meetings understandings each other's requirements has agreed to enter into this memorandum of Understandings for career counseling, Employability Programs, Internship & Placements and Professional fee, terms & Payment schedules as per the details given in Annexure, with a intention of both being legally bound, accept the terms & conditions towards fulfillment of their obligations as under:-

Responsibilities & Obligations of NLMPL/ Second Party:

1. To conduct Employability Training programs in Logistics management to PG students specified by the first party.
2. Maintain records of the trainees and their regular attendance, and share them with first party
3. To conduct exam and evaluate the performance of each student.
4. To arrange for industrial visits, Internships with various companies
5. Providing certificates after every successful completion of the course.

Responsibilities & Obligations of first and Second Party:

1. To prepare Training calendar in Consultation with second party for conducting various job oriented training programs.
2. To provide a point of contact or incharge / co coordinator to assist the second party to run the classes.
3. To register candidates for organizing training programs & depute the student batches for the trainings as per the schedule.
4. To give such directions / instructions with Obligation to follow on behalf of the second party for attendance, orderly conduct & completion of assignments.
5. To provide class room, training aids & training aids & infrastructure for conducting the training programs.
6. To pay the training fee per various activities viz. career counseling, Training programs, internship arrangements and placements at such rates / schedule mutually discussed & agreed, placed at payment Schedule under Terms and conditions.
7. To take time to time feedback, review the performance and advice.
8. Provide assistance for conduct of study visits, project & field visits, etc.
9. Conduct no such parallel activity which may be prejudicial to the interests of the first party.



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Both the parties hereby agree to perform their part of obligations without any reservation and declare as under:

1. Shall honestly fulfill the Responsibilities & obligations as listed above.
2. Shall conduct no such parallel activity which may be prejudicial to the interests of the other party in the similar line
3. Shall maintain standards at all times and no to act in such manner that is detrimental to the interest of the party.
4. Shall provide timely clarifications regarding Academic inputs and any other necessary information.
5. Shall ensure quality training under the said scheme through proper co-ordination and consultation.

Terms and Conditions

1. KGI shall pay Rs.1,50,000/- (One Lakh Fifty Thousand only) including GST.
2. Payment will be made in three equal parts. First part of the payment will be made in May 2019, Second part of the payment will be made on 30.06.2019 and Third part of the payment will be made on 30.08.2019
3. NLMPL shall provide classroom training, practical training at various logistics firms, internship, on- job Training and placement for every student who meet the norms of training and placement.
4. NLMPL will make all arrangements to one industrial visit But, the expenses for transport for day time activity will be borne by KGI.
5. Certificate will be issued to the students who complete the course successfully.
6. Attendance :- NLMPL will make sure that students are attending classes regularly without fail and NLMPL should not issue Certificates to those students who have less than 75% of attendance. Those who get less than 50% of attendance, will not be eligible for Placement.
7. Koshys to maintain the attendance and share the details on monthly basis.

a) Force Majeure

In the event of non- fulfillment of the contract terms and conditions due to any reason of force majeure namely fires, wars, riots, strikes, natural calamities, etc., neither party shall be held responsible for any loss or consequential loss.

b) Indemnity

Each party hereby agrees jointly and severally to indemnify the other party, their representatives, administrators and properties from and against all action, demands, proceedings, Prosecution, attachments, and the like arising out of its liabilities and all charges, taxes, etc.



A handwritten signature in black ink, appearing to be "Amma".



A handwritten signature in black ink, appearing to be "RAB".

c) Breach of Agreement

Either party shall have the right to terminate the agreement with the other part with a 2 month notice in writing, in case it either fails to provide the services/ obligations as mentioned in the agreement, or violates any of the clause mentioned in the MOU, or exploits or misuses the partnership with in any way.

d) Amendment to the Agreement

The obligation of each party have been outlined in this agreement. However, during the operation of the agreement, circumstances may arise which call for alteration or modifications of this agreement. These modifications/alterations will be mutually discussed and agreed upon in writing.

e) Assignment

Neither party may assign nor transfer any rights or obligations under this MOU without the prior written consent of the other party.

F) Period of validity

This agreement shall be initially valid for one year from the date of signing the agreement i.e. till 31st May 2020.

g) Liabilities.

Each party is responsible for its own acts and behavior and the results there of. This MOU is not intended to benefit any third party, nor shall any person incl. students who is not now or in the future a party here to be entitled to enforce any of the rights or obligations of a party under this MOU.

H) Arbitration

Any dispute arising with regard to any aspect of this Agreement shall be settled through mutual consultations and agreements by the parties to the Agreement. If not resolved, this MOU shall be governed and interpreted in accordance with the civil laws applicable and litigations subject to jurisdiction of civil courts in Bangalore.

I) Confidentiality

KGI and NLMPL agree to hold in confidence all information/ data designated by the party as being confidential which are obtained from either parties 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.

j) Signed in duplicate

This MOU is executed in duplicate with each copy being and 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 above written subject to Bangalore jurisdiction alone.




K) MOU Effective date

This memorandum of understanding shall be effective from the date of signing hereof by both the parties

IN WITNESS WHERE OF, the undersigned here to have executed this memorandum of understanding this 10th May 2019.

For First party

For Koshys Institute of Management Studies


Name: Dr. Santhosh Koshy
Designation: Chairman



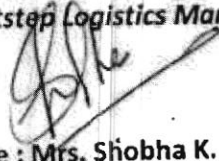
Witness:

1) **Mr. Lophy Lona Vellara**

2)

For Second party

For Nextstep Logistics Management Pvt. Ltd


Name : Mrs. Shobha K. V
Designation : Director



Annexure 1

Course Name	Duration	No of Student Per Batch	Course Fee Per Batch
JOC – LOGISTICS	45 Hours	25	1,50,000.00

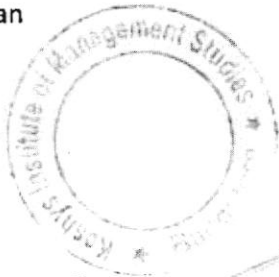
- Classroom Training on Logistics Management
- 7 Days program, 4 Days – 6 Hrs, & 3 Days - 7 Hrs of Classes
- One Industrial Visit @ Bangalore
- Internship – 75 Days – for eligible students
- Placement Assistance – During Jan 2020 for all eligible students

For First party

For Koshys Institute of Management Studies

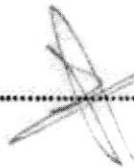

Name: Dr. Santhosh Koshy

Designation: Chairman



Witness:


1) Mr. Lophy Lona Vellara



2)

For Second party

For Nextstep Logistics Management Pvt. Ltd


Name : Mrs. Shobha K V

Designation : Director





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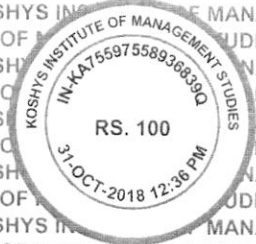
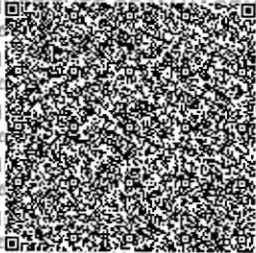
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Certificate No. : IN-KA75597558936839Q
Certificate Issued Date : 31-Oct-2018 12:36 PM
Account Reference : NONACC (FI)/ kacrsf108/ BAGALUR/ KA-BA
Unique Doc. Reference : SUBIN-KAKACRSFL0888516422960381Q
Purchased by : KOSHYS INSTITUTE OF MANAGEMENT STUDIES
Description of Document : Article 33 Memorandum of Association of a company
Description : M O U
Consideration Price (Rs.) : 0
 (Zero)
First Party : KOSHYS INSTITUTE OF MANAGEMENT STUDIES
Second Party : SEVENTH SENSE TALENT SOLUTIONS
Stamp Duty Paid By : KOSHYS INSTITUTE OF MANAGEMENT STUDIES
Stamp Duty Amount (Rs.) : 100
 (One Hundred only)

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MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding made and entered on 31st October 2018, between:

Statutory Alert:

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2. The onus of checking the legitimacy is on the users of the certificate.
3. In case of any discrepancy please inform the Competent Authority.

Seventh Sense People Development Solutions Pvt Ltd, Bengaluru.

AND

Koshys Institute of Management Studies , Bengaluru

Whereas

Seventh Sense People Development Solutions Pvt. Ltd is engaged in the business of providing Campus Recruitment Training Program along with Placement Assistance – First Party.

Koshys Institute of Management Studies is engaged in providing education to the students in the capacity of an educational institution– Second Party.

Seventh Sense People Development Solutions Pvt. Ltd and Koshys Institute of Management Studies have decided to work together for mutual benefit with respective expertise in their fields, in providing training to the students of the college. Both the parties intended to record the terms and conditions of the Memorandum of Understanding in writing

Now this Memorandum of Understanding witnessed that in consideration of the mutual covenant contained herein, the parties have agreed as follows:

Period of Memorandum of Understanding:

This Memorandum of Understanding is valid for a period of 12 months from the date it is signed by authorized representatives from both the parties.

Statement of mutual intention:

First Party and Second Party hereby confirm their mutual intention to work together and cooperate with each other.

- The professional fee for the training is Rs. 10,000/ Per day- exclusive of GST (Ten thousand per day only) for 18 Hours of the Training Programme for the First Year MBA students. The expected strength of the students is 68 and the actual

numbers will be confirmed before the commencement of the program. This number will be considered for invoice purposes by the First Party and will have to be paid by the Second Party.

- The full professional fees for the training should be paid as and when the training completes (within 10 days).
- The above mentioned price is exclusive of GST.
- First Party would assist the Second Party in the following aspects:
 - Training Assistance of 18 hours each for MBA Students.
 - 3+ Online Assessments.
 - Apart from regular class work and material, students also get take home material in the form of concepts refresher, exercises and full length company pattern tests.
 - Detailed Pre & Post Assessment reports of each student will be sent to college to track students performance.
- Prior information should be given by the second party to the first party in the event of any classes being called off (At least a day in advance), else those hours will be considered for billing.
- The duration of the Training Programme will be 6 hours per day for 3 days.

Market Research Enhanced Program-Contents

Behavioural marketing

Global marketing techniques

Product management

Logistical strategies

Internet marketing and E-commerce

Multinational marketing

Search Engine Optimization

Search Engine marketing

Lead management

In witness where of the parties here to have here unto set their hands and seals the day and year first above – written.

FIRST PARTY

**Seventh Sense People Development Solutions
Private Limited
Bengaluru**

Bharath M.

.....
**Name: Mr. Bharath.M
Designation: Campus Relations Incharge
Date: 31st October 2018**

SECOND PARTY

**Koshys Institute of Management Studies
Bengaluru**

.....
**Name: Dr A .Ravi
Designation: Director
Date : 31st October 2018**

Witness (1)

Priyanka

.....
Ms. Priyanka MNK

Witness (2)

.....
Mr. Lophy Lona Vellara