

**3.5.1. Number of functional MoUs/linkages with institutions/ industries in India and abroad for internship, on-the-job training, project work, student / faculty exchange and collaborative research during the last five years**

<b>ACADEMIC YEAR-2022-2023</b>		
<b>Sl. No.</b>	<b>Name of the institution / industry</b>	<b>List the actual activities under each MOU/</b>
1	CLICKS CAMPUS	Logistic Management, International
2	RATS Technology	Business Analytic and Advance Excel
3	Bangalore institute of aviation and	Logistic and supply chain Management
4	CLICKS CAMPUS	Logistic Management -MBA
5	MERAKI	Artificial Intelligence and Machine Learning
6	RJS Institute of management studies	FDP and conference
7	Vivekananda institute of management	FDP and conference
<b>ACADEMIC YEAR-2021-2022</b>		
1	NIYA Logistic and Aviation skill	Logistics and Aviation
2	RATS Technology	Cloud Computing
3	TECSOK	Entrepreneurship
4	Career prime	Campus recruitment training
5	MERAKI Trainings	C, Python,AI & ML, LINUX
6	CLICKS Talent Connect Pvt Ltd.	General skills and industry training
7	Patrick Academy	Logistics and Management
8	Bangalore institute of aviation and	Aviation
9	NSDC Training Program	NSDC training
10	RJS Institute of management studies	Research,conference,seminar,workshop
11	Koshys Animation and Media School	Aviation
12	Koshys Animation and Media School	Cloud Computing
13	Koshys Animation and Media School	Logistics
14	Vivekananda institute of management	Research,conference,seminar,workshop
15	RATS Technology	Data Analysis using Excel
<b>ACADEMIC YEAR-2020-2021</b>		
1	Bizcat Management consultancy	Entrepreneurial journey
2	Entrepreneurship Development	Entrepreneurial Program
3	Rareminds	Market risk Management and credit risk
4	Seventh Sense People Development	Digital Marketing
5	Fidelity National financial Pvt Ltd	Purpose and Activities
6	Next Step Logistics	Transportation, Ware house, Import Export
7	NIYA Logistic and Aviation skill	Logistic and warehouse Management
8	RATS Technology	Cloud computing,Artificial Intelligence ,
9	Bangalore Institute of Aviation and	Aviation Management
<b>ACADEMIC YEAR-2019-2020</b>		
1	Bizcat Management consultancy	Entrepreneurial journey
2	Entrepreneurship Development	Entrepreneurial Program
3	Rareminds	Market risk Management and credit risk
4	Seventh Sense People Development	Digital Marketing
5	Fidelity Investments Inc	Life insurance
6	Next Step Logistics	Transportation, Ware house, Import Export
<b>ACADEMIC YEAR-2018-2019</b>		
1	Solertia	Software Development Training
2	Dhaka International University,	Teaching ,Research and Exchange Program



## 1. Bangalore Institute of Aviation and Logistics

A Partnership Firm incorporated under the Provisions of the Indian Partnership Act 1932 and having its Registered Office at 3/15, BDA MIG Flats, Domlur, Bangalore - 560 071, and represented by its Managing Partner, Mr. Valiaveetil Balakrishnan Nair, hereinafter, referred as "BIA&L" and includes its Affiliated Companies, operating worldwide, as the party of the **FIRST PART AND**

**2. Koshys Institute of Management Studies** having its principal office at Kadusonnapanahalli, Hennur Bagalur Road, Kannur P.O, Bangalore - 562149 represented by its Chairman, Dr. Santhosh Koshy herein after referred to as "KOSHYS" (which term shall, unless excluded or is repugnant to the context, be deemed to include its executives, administrators and assigns) of the **SECOND PART.**

WHEREAS BIA&L, is a Firm engaged in the business of providing consultancy education training services, staffing & other activities relating to talent & resources management in the field of Aviation, Logistics, Warehousing and render all types of management consultancy, education & training services, in Karnataka and other Indian States.

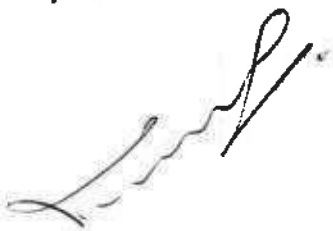
Whereas, both BIA&L and KOSHYS realize their areas of co-operation and strength and agree to work on a common platform to their mutual benefit.

Both the parties agree to the following terms of association and understanding.

### Main objectives

The main objectives of this MOU shall be:

1. To provide and promote academic co-operation in the area of Aviation studies between BIA&L and KOSHYS for the benefit of their undergraduate students.
2. To provide Professional Training/Industrial visits to the students in the area of Aviation subject to regulatory approvals/permission in the restricted areas/ covid restrictions imposed by the Government from time to time.
3. To promote continued co-operation in the field of aviation education between the two parties.

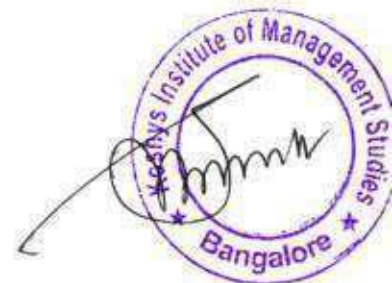


### **Scope of Co-operation**

1. To promote aviation classes to students of KOSHYS at mutually agreed locations based on mutually agreed syllabus for a period of **2 semesters** for undergraduate students of Koshys.
2. To provide necessary course materials either printed or soft copy of the same.
3. The average no. of teaching hours is expected to be **40 hrs** per semester including time spend on Industrial visits and other academic activities based on **10 weekends** as proposed by Koshys or the number of actual classes made available to BIA&L by Koshys whichever is less.

### **Action Plan**

1. BIA&L and Koshys shall provide a single person contact at both institution, for smooth and practical conduct of the classes and provide the name and contact no's of the persons.
2. Koshys will provide a college calendar listing holidays, class hours, etc., to BIA&L in order to plan the schedule well in advance.
3. Specific plan of action can be worked between two institutions depending on the availability of resources.
4. BIA&L may insist on a mutually agreed minimum attendance for the students to qualify for appearing for the exam and issue of certificates.
5. BIA&L shall arrange for industrial visits, Internships and project work with various companies as per the following curriculum shared by the second party, 4 to 6 Industry Visits for the full course of 3 years
6. BIA&L shall provide classroom training, practical training at various firms, internship, on- job Training and placement for deserving students who meet the norms of training and placement.
8. Placements : - BIA&L should conduct at least 5 Campus drive events from Aviation industry from 7<sup>th</sup> July 2021 to 30<sup>th</sup> June 2022.



9. Exam & Markscard : BIA&L should conduct exam for students in every semester and issue Marks cards Semester wise.

### **Financial Terms and Conditions**

1. For the services mentioned in the earlier paragraph, the fee payable by Koshys to BIA&L for the entire course consisting of 6 semesters shall be Rs3,500/- (Rupees Three Thousand and Five Hundred only per student and shall be calculated on pro rata basis for 2 semesters and payable on 10 monthly installments. However, the total number of teaching hours per batch shall not exceed 40 hours per Semester.

This fee will be in force for the Academic year 2021 to 2022 and will be revised with mutual consent as per requirement.

2. The Rate has been calculated based on the average student strength of 193 students.

3. The mode of payment shall be on equated monthly instalments, payable by the 10<sup>th</sup> of the subsequent month.

4. In case of any addition in number of Students, Koshys will pay extra to BIA&L and in case of any students discontinue the course, the amount will be deducted accordingly in the payment.

The above fees covers classroom training, Guest lecturer, Tests/Exams/Course materials/Projects/Practical classes/Site visits/on the job training etc.

Certificate will be issued to the students after successful completion of the course, subject to minimum attendance and passing of exams.

### **Exclusivity clause**

Both the parties agree that their relationship to execute the said training is exclusive and that each party is free to pursue their business interests with other Firm /institution without conflict with the terms and condition of this agreement.



## **Confidentiality**

BIA&L and KOSHYS agree to hold in confidential information/data designated by the institution including syllabus, teaching methods, 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 party.

## **Renewal - Terms and Amendment**

This MOU shall be valid for an initial period of 12 months from the date of execution and subject to further extension of time as mutually agreed. This MOU shall not be foreclosed before 12 months from the date of execution.

## **Rights and obligation of each Partner:**

### **BIA&L - Rights and Obligations**

1. BIA&L shall provide the services, the scope of which is separately defined but within the ambit of this MOU. The knowledge thus shared, be it written or verbal shall remain the copyright property of BIA&L.
2. BIA&L shall act as knowledge Management Partner.
3. BIA&L will issue certificates as a part of its procedural guidelines in association with Koshys.

### **KOSHYS- Rights and Obligations**

1. Koshys shall provide the facilities to match the brand specific requirements of BIA&L for providing the necessary services including specific infrastructure/material requirement.



2. Koshys shall clear invoices of BIA&L within 7 working days after receipt of invoices from BIA&L. However, any disputes arising out of the invoices shall be separately addressed and due communication in writing shall be sent to BIA&L explaining the discrepancy and seeking clarifications.

### **IDEMNIFICATION:**

Both parties shall indemnify each other against any losses arising out of breach of conditions enumerated in the MOU, read in conjunction with the business plan.

### **Other Terms and Conditions**

Usage of Institute logo & other Firm specific materials shall be with the prior approval of each other.

It is expressly understood that the obligation on the part of BIA&L will be carried out on best effort basis and that BIA&L shall not be held responsible in the event of non performance due to reasons beyond its control.

Any accreditation/certification outside the purview of BIA&L will be at extra applicable cost to be borne by the students separately.

### **Breach of Agreement**

Either party shall have right to terminate the agreement with the other party with a 3 months 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 in any way.

### **Legality and effective Date:**

a. This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By signing below the parties 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.

b. This Memorandum of Understanding shall be effective from the date of signing hereof by both the parties.



**IN WITNESS WHEREOF** the parties hereto have gone through the contents of this Memorandum of Understanding (MOU) and have signed and put their Seals on the aforesaid MOU and agreed to abide by the terms and conditions as laid down therein totality, have signed this MOU as of the day and year first above written.

**For Bangalore Institute of Aviation & Logistics**

**For Koshys Institute of Management Studies**

Sign \_\_\_\_\_

Name: V. N. B. Nair  
Designation: Managing Partner

Sign \_\_\_\_\_

Name: Dr. Santhosh Koshy  
Designation: Chairman



Witness (1)

Witness (2)

Sign \_\_\_\_\_

Sign \_\_\_\_\_

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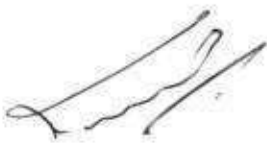


**ADD ON PROGRAM PLAN (2018– 2019)**  
**AVIATION**

SL.NO	Semester	Number of Students	Number of hours	Tariff quoted	Remarks
1	I		NA		
2	II		NA		
3	III		NA		
4	IV		NA		
5	V		NA		
6	VI	28	40	3500/-	*

\*

1. Number of hours will include time spent for Industrial Visits and other academic activities
2. Both faculty and syllabus are been upgraded
3. Validity of this quote will be from May 2021 to April 2022
4. GST (18%) applicable to this quote.




**KOSHYS INSTITUTE OF MANAGEMENT STUDIES**  
**ADD ON PROGRAM PLAN (2020- 2021)**  
**AVIATION**

SL.NO	Semester	Number of Students	Number of hours	Tariff quoted	Remarks
1	I	99	NA		
2	II	99	40	3500/-	*
3	III	99	40	3500/-	*
4	IV	99	40		
5	V	99	40		
6	VI	99	40		

**ADD ON PROGRAM PLAN (2019 – 2020)**  
**AVIATION**

SL.NO	Semester	Number of Students	Number of hours	Tariff quoted	Remarks
1	I		NA		
2	II		NA		
3	III		NA		
4	IV	66	40	3500/-	* IATA
5	V	66	40	3500/-	* IATA
6	VI	66	40	3500/-	* IATA





## **1. M/S. Koshys Animation & Media School**

Koshys Animation & Media School having its principal office at Hebron Tower9, Bhattarahalli Rd. Sannatammanahalli, Bhattarahalli, Bengaluru, Karnataka 560049 represented by its Director Ms. Shweta V D herein after referred to as "KAMS" (which term shall, unless excluded or is repugnant to the context, be deemed to include its executives, administrators and assigns) of the **FIRST PART**.

AND

## **2. M/S. Koshys Institute of Management Studies**

An Educational Institution having its principal office and Campus at # 31/1, Hennur-Bagalur Road, Kadusonnappanahalli, Kannur Post, Bangalore – 562 149, and represented by its Chairman Dr. Santhosh Koshy herein after referred to as "KIMS" (which term shall, unless excluded or is repugnant to the context, be deemed to included its executives, administrators and assigns) of the **SECOND PART**.

WHEREAS KAMS, is an organization committed to bridge the gap between Industry and Academia and improving the placement productivity of the Institution. Whereas KIMS is an Educational Institution running its Undergraduate courses in Management affiliated through Bengaluru North University.

Whereas, KAMS and KIMS realize their areas of co-operation and strength and agree to work on a common platform to their mutual benefit.

Both the parties agree to the following terms of association and understanding:

### **Main Objectives**

The main objectives of this MOU shall be:

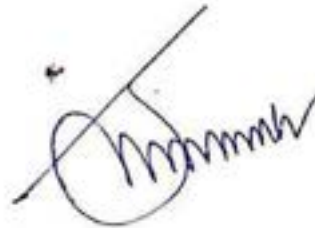
1. To provide and promote academic co-operation in the area of training in Aviation between KAMS and KIMS for the benefit of their Undergraduate management students.
2. To provide professional training to the students in the area of Aviation
3. To Promote continued co-operation in the field of Aviation training between the two parties.

### **Scope of Co-operation**

1. To promote training in Aviation classes to students of KIMS at the above mentioned Bangalore Campus based on mutually agreed syllabus for a period of 2.5 year.
2. To provide necessary course materials either printed or soft copy of the same if required.
3. Number of Students and Hours are mentioned in Annexure 1.



**DIRECTOR**



## Action Plan

1. KAMS and KIMS shall provide a single person of contact at both the institutions, for smooth and practical conduct of classes and provide the name and contact numbers of the concerned persons.
2. KIMS will provide a college calendar listing of holidays, class hours, etc. to KAMS in order to plan the schedule well in advance.
3. Specific plan of action can be worked between two institutions depending on the availability of resources.
4. Students from different semesters cannot be combined into a single class.
5. Valid Certificate will be issued to the students after successful completion of training by KAMS, subject to minimum agreed attendance and passing of exams.
6. KAMS may insist on a mutually agreed minimum attendance for the students to qualify for issue of certificates.
7. Training Syllabus shall be provided by KAMS for each course/ hour wise.
8. Learning & Teaching activities shall be provided by KAMS.

## Financial Terms and Conditions

1. For the services mentioned in the earlier paragraphs, the fee payable by KIMS to KAMS for the course shall be Rs.3500/- including GST Per student/ Per Semester.
2. The above fees cover Classroom training, Course materials (Soft Copy), Assignments, Practical classes etc. for students.
3. KIMS need to issue Purchase Orders for each batch to KAMS for training programs. Each training program need to have a Purchase Order.
4. Payments need to be made to KAMS by KIMS on 2 split basis based on the invoice raised against the Purchase Orders. First payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent Second payments to be made on the end of the course completed by the Faculty from KAMS.
5. No extra Charges if the duration exceed that agreed upon MOU

## Exclusivity clause

Both the parties hereby agree that their relationship to execute the said training is exclusive and that each party is free to pursue their business interests with other company /institution without conflict with the terms and condition of this agreement.

## Confidentiality

KAMS and KIMS agree to hold confidential information/data designated by the institution including syllabus, teaching methods, 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 both the parties.

  
**DIRECTOR**

  
**Koshys Animation & Media School  
Bengaluru**

## **Renewal – Terms and Amendment**

This MOU shall be valid from 17<sup>th</sup> November 2021 and until completion of the training which lasts for a period of 2.5 year (ie. From 17<sup>th</sup> November 2021 to 17<sup>th</sup> May 2024 and subject to further extension of time as mutually agreed. This MOU shall not be foreclosed before the completion of the training.

## **Rights and obligation of each Partner:**

### **KAMS – Rights and Obligations**

1. KAMS shall provide the services; the scope of which is separately defined but within the ambit of this MOU. The Knowledge thus shared, be it written or verbal shall remain the copyright property of KAMS.
2. KAMS shall act as Knowledge Management Partner.
3. KAMS will issue certificates as a part of its procedural guidelines in association with KIMS.

### **KIMS - Rights and Obligations**

1. KIMS shall provide the facilities to match the brand specific requirements of KAMS for providing the necessary services including specific infrastructure/material requirement.
2. Completed Training Report, Attendance Report and Feedback report shall be submitted along with Invoice.

## **IDEMNIFICATION:**

Both parties shall indemnify each other against any losses that may arise unforeseen or otherwise during the execution of this MOU, other than breach of obligations to be fulfilled by the parties as enumerated in this MOU.

## **Legality and effective Date:**

- A. This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By signing below, the parties 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.
- B. This Memorandum of Understanding shall be effective from the date of signing hereof by both the parties.

## **Other Terms and Conditions**

Usage of Institute logo & other company specific materials shall be with the prior approval of each other. It is expressly understood that the obligation on the part of KAMS will be carried out on best effort basis and that KAMS shall not be held responsible in the event of nonperformance due to reasons beyond its control.

Any accreditation/certification outside the purview of KAMS will be at extra applicable cost to be borne by the students separately.

  
DIRECTOR



**IN WITNESS WHEREOF** the parties hereto have gone through the contents of this Memorandum of Understanding (MOU) and have signed and put their Seals on the aforesaid MOU and agreed to abide by the terms and conditions as laid down the rein totality, have signed this MOU as of the day and year first above written.

### ANNEXURE 1

KAMS Career Program Details				
This program is applicable for academic batch 2021-2022.				
2021 batch of BBA & B.Com students will undergo 40 hours of training in each semester				
Training Schedule				
2021-2022 Batch BBA & B.Com				
Program	Semester	No. of Students	Duration	Fee Per Student(INR)
Aviation	I Semester	120	40 Hours	₹ 3,500.00
	II Semester	-	NA	NA
	III Semester	-	NA	NA
	IV Semester	-	NA	NA
	V Semester	-	NA	NA
Payment Terms				
Payments need to be made to KAMS by KIMS on 2 split basis based on the invoice raised against the Purchase Orders. First payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent Second payments to be made on the end of the course completed by the Faculty from KAMS.				

**For Koshys Animation & media School**

Sign   
**DIRECTOR**  
 Name: Ms. Shweta V D

**Koshys Animation & Media School**  
**Bengaluru**

**For Koshys Institute of Management Studies**

Sign   
 Name: Dr. Santhosh Koshy

Designation: Chairman

Witness (1)

Sign \_\_\_\_\_

Name:

Designation:

Witness (2)

Sign \_\_\_\_\_

Name:

Designation:



**MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding ("MOU") is between Koshys Institute of Management Studies an Institution under Koshys Education Trust (R), Bengaluru committed to value based education, hereafter referred as KIMS and Bangalore Institute of Aviation and Logistics, an organization committed to provide Corporate Training & Professional Certification Courses on Aviation having its office at #201, Batra Centre, 2<sup>nd</sup> Floor 27, Ulsoor Road, Bengaluru - 560042 (hereafter referred to as "Partner").

**RECITALS:**

- A. WHEREAS Partner has been established for the purpose of enriching the Aviation Skills and to jointly work for enhancing the quality of employability of students in KIMS.
- B. AND WHEREAS KIMS wishes to collaborate with the Partner for the purpose of enriching the employability and Aviation skills among all the students through rigorous training for increasing the campus placements.
- C. AND WHEREAS Partner with assistance from KIMS has goals of providing campus interview opportunities by enhancing the quality of the employability for students thereby enabling them to meet the industry needs and to be recognized globally.

**NOW THEREFORE THE PARTIES HEREBY ACKNOWLEDGE AND AGREEAS FOLLOWS:**

- 1. This MOU is for collaboration between both parties, for mutual benefit, to enhance the quality of the educational experience of students of the KIMS and for the specific purposes detailed in Annexure I of this MOU.
- 2. Partner shall be responsible for providing the requisite course material for conducting training programmes as agreed between the parties.
- 3. KIMS shall be responsible for providing the requisite infrastructure and any other facility required for the education, training and campus placements.
- 4. The training modules as per the Annexure-I, shall be handled entirely by the partner. At no point of time the same shall be outsourced to any other third party.
- 5. The parties, their representatives, and/or assignees, following the execution of this MOU, desire to maintain close contacts with each other to achieve the goals and objectives of, and to develop the ideas acknowledged in this MOU.







6. Both parties hereby agree to designate a representative from its side who will be the primary point of contact on behalf of that party.
7. The terms and conditions mentioned herein shall commence on the execution of this MOU for present I, II & III Year add on students of KIMS for the academic year 2021-22 and shall continue for a period of **One Academic Year** or for such period as may be determined or extended by the parties from time to time by written notice.
8. KIMS shall provide time slot for various batches for training as per the availability of infrastructure and resources in consultation with the partner.
9. Partner shall intimate time slot to KIMS 30 days prior for making suitable arrangements for training.
10. Partner shall make a feedback assessment of training program and submit to KIMS.
11. Training Commercials: As mentioned in Annexure - I.
12. Payment: Partner shall submit invoice after the completion of each programme and the same would be cleared within 15 working days by KIMS. Tax will be deducted at source as per the rules.
13. Campus Recruitment Opportunities: As mentioned in Annexure - I.
14. Either party may terminate this agreement upon sixty (30) days written notice to the other party but partner should complete the training modules as agreed before termination.

In written whereof both parties put their hard seal on the day, month and year herein mentioned.

Date: 11<sup>th</sup> JUNE 2021

Place: BENGALURU

Name: DR. A. RAVI

Designation: DIRECTOR - ACADEMICS

Institution: KIMS

Signature:

Authorized Signatory

For KIMS with Seal



Date: 11th Jun 2021

Place: Bengaluru

Name: Mr. V. N. B. Nair

Designation: Managing Partner

Training Firm: BIA & L.

Signature:

Authorized Signatory

For Partner with Seal





**ANNEXURE I**

**TRAINING MODULES**

**General Aviation Syllabus**

**1<sup>st</sup> Semester**

**Module 1: Aviation Basics**

- 1.1 History of Aviation
- 1.2 Aviation Organizations and Regulations

**Module 2: Aviation Geography**

- 2.1 IATA
- 2.2 AAI

**2<sup>nd</sup> Semester**

**Module 1: Aviation Fundamentals**

- 1.1 Aviation Conventions
- 1.2 Aircraft
- 1.3 Basic Aerodrome Infrastructure

**Module 2 – Passenger Handling – Domestic**

- 2.1 Introduction to airports and airline ground operations
- 2.2 Computer Reservations and departure control system
- 2.3 Airport Entry formalities, role for CISF baggage screening etc

**Module 3 – Passenger Handling - Domestic**

- 3.1 Introduction to airport and airline ground operations
- 3.2 Computer Reservations and departure control system
- 3.3 Airport Entry formalities, role of CISF baggage screening etc
- 3.4 Passenger Check-in formalities
- 3.5 Arrival Formalities

**3<sup>rd</sup> Semester**

**Module 1: Passenger Handling – International**

- 1.1 Departure
- 1.2 International Arrival Formalities

**Module 2: Cargo – Domestic – Dispatch**

- 2.1 Basics of Cargo
- 2.2 Cargo- Domestic – Arrival
  - 2.2.1 Offloading, Checklist, delivery book, Binning, Arrival Intimation, CDA, DACC
  - 2.2.2 Types and Nature of Cargo
  - 2.2.3 Rates & Tariffs
  - 2.2.4 Cargo Claims and Complaints

**4<sup>th</sup> Semester**

**Module 1: International Cargo**

- 1.1 Export Cargo
- 1.2 Import Cargo
- 1.3 Custom Formalities
- 1.4 New trends in Export and Import procedures and handling ice gate, E-payment, online filing
- 1.5 Inland Container depot





**Module 2: Reservation and Ticketing**

- 2.1 GDS – Galileo, Amadeus, Sabre and Abacus
- 2.2 Benefits in CRS
- 2.3 Ticketing procedures – PNR
- 2.4 E-Ticketing

**5<sup>th</sup> Semester**

**Module 1: Theory of Lights**

- 1.1 How an aircraft flies
- 1.2 Load and trim – weight and balance
- 1.3 Practical and Trim sheets
- 1.4 Airport Ground Handling

**Module 2: Airline Customer Services**

- 2.1 In-flight services
- 2.2 Onboard handling of passengers

**Module 3: Aviation as a career**

- 3.1 Customer Service Orientation
- 3.2 Softskills required for aviation operations
- 3.3 Aviation as a career

**Note: The above-mentioned syllabus shall be completed in 3 Semesters for IATA students and in the fourth and fifth semester they will undergo IATA Syllabus training.**

**IATA Syllabus – 4<sup>th</sup> and 5<sup>th</sup> Semester**

**Module 1: Introduction to Airport and Airline Ground Operations**

- 1.1 Airport as an operational system
- 1.2 Airline Ground Operational Requirement
- 1.3 International passenger and baggage, carriage regulatory framework

**Module 2: Computer Reservations and Departure Control Systems Function**

- 2.1 The computer reservation system
- 2.2 Departure Control System

**Module 3: Check-in procedures for passengers and their baggage**

- 3.1 Travel and Health Documentation
- 3.2 Passenger Acceptance
- 3.3 Baggage Acceptance
- 3.4 Passenger Category
- 3.5 Arrival and Transfer Services

**Module 4: Conditions of Carriage, Boarding Procedures and Close-out Messaging**

- 4.1 Conditions of contract for carriage of passengers and baggage
- 4.2 Passenger Boarding Procedures and Flight Close-out messaging

**Module 5: Dangerous Goods Regulations**

- 5.1 International Dangerous Goods Regulatory References.
- 5.2 Restrictions and Limitations
- 5.3 Classification, Packaging, marking and labelling





5.4 Dangerous Goods emergency procedures

Module 6: Managing Passenger Interactions

6.1 Importance of Customer Service to the Business

6.2 Handling passenger interactions efficiently

Module 7: Aviation Security Requirements for Passengers and Baggage

7.1 The need for Aviation Security

7.2 ICAO International Conventions

7.3 Passenger and Baggage Security procedures.

7.4 Passenger and Baggage Reconciliation procedures.

7.5 Bomb threats and response to them

Module 8: Enhanced Passenger Facilitation

8.1 Purpose of advance passenger processing

8.2 CUSS, CUTE and CUPPS

8.3 Role of [GSAs in Fast Travel Program

Module 9: Future of the Industry

9.1 Passenger Ground Services - Future Trends

9.2 Your future - Landing a job in aviation

Date: 11<sup>th</sup> JUNE 2021

Place: BENGALURU

Name: DR. A. RAVI

Designation: DIRECTOR - ACADEMICS

Institution: KIMS

Signature:

Authorized Signatory

For KIMS with Seal



Date: 11<sup>th</sup> Jun 2021

Place: Bengaluru

Name: Mr. V.N.B. Nair

Designation: Managing Partner

Training Firm: BIA&L

Signature:

Authorized Signatory

For Partner with Seal



**MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding ("MOU") is between Koshys Institute of Management Studies an Institution under Koshys Education Trust (R), Bengaluru committed to value based education, hereafter referred as KIMS and Careerprime Recruitment Solutions, an organization committed to provide Campus Recruitment Training & Campus Hiring support having its office at #14, Evoma Business Centre, Office 278, Old Madras Road, Bhattarahalli Bengaluru 560049 (hereafter referred to as "Partner").

**RECITALS:**

- A. WHEREAS Partner has been established for the purpose of enriching the Aptitude, Analytical and Softskills and to jointly work for enhancing the quality of employability of students in KIMS.
- B. AND WHEREAS KIMS wishes to collaborate with the Partner for the purpose of enriching the employability and Softskills among all the students through rigorous training for increasing the campus placements.
- C. AND WHEREAS Partner with assistance from KIMS has goals of providing campus interview opportunities by enhancing the quality of the employability for students thereby enabling them to meet the industry needs and to be recognized globally.

**NOW THEREFORE THE PARTIES HEREBY ACKNOWLEDGE AND AGREEAS FOLLOWS:**

1. This MOU is for collaboration between both parties, for mutual benefit, to enhance the quality of the educational experience of students of the KIMS and for the specific purposes detailed in Annexure I of this MOU.
2. Partner shall be responsible for providing the requisite course material for conducting training programmes as agreed between the parties.
3. KIMS shall be responsible for providing the requisite infrastructure and any other facility required for the education, training and campus placements.
4. The training modules as per the Annexure-I, shall be handled entirely by the partner. At no point of time the same shall be outsourced to any other third party.
5. The parties, their representatives, and/or assignees, following the execution of this MOU, desire to maintain close contact with each other to achieve the goals and objectives of, and to develop the ideas acknowledged in this MOU.
6. Both parties hereby agree to designate a representative from its side who will be the primary point of contact on behalf of that party.
7. The terms and conditions mentioned herein shall commence on the execution of this MOU for present III Year students of KIMS for the academic year **2021-22** and shall continue for a period of **One Academic Year** or for such period as may be determined or extended by the parties from time to time by written notice.
8. KIMS shall provide time slot for various batches for training as per the availability of infrastructure and resources in consultation with the partner.

FOR CAREER PRIME RECRUITMENT SOLUTIONS

  
PROPRIETOR

#14, Evoma Business Centre, Office 278  
Old Madras Road, Bhattarahalli  
Bengaluru, Karnataka 560049  
Helpline: +91 – 84311 46451  
E-mail: info@careerprime.co.in  
Web: www.careerprime.co.in

9. Partner shall intimate time slot to KIMS 30 days prior for making suitable arrangements for training.
10. Partner shall make a feedback assessment of training program and submit to KIMS.
11. Training Commercials: As mentioned in Annexure – I.
12. Payment: Partner shall submit invoice after the completion of each programme and the same would be cleared within 15 working days by KIMS. Tax will be deducted at source as per the rules.
13. Campus Recruitment Opportunities: Partner will arrange minimum 15 Campus Recruitment Drives per semester for all the final year students of KIMS.
14. Either party may terminate this agreement upon sixty (30) days written notice to the other party but partner should complete the training modules as agreed before termination.

In written whereof both parties put their hard seal on the day, month and year herein mentioned.

Date: 11-06-2021  
Place: BANGALORE  
Name: DR. A. RAVI  
Designation: DIRECTOR - ACADEMICS  
Institution: KIMS  
Signature:

Authorized Signatory  
For KIMS with Seal



Date: 11/06/2021  
Place: Bangalore  
Name: Ranjini M.A  
Designation: Director  
Training Firm: Careerprime Recruitment Solutions  
Signature:  
FOR CAREER PRIME RECRUITMENT SOLUTIONS

Authorized Signatory  
PROPRIETOR  
For Partner with Seal

FOR CAREER PRIME RECRUITMENT SOLUTIONS

Ranjini  
PROPRIETOR

#14, Evoma Business Centre, Office 278  
Old Madras Road, Bhattarahalli  
Bengaluru, Karnataka 560049  
Helpline: +91 – 84311 46451  
E-mail: info@careerprime.co.in  
Web: www.careerprime.co.in

**ANNEXURE I - TRAINING MODULES**

<b>CAMPUS RECRUITMENT TRAINING</b>	
<b>Total Duration: 54 Hours</b>	
<b>Modules</b>	<b>Duration</b>
Operations on Numbers	18 Hours
Problems on Ages	
Partnership	
Ratio & Proportion	
Time & Work	
Pipes & Cisterns	
Chain Rule	
Calendar	
Clock	
SI & CI	
HCF & LCM	
Decimal Fractions	
Simplification	
Square Roots & Cube Roots	
Problems on Numbers	
Percentage	
Profit & Loss	
Time & Distance	
Problems on Train	
Alligation & Mixtures	
Boats & Streams	
Logarithms	
Race, Games & Skills	
Average	
Permutation & Combination	
Probability	
Number Series	
Data Interpretation	
Data Sufficiency	
Areas & Volumes	
<b>LOGICAL REASONING</b>	
Alphabet Test	6 Hours
Blood Relation	
Coding & Decoding	
Direction Sense	
Ranking Manipulation	
Simple Logic (Puzzles)	
Simple Manipulation	
Syllogisms	
Seating Arrangement	
Sequence & Pattern Completion	

OR CAREER PRIME RECRUITMENT SOLUTIONS

*[Signature]*  
**PROPRIETOR**

#14, Evoma Business Centre, Office 278  
 Old Madras Road, Bhattarahalli  
 Bengaluru, Karnataka 560049  
 Helpline: +91 – 84311 46451  
 E-mail: info@careerprime.co.in  
 Web: www.careerprime.co.in

VERBAL ABILITY	
Parts of Speech,	6 Hours
Tense & Voice	
Speech & Articles	
Ordering of Words	
Subject Verb Agreement	
Sentence Corrections & Sentence Improvement	
Verbal Analogies	
Vocabulary, Antonyms, Synonyms	
Idioms & Phrases	
Reading Comprehension	
PLACEMENT SOFT SKILLS	
Self-Development, Overcoming Stage Fear, Presentation Skills & Mock Presentations	24 Hours
Group Discussion, Mock GD & Resume Writing	
HR Interview, Questions & Approach, Mock Interview	

Date: 11.06.2021  
 Place: BENGALURU  
 Name: DR. A. RAVI  
 Designation: DIRECTOR-ACADEMICS  
 Institution: KIMS  
 Signature:

Authorized Signatory  
 For KIMS with Seal



Date: 11/06/2021  
 Place: Bangalore  
 Name: Ranjini M.A  
 Designation: Director  
 Training Firm: Careerprime Recruitment Solutions  
 Signature: *Ranjini*  
 Careerprime RECRUITMENT SOLUTIONS  
 Authorized Signatory  
 For Partner with Seal

*Ranjini*





## MEMORANDUM OF UNDERSTANDING

**This Memorandum of Understanding ("MOU")  
is between**

**Clicks Talent Connect Pvt Ltd** having its operational office at First Floor, Hebron Tower9, Old Madras Road, Bhattarahalli, Bengaluru, Karnataka - 560049, (hereafter referred to as "Clicks Campus"), a Skilling and Career Technology organization committed to provide quality skill development Internship and certification programs

**and**

**Koshys Institute of Management Studies** located at Kadusonnappanahalli, Hennur Bagalur Road, Bengaluru an Institution committed to value-based education, hereafter referred as **partner**.

### RECITALS:

- A. WHEREAS Clicks Campus has been established for the purpose of enhancing the quality of employability of students by establishing Centre of Excellence - Information Technology.
- B. AND WHEREAS partner wishes to collaborate with the Clicks Campus for the purpose of enriching the employability factor through Online Internship and Online Certification programs of Clicks Campus Centre of Excellence - Information Technology.
- C. AND WHEREAS Clicks Campus with assistance from partner has goals of strengthening the analytical, programming and domain specific technical skills of students thereby enabling them to meet the industry needs and to be recognized globally.

### NOW THEREFORE THE PARTIES HEREBY ACKNOWLEDGE AND AGREE AS FOLLOWS:

1. This MOU is for collaboration between both parties, for mutual benefit, to enhance the quality of the educational experience of students of the partner and for the specific purposes detailed in Annexure I of this MOU
2. Clicks Campus shall be responsible for providing the access to the requisite internship phases and certification course content as agreed between the parties as mentioned in Annexure - I.
3. Partner shall be responsible for providing the requisite infrastructure and any other facility required for the education, training, internship and placements.
4. The parties, their representatives, and/or assignees, following the execution of this MOU, desire to maintain close contact with each other to achieve the goals and objectives of, and to develop the ideas acknowledged in this MOU.

## **CLICKS TALENT CONNECT PVT LTD**

Corporate Address: Hebron Tower9, Sanatammanahalli  
Battarahalli, Bengaluru, Karnataka 560049  
Contact: +91- 9962 21 21 31 | E-mail: info@clickscampus.com | Web: www.clickscampus.com  
CIN: U72200KA2023PTC153078 | TAN: BLRC21984E | GST:29AAJCC7204N1Z8





5. The terms and conditions mentioned herein shall commence on the execution of this MOU and shall continue for a period of **One Academic Year 2021-22** or for such period as may be determined or extended by the parties from time to time by written notice.
6. Students of the partner shall complete all the three phases of Internships within One Academic year.
7. Commercials of CoE: As mentioned in Annexure - I.
8. Guaranteed Placement for students: As mentioned in Annexure - I
9. Partner shall take care of travelling, accommodation and food arrangements for Clicks Campus's resource persons in case if partner expects physical presence.
10. Partner shall be responsible for paying Annual Subscription fee of CoE to Clicks Campus for the smooth flow of internship activities.
11. Fee for Certification Exam integrated with Internship shall be paid by students not by the partner.
12. Clicks Campus provides free Instructor Accounts to faculties of the partner who would like to share their knowledge and expertise by creating online video courses on the platform.
13. Faculties creating the online courses shall be abide by all the Instructor Terms and other conditions as mentioned on the website of Clicks Campus.
14. Faculties of the partner shall have the privilege to set the course price as per the Price plans of Clicks Campus for their created courses and they can also publish the course as free course on the platform.
15. Revenue sharing for the purchases of created courses shall be as per the norms of Clicks Campus as mentioned in Annexure - I.

In written whereof both parties put their hard seal on the day, month and year herein mentioned.

Date: 11.06.2021

Place: BENGALURU

Name: DR. A. RAVI

Designation: DIRECTOR - ACADEMICS

College Name (Partner) KIMS

Authorized Signature & Seal:

Date: 11.06.2021

Place: Bengaluru

Name: Mr. Arasu M T

Designation: CEO

Clicks Campus

Authorized Signature & Seal:





## ANNEXURE - I

Clicks Campus Centre of Excellence offers a great platform for students of your Institution to get the real and live exposure to latest technologies through various Certification trainings, internship programs, live projects, Hackathons, skill development programs and placement opportunities. Centre of Excellence of Clicks Campus offers multiple benefits and opportunities for students and faculties of the Institution.

### **Free Training & Certification Exam Integrated with Internship**

- The program is open for all the First- and Second-year students of the partnered Institution who would like to build their IT Career. Students of III / Final year can opt for the program on their own willingness.
- Students can start accessing free sessions in this program from anyplace at any time. Students get access to the weekly online sessions, so that they can learn at their own pace. A student will have three phases of Internship to complete along with his regular UG/PG programme.
- At the end of each phase of training, student can appear for Exam which is integrated with Internship to get certified.
- All the three phases are mandatory and shall be completed by the student sequentially.
- Training Certification and Internship certification are mandatory for the students to access next phase of Internship and Placements.

### **Continuous Skill Building, Evaluation & Guaranteed Placement**

- Clicks Campus shall be preparing students to industry atmosphere consistently in three phases by building their analytical, technical and domain skills. Students' performance in the entire training process shall be rated on a 5 Star rating system. Students whose performance rating is above 4 star will be considered for Placement Opportunities and will have an assured placement with minimum CTC 4 Lakh per annum.
- Attendance, Assignments, Assessments and participation in the Internship are the key factors to decide the performance on the Five-star rating system.
- Placement Cell of Clicks Campus is connected with 400+ recruiters for placements. Soon after the completion of the third certification, placement opportunities will start for students and continue till the student is placed.



## **CLICKS TALENT CONNECT PVT LTD**

Corporate Address: Hebron Tower9, Sanatammanahalli  
 Battarahalli, Bengaluru, Karnataka 560049  
 Contact: +91-9962 21 21 31 E-mail: info@clickscampus.com Web: www.clickscampus.com  
 CIN: U72200KA2021PTC151078 | TAN: BLRC21984E | GST:29AAJCC7204N1Z8





## Internship Phases

- Internship Phase I - 250 Hours
  - Foundation Program on Language Enhancement & office productivity
  - Foundation Program to crack campus interviews
  - Certification Exam - I
    - Student gets 3 Weeks Internship Certificate along with Training Certificate

---

- Internship Phase II - 300 Hours
  - Programming Essentials Algorithms Data Structures
  - Advanced Programming Essentials (Python / Java Script)
  - Certification Exam - II
    - Student gets 4 Weeks Internship Certificate along with Training Certificate
- Internship Phase III - 1000 Hours
  - Domain Skill Development program in Full Stack Development / Data Science
  - Full Stack Development/ Data Science with mini-Projects and hands on assignments
  - Certification Exam - III with Live Project
    - Student gets 24 Weeks Internship Certificate along with Training Certificate

## Commercials

- For Institution
  - CoE Annual Subscription Fee
  - INR 1,58,540+GST per year.
  - (15% hike in the fee after every 3 years)
- For Students
  - Internship Integrated Certification Fee
  - Foundation Program - INR 1900
  - Programming Essentials - INR 5600
  - Domain Specific - INR 9490
  - GST Extra & Applicable



## CLICKS TALENT CONNECT PVT LTD

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Battarahalli, Bengaluru, Karnataka 560049  
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CIN: U72200KA2021PTC151078 | TAN: BLRC21984E | GST:29AAJCC7204N1Z8





## Benefits

### For Institution

Clicks Campus gives CoE Cash Reward Benefit INR 3000 per student to the Institution for those many students who have completed all the three certifications.

### For Students

- Three Training Certifications and Three Internship Certificates.
- 100% Guaranteed placement for 4\* performers
- INR 1,00,000 cash award for the Top 10 performers across the country in the program at the National Level.

### For Faculty

- Clicks Campus provides free Instructor Accounts to faculties of the partner who would like to share their knowledge and expertise by creating online video courses on the platform.
- Revenue Sharing

Course Plan	Duration in Hours	Min Price in INR	Faculty	Clicks Campus
Basic	1-5 Hours	299	50%	50%
Pro	6 - 15 Hours	699	55%	45%
Standard	15 - 20 Hours	1649	60%	40%
Premium	21 - 35 Hours	2499	70%	30%

- Faculties can record and upload teaching videos on either certain topics or full subject as per their choice. Maximum Price of a course shall be ₹1,50,000
- Revenue sharing is calculated on 96% of course price, as 4% Gateway charges deducted.
- If Course price is set lesser than the Minimum Course Price, difference shall be adjusted in Faculty portion.
- Extra Course Hours in the same course plan: ₹300/hr. TDS is applicable and all prices shown are exclusive of tax.

• Date: 11-06-2021

• Place: BENGALURU

• Name: DR. A. RAVI

• Designation: DIRECTOR-ACADEMICS

• College Name (Partner) KIMS

• Authorized Signature & Seal:

Date: 11-06-2021

Place: Bengaluru

Name: Mr. Arasu MT

Designation: CEO

Clicks Campus

Authorized Signature & Seal:

For Partner



For Clicks Campus



## CLICKS TALENT CONNECT PVT LTD

Corporate Address: Hebron Tower9, Sannatammanahalli  
Battarahalli, Bengaluru, Karnataka 560049  
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CIN: U72200KA2021PTC151078 | TAN: BLRC21984E | GST:29AAJCC7204N1Z8





## 1. M/S. Koshys Animation & Media School

Koshys Animation & Media School having its principal office at Hebron Tower9, Batrahalli Rd, Sannatammanahalli, Battarahalli, Bengaluru, Karnataka 560049 represented by its Director Ms. Shweta V D\_ herein after referred to as "KAMS" (which term shall, unless excluded or is repugnant to the context, be deemed to include its executives, administrators and assigns) of the **FIRST PART**.

AND

## 2.M/S. Koshys Institute of Management Studies

An Educational Institution having its principal office and Campus at # 31/1, Hennur-Bagalur Road, Kadusonnappanahalli, Kannur Post, Bangalore – 562 149, and represented by its Chairman Dr. Santhosh Koshy herein after referred to as "KIMS" (which term shall, unless excluded or is repugnant to the context, be deemed to included its executives, administrators and assigns) of the **SECOND PART**.

WHEREAS KAMS, is an organization committed to bridge the gap between Industry and Academia and improving the placement productivity of the Institution. Whereas KIMS is an Educational Institution running its Undergraduate courses in Management affiliated through Bengaluru North University.

Whereas, KAMS and KIMS realize their areas of co-operation and strength and agree to work on a common platform to their mutual benefit.

Both the parties agree to the following terms of association and understanding:

### Main Objectives


The main objectives of this MOU shall be:

1. To provide and promote academic co-operation in the area of training in Cloud Computing/ Ethical Hacking/ Cyber Security/ Artificial Intelligence between KAMS and KIMS for the benefit of their Undergraduate management students.
2. To provide professional training to the students in the area of Cloud Computing/ Ethical Hacking/ Cyber Security/ Artificial Intelligence.
3. To Promote continued co-operation in the field of software development training between the two parties.

### Scope of Co-operation

1. To promote training in Cloud Computing/ Ethical Hacking/ Cyber Security/ Artificial Intelligence classes to students of KIMS at the above mentioned Bangalore Campus based on mutually agreed syllabus for a period of 2.5 year.
2. To provide necessary course materials either printed or soft copy of the same if required.
3. Number of Students and Hours are mentioned in Annexure 1.

  
**DIRECTOR**



## Action Plan

1. KAMS and KIMS shall provide a single person of contact at both the institutions, for smooth and practical conduct of classes and provide the name and contact numbers of the concerned persons.
2. KIMS will provide a college calendar listing of holidays, class hours, etc. to KAMS in order to plan the schedule well in advance.
3. Specific plan of action can be worked between two institutions depending on the availability of resources.
4. Students from different semesters cannot be combined into a single class.
5. Valid Certificate will be issued to the students after successful completion of training by KAMS, subject to minimum agreed attendance and passing of exams.
6. KAMS may insist on a mutually agreed minimum attendance for the students to qualify for issue of certificates.
7. Training Syllabus shall be provided by KAMS for each course/ hour wise.
8. Learning & Teaching activities shall be provided by KAMS.

## Financial Terms and Conditions

1. For the services mentioned in the earlier paragraphs, the fee payable by KIMS to KAMS for the course shall be Rs.2000/- + GST Per student/ Per Semester.
2. The above fees cover Classroom training, Course materials (Soft Copy), Assignments, Practical classes etc. for students.
3. KIMS need to issue Purchase Orders for each batch to KAMS for training programs. Each training program need to have a Purchase Order.
4. Payments need to be made to KAMS by KIMS on 2 split basis based on the invoice raised against the Purchase Orders. First payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent Second payments to be made on the end of the course completed by the Faculty from KAMS.
5. No extra Charges if the duration exceed that agreed upon MOU

## Exclusivity clause

Both the parties hereby agree that their relationship to execute the said training is exclusive and that each party is free to pursue their business interests with other company /institution without conflict with the terms and condition of this agreement.

## Confidentiality

KAMS and KIMS agree to hold confidential information/data designated by the institution including syllabus, teaching methods, 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 both the parties.



**DIRECTOR**



## **Renewal – Terms and Amendment**

This MOU shall be valid from 17<sup>th</sup> November 2021 and until completion of the training which lasts for a period of 2.5 year (ie. From 17<sup>th</sup> November 2021 to 17<sup>th</sup> May 2024 and subject to further extension of time as mutually agreed. This MOU shall not be foreclosed before the completion of the training.

## **Rights and obligation of each Partner:**

### **KAMS – Rights and Obligations**

1. KAMS shall provide the services; the scope of which is separately defined but within the ambit of this MOU. The Knowledge thus shared, be it written or verbal shall remain the copyright property of KAMS.
2. KAMS shall act as Knowledge Management Partner.
3. KAMS will issue certificates as a part of its procedural guidelines in association with KIMS.

### **KIMS - Rights and Obligations**

1. KIMS shall provide the facilities to match the brand specific requirements of KAMS for providing the necessary services including specific infrastructure/material requirement.
2. Completed Training Report, Attendance Report and Feedback report shall be submitted along with Invoice.

## **IDEMNIFICATION:**

Both parties shall indemnify each other against any losses that may arise unforeseen or otherwise during the execution of this MOU, other than breach of obligations to be fulfilled by the parties as enumerated in this MOU.

## **Legality and effective Date:**

- A. This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By signing below, the parties 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.
- B. This Memorandum of Understanding shall be effective from the date of signing hereof by both the parties.

## **Other Terms and Conditions**

Usage of Institute logo & other company specific materials shall be with the prior approval of each other. It is expressly understood that the obligation on the part of KAMS will be carried out on best effort basis and that KAMS shall not be held responsible in the event of nonperformance due to reasons beyond its control.

Any accreditation/certification outside the purview of KAMS will be at extra applicable cost to be borne by the students separately.

  
DIRECTOR



IN WITNESS WHEREOF the parties hereto have gone through the contents of this Memorandum of Understanding (MOU) and have signed and put their Seals on the aforesaid MOU and agreed to abide by the terms and conditions as laid down the rein totality, have signed this MOU as of the day and year first above written.

### ANNEXURE 1

KAMS Career Program Details				
This program is applicable for academic batch 2021-2022.				
2021 batch of BCA students will undergo 40 hours of training in each semester				
Training Schedule				
2021-2022 Batch BCA				
Program	Semester	No. of Students	Duration	Fee Per Student(INR)
Cloud Computing/ Ethical Hacking/ Cyber Security/ Artificial Intelligence	I Semester	211	40 Hours	₹ 2,000.00
	II Semester	-	NA	NA
	III Semester	-	NA	NA
	IV Semester	-	NA	NA
	V Semester	-	NA	NA
Payment Terms				
Payments need to be made to KAMS by KIMS on 2 split basis based on the invoice raised against the Purchase Orders. First payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent Second payments to be made on the end of the course completed by the Faculty from KAMS.				

**For Koshys Animation & media School**

Sign  \_\_\_\_\_

Name: Ms. Shweta V D

Designation: Director  
**Koshys Animation & Media School  
 Bengaluru**

**For Koshys Institute of Management Studies**

Sign  \_\_\_\_\_

Name: Dr. Santhosh Koshy

Designation: Chairman

Witness (1)

Sign \_\_\_\_\_

Name:

Designation:

Witness (2)

Sign \_\_\_\_\_

Name:

Designation:



सत्यमेव जयते

INDIA NON JUDICIAL

Government of Karnataka

Rs. 100

e-Stamp

Certificate No. : IN-KA80018847136640T  
 Certificate Issued Date : 14-Dec-2021 05:03 PM  
 Account Reference : NONACC (FI)/ kacrsf108/ K R PURAM9/ KA-BA  
 Unique Doc. Reference : SUBIN-KAKACRSFL0806977310128754T  
 Purchased by : KOSHYS ANIMATION AND MEDIA SCHOOL  
 Description of Document : Article 37 Note or Memorandum  
 Description : MEMORANDUM OF UNDERSTANDING  
 Consideration Price (Rs.) : 0  
 (Zero)  
 First Party : KOSHYS ANIMATION AND MEDIA SCHOOL  
 Second Party : KOSHYS INSTITUTE OF MANAGEMENT STUDIES  
 Stamp Duty Paid By : KOSHYS ANIMATION AND MEDIA SCHOOL  
 Stamp Duty Amount(Rs.) : 100  
 (One Hundred only)

सत्यमेव जयते

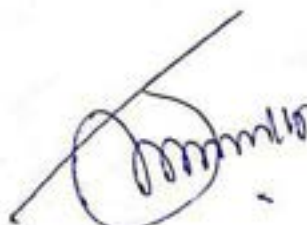


Please write or type below this line

**MEMORANDUM OF UNDERSTANDING**

THIS MEMORANDUM OF UNDERSTANSING is executed at Bangalore, on this day 17<sup>th</sup> November 2021, by and between:

  
**DIRECTOR**



**Koshys Animation & Media School**  
Bengaluru

Statutory Alert: This Certificate should be verified at 'www.shcilestamp.com' or using e-Stamp Mobile App of Stock Holding Corporation of India. Any discrepancy in the details on this Certificate and as available on the website / Mobile App renders it invalid.  
1. The legitimacy of the certificate is on the users of the certificate.  
2. In case of any discrepancy please inform the Competent Authority.

MINISTRY OF REVENUE AND PUBLIC RELATIONS, GOVERNMENT OF KARNATAKA, BANGALORE. TEL: 080-22220000. WWW.KARNATAKA.GOV

## 1. M/S. Koshys Animation & Media School

Koshys Animation & Media School having its principal office at Hebron Tower9, Batrahalli Rd. Sannatammanahalli, Battarahalli, Bengaluru, Karnataka 560049 represented by its Director Ms. Shweta VD herein after referred to as "KAMS" (which term shall, unless excluded or is repugnant to the context, be deemed to include its executives, administrators and assigns) of the **FIRST PART**.

AND

## 2.M/S. Koshys Institute of Management Studies

An Educational Institution having its principal office and Campus at # 31/1, Hennur-Bagalur Road, Kadusonnappanahalli, Kannur Post, Bangalore – 562 149, and represented by its Chairman Dr. Santhosh Koshy herein after referred to as "KIMS" (which term shall, unless excluded or is repugnant to the context, be deemed to included its executives, administrators and assigns) of the **SECOND PART**.

WHEREAS KAMS, is an organization committed to bridge the gap between Industry and Academia and improving the placement productivity of the Institution. Whereas KIMS is an Educational Institution running its Undergraduate courses in Management affiliated through Bengaluru North University.

Whereas, KAMS and KIMS realize their areas of co-operation and strength and agree to work on a common platform to their mutual benefit.

Both the parties agree to the following terms of association and understanding:

### Main Objectives

The main objectives of this MOU shall be:

1. To provide and promote academic co-operation in the area of training in Logistics between KAMS and KIMS for the benefit of their Undergraduate management students.
2. To provide professional training to the students in the area of Logistics
3. To Promote continued co-operation in the field of software development training between the two parties.

### Scope of Co-operation

1. To promote training in Logistics classes to students of KIMS at the above mentioned Bangalore Campus based on mutually agreed syllabus for a period of 2.5 year.
2. To provide necessary course materials either printed or soft copy of the same if required.
3. Number of Students and Hours are mentioned in Annexure 1.

**DIRECTOR**

## Action Plan

1. KAMS and KIMS shall provide a single person of contact at both the institutions, for smooth and practical conduct of classes and provide the name and contact numbers of the concerned persons.
2. KIMS will provide a college calendar listing of holidays, class hours, etc. to KAMS in order to plan the schedule well in advance.
3. Specific plan of action can be worked between two institutions depending on the availability of resources.
4. Students from different semesters cannot be combined into a single class.
5. Valid Certificate will be issued to the students after successful completion of training by KAMS, subject to minimum agreed attendance and passing of exams.
6. KAMS may insist on a mutually agreed minimum attendance for the students to qualify for issue of certificates.
7. Training Syllabus shall be provided by KAMS for each course/ hour wise.
8. Learning & Teaching activities shall be provided by KAMS.

## Financial Terms and Conditions

1. For the services mentioned in the earlier paragraphs, the fee payable by KIMS to KAMS for the course shall be Rs.2000/- + GST Per student/ Per Semester.
2. The above fees cover Classroom training, Course materials (Soft Copy), Assignments, Practical classes etc. for students.
3. KIMS need to issue Purchase Orders for each batch to KAMS for training programs. Each training program need to have a Purchase Order.
4. Payments need to be made to KAMS by KIMS on 2 split basis based on the invoice raised against the Purchase Orders. First payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent Second payments to be made on the end of the course completed by the Faculty from KAMS.
5. No extra Charges if the duration exceed that agreed upon MOU

## Exclusivity clause

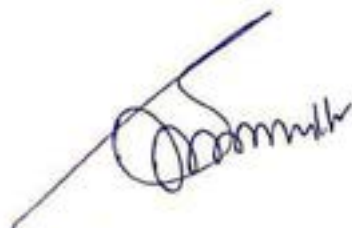
Both the parties hereby agree that their relationship to execute the said training is exclusive and that each party is free to pursue their business interests with other company /institution without conflict with the terms and condition of this agreement.

## Confidentiality

KAMS and KIMS agree to hold confidential information/data designated by the institution including syllabus, teaching methods, 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 both the parties.



**DIRECTOR**



**Koshys Animation & Media School  
Bengaluru**

## Renewal – Terms and Amendment

This MOU shall be valid from 17<sup>th</sup> November 2021 and until completion of the training which lasts for a period of 2.5 year (ie, From 17<sup>th</sup> November 2021 to 17<sup>th</sup> May 2024 and subject to further extension of time as mutually agreed. This MOU shall not be foreclosed before the completion of the training.

## Rights and obligation of each Partner:

### **KAMS – Rights and Obligations**

1. KAMS shall provide the services; the scope of which is separately defined but within the ambit of this MOU. The Knowledge thus shared, be it written or verbal shall remain the copyright property of KAMS.
2. KAMS shall act as Knowledge Management Partner.
3. KAMS will issue certificates as a part of its procedural guidelines in association with KIMS.

### **KIMS - Rights and Obligations**

1. KIMS shall provide the facilities to match the brand specific requirements of KAMS for providing the necessary services including specific infrastructure/material requirement.
2. Completed Training Report, Attendance Report and Feedback report shall be submitted along with Invoice.

## IDEMNIFICATION:

Both parties shall indemnify each other against any losses that may arise unforeseen or otherwise during the execution of this MOU, other than breach of obligations to be fulfilled by the parties as enumerated in this MOU.

## Legality and effective Date:

- A. This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By signing below, the parties 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.
- B. This Memorandum of Understanding shall be effective from the date of signing hereof by both the parties.

## Other Terms and Conditions

Usage of Institute logo & other company specific materials shall be with the prior approval of each other. It is expressly understood that the obligation on the part of KAMS will be carried out on best effort basis and that KAMS shall not be held responsible in the event of nonperformance due to reasons beyond its control.

Any accreditation/certification outside the purview of KAMS will be at extra applicable cost to be borne by the students separately.

  
**DIRECTOR**



IN WITNESS WHEREOF the parties hereto have gone through the contents of this Memorandum of Understanding (MOU) and have signed and put their Seals on the aforesaid MOU and agreed to abide by the terms and conditions as laid down the rein totality, have signed this MOU as of the day and year first above written.

**ANNEXURE 1**

KAMS Career Program Details				
This program is applicable for academic batch 2021-2022.				
2021 batch of BBA & B.Com students will undergo 40 hours of training in each semester				
Training Schedule				
2021-2022 Batch BBA & B.Com				
Program	Semester	No. of Students	Duration	Fee Per Student(INR)
Logistics	I Semester	270	40 Hours	₹ 2,000.00
	II Semester	-	NA	NA
	III Semester	-	NA	NA
	IV Semester	-	NA	NA
	V Semester	-	NA	NA
Payment Terms				
Payments need to be made to KAMS by KIMS on 2 split basis based on the invoice raised against the Purchase Orders. First payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent Second payments to be made on the end of the course completed by the Faculty from KAMS.				

**For Koshys Animation & media School**

Sign 

Name: Ms. Shweta V D **DIRECTOR**

Designation: Director  
**Koshys Animation & Media School  
Bengaluru**

**For Koshys Institute of Management Studies**

Sign 

Name: Dr. Santhosh Koshy

Designation: Chairman

Witness (1)

Sign \_\_\_\_\_

Name:

Designation:

Witness (2)

Sign \_\_\_\_\_

Name:

Designation:

## MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding ("MOU") is between Koshys Institute of Management Studies an Institution under Koshys Education Trust (R), Bengaluru committed to value based education, hereafter referred as KIMS and Meraki Training Solutions, an organization committed to provide Information Technology training having its office at #8, Chowdappa Layout, Kaikondrahalli, Bengaluru - 560035 (hereafter referred to as "Partner").

### RECITALS:

- A. WHEREAS Partner has been established for the purpose of enriching the Information Technology Skills and to jointly work for enhancing the quality of employability of students in KIMS.
- B. AND WHEREAS KIMS wishes to collaborate with the Partner for the purpose of enriching the Information Technology skills among all the students through rigorous training for increasing the campus placements.
- C. AND WHEREAS Partner with assistance from KIMS has goals of providing campus interview opportunities by enhancing the quality of the employability for students thereby enabling them to meet the industry needs and to be recognized globally.

### NOW THEREFORE THE PARTIES HEREBY ACKNOWLEDGE AND AGREEAS FOLLOWS:

1. This MOU is for collaboration between both parties, for mutual benefit, to enhance the quality of the educational experience of students of the KIMS and for the specific purposes detailed in Annexure I of this MOU.
2. Partner shall be responsible for providing the requisite course material for conducting training programmes as agreed between the parties.
3. KIMS shall be responsible for providing the requisite infrastructure and any other facility required for the education, training and campus placements.
4. The training modules as per the Annexure-I, shall be handled entirely by the partner. At no point of time the same shall be outsourced to any other third party.
5. The parties, their representatives, and/or assignees, following the execution of this MOU, desire to maintain close contacts with each other to achieve the goals and objectives of, and to develop the ideas acknowledged in this MOU.
6. Both parties hereby agree to designate a representative from its side who will be the primary point of contact on behalf of that party.
7. The terms and conditions mentioned herein shall commence on the execution of this MOU for present I, II & III Year add on students of KIMS for the academic year 2021-22 and shall



- continue for a period of **One Academic Year** or for such period as may be determined or extended by the parties from time to time by written notice.
8. KIMS shall provide time slot for various batches for training as per the availability of infrastructure and resources in consultation with the partner.
  9. Partner shall intimate time slot to KIMS 30 days prior for making suitable arrangements for training.
  10. Partner shall make a feedback assessment of training program and submit to KIMS.
  11. Training Commercials: As mentioned in Annexure - I.
  12. Payment: Partner shall submit invoice after the completion of each programme and the same would be cleared within 15 working days by KIMS. Tax will be deducted at source as per the rules.
  13. Campus Recruitment Opportunities: As mentioned in Annexure - I.
  14. Either party may terminate this agreement upon sixty (30) days written notice to the other party but partner should complete the training modules as agreed before termination.

In written whereof both parties put their hard seal on the day, month and year herein mentioned.

Date: 11.06.2021  
Place: BANGALORE  
Name: DR. A. RAVI  
Designation: DIRECTOR- ACADEMICS  
Institution: KIMS  
Signature:

Authorized Signatory  
For KIMS with Seal



Date: 11.06.2021  
Place: BANGALORE  
Name: INDIRA R.  
Designation: PROPRIETOR  
Training Firm: MERAKI TRAINING SOLUTIONS  
Signature:   
**For Meraki Training Solutions**  
Authorized Signatory  
For Partner with Seal  
Proprietor

**ANNEXURE I**  
**TRAINING MODULES**

<b>Semester</b>	<b>Module</b>
1st Sem	Programming Skills - C
2nd Sem	Programming Skills - Python
3rd Sem	AI & ML
4th Sem	Cyber Security & Ethical Hacking
5th Sem	Linux
6th Sem	Microsoft Azure

**C Programming**

1. Introduction & Structure of C program
2. Variables
3. Data Types
4. Keywords
5. Operators
6. Conditional Statement
7. Loop Control Instruction
8. Functions and Recursion
9. Pointers
10. Array
11. Strings
12. Structure
13. File I/O
14. Dynamic Memory Allocation

**Python/ML**

1. Introduction to Python Programming Language
2. Variables
3. Data Types
4. Operators
5. Indexing & Slicing
6. Conditional Statement
7. Loop Control Instruction
8. Function and Lambda Function
9. Exception Handling
10. Scope
11. Modules
12. OOPs Concept in Python
13. Data Pre-processing (Numpy & Pandas)
14. Stats and Maths using Python
15. Machine Learning – Supervised Learning
16. Machine Learning – Unsupervised Learning
17. Deep Learning

**For Meraki Training Solutions**



Proprietor

## AI & ML

### INTRODUCTION TO ARTIFICIAL INTELLIGENCE

History of Artificial Intelligence (AI)

Five domains of AI

Why AI now?

Limitation of AI

### INTRODUCTION TO MACHINE LEARNING

Machine Learning core concepts, scalable algorithms, project workflow.

Objective Functions and Regularization

Understanding the Objective Function of ML Algorithms

Metrics, Evaluation Methods and Optimizers

Popular Metrics in Detail: R2 Score, RMSE, Cross-Entropy, Precision, Recall, F1 Score, ROC-AUC,

SGD, ADAM

Artificial Neural Network

### INTRODUCTION TO DEEP LEARNING

Deep Learning Network Concepts

Core concepts of Deep Learning Networks

Deep Dive into Activation Functions

Building simple Deep Learning Network

Tuning Deep Learning Network

## Cyber Security & Ethical Hacking

- Introduction to Cyber Security
- Introduction to Hacking
- Introduction to Ethical Hacking
- Difference Between Hacking & Ethical Hacking
- Approach and Methodology of an Hacker for Executing a Cyber Attack
- Types of Hackers & their Aims-Motives
- Introduction to Information Security and controls.
- Practical:
  - Go through of Kali Linux
  - Interface of OS
  - Introduction to vulnerability, Exploits, Payload
  - Zero-Day-Vulnerability , Zero-Day-Exploit, Zero-Day-Attack
  - Hacking Phases
  - Foot printing & Reconnaissance
  - Scanning the network
  - Vulnerability Analysis
  - System Hacking
- Practical:
  - Tools - NSLookup, Shodan, DNSrecon, Nmap
  - Basic Linux Commands
  - Types of Attacks, Brute Force, Dictionary Attack,etc. (Practically & Theoretically)
  - Access the Wordlists

For Meraki Training Solutions



Proprietor

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Meraki Trainings

#8, Chowdappa Layout, Kaikondrahalli, Bengaluru – 560035

Mob: +919080652812 | E-mail: hr@merakitrainings.in

Web: www.merakitrainings.in

- Cyber Laws & Limitations
- Introduction to Operating System (Windows, Kioptrix, Metasploitable2, Android,IOS, etc.
- Analysis of Android, IOS, Windows, Kioptrix Security.
- Hands-On-Practical on Metasploit Framework
- Intro to CVE/CVSS
- Privilege Escalation
- Practical:
  - Foot printing, Enumeration, Scanning the network, Vulnerability Analysis, etc.
  - Exploited(Hacked) the Kioptrix by following hacking phases
  - Mobile Penetration Testing
  - Exploited Android & IOS and accessed the Camera as well.
  - Introduction to Firewall, HoneyPots, Intrusion Detection System
  - Tools - CamPhish, L3MON
  - Introduction to Website, Network Security
  - Introduction to Social Engineering
  - Approaches of Social Engineering
  - Life Cycle of Social Engineering, Countermeasure, Attack Surface.
  - Types of Attack under Social Engineering
- Practical:
  - Created a Spear Phishing Attack Link to steal the Credentials of a Victim.
  - Live Demonstration of getting no. of credentials from a victim through Social Engineering attack.
- Introduction to Penetration Testing
- Different types of Approaches in Penetration Testing
- Practical:
  - Used Automation tools for Exploiting the different types of Target
- TOP 10 OWASP
- Introduction to XSS(Reflected, Stored, DOM)
- Introduction to SQL Injection & SQLi
- Introduction to DVWA
- Practical:
  - Used BEEF Framework, Hooked the Web Browser
  - Hands-On-Practical on XSS
  - Retrieve the Credentials from Database by using Sql Injection
  - Compromised the employee Login id, password, session id, etc. through Sql Injection

## Linux

- Introduction
- Background and Introduction
- Linux Distributions
- Installing VirtualBox on Windows
- Installing VirtualBox on Mac
- Installing Linux Using an Image for VirtualBox
- VirtualBox Troubleshooting Tips

For Meraki Training Solutions:-

  
Proprietor

- Why Install Linux from Scratch?
- Installing CentOS from Scratch
- Getting Connected
- Connect Directly
- The Linux Directory Structure
- The Shell
- Basic Linux Commands
- Working with Directories
- Listing Files and Understanding LS Output
- File and Directory Permissions Explained – Part One
- File and Directory Permissions Explained – Part Two
- Viewing Files and the Nano Editor
- Editing Files in Vi
- Editing Files with Emacs
- Finding Files and Directories
- Graphical Editors
- Operating System
- Deleting, Copying, Moving, and Renaming Files
- Wildcards
- Input, Output, and Redirection
- Comparing Files
- Searching in Files and Using Pipes
- Transferring and Copying Files Over the Network
- Customizing the Shell Prompt
- Shell Aliases
- Working with Files and Directories in Linux
- Accessing the Amazon Linux 2 Terminal
- Updating File Permissions in Linux
- Editing Files in Linux
- Moving Files in Linux
- Copying Files in Linux
- Environment Variables
- Processes and Job Control
- Scheduling Repeated Jobs with Cron
- Switching Users and Running Commands as Others
- Shell History and Tab Completion
- Installing Software on RPM Based Systems
- Installing Software on Debian Based Systems
- Connecting to a Linux Virtual Machine Over the Network
- Installing NGINX, MySQL, PHP, and WordPress on an Ubuntu system.

**For Meraki Training Solutions**



Proprietor

#### CLOUD COMPUTING

- Cloud Computing
- Cloud benefits
- Cloud service types

#### INTRODUCTION TO AZURE

- Core Azure architectural components
- Azure compute and networking services
- Azure storage services
- Azure identity, access, and security

#### AZURE FUNDAMENTALS

- Cost management in Azure
- Features and tools in Azure for governance and compliance
- Feature and tools for managing and deploying Azure resources
- Monitoring tools in Azure

Date: 11-06-2021

Place: BENGALURU

Name: DR. A. RAVI

Designation: DIRECTOR- ACADEMICS

Institution: KIMS

Signature:

Authorized Signatory

For KIMS with Seal



Date: 11-06-2021

Place: BANGALORE

Name: INDIRA R.

Designation: PROPRIETOR

Training Firm: MERAKI TRAINING SOLUTIONS

Signature:

For Meraki Training Solutions

Authorized Signatory

For Partner with Seal

Proprietor

## MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding ("MOU") is between Koshys Institute of Management Studies an Institution under Koshys Education Trust (R), Bengaluru committed to value based education, hereafter referred as KIMS and Technical Consultancy of Government of Karnataka (TECSOK), an organization committed to promote Entrepreneurship awareness and conduct Skill Development programs across the disciplines in various organizations and departments of Karnataka having its office at DIC Building, Ground floor, 1<sup>st</sup> cross, Rajajinagar Industrial Estate, Bangalore 560010 (hereafter referred to as "Partner").

### RECITALS:

- A. WHEREAS Partner has been established for the purpose of enriching the entrepreneurial skills and to jointly work for enhancing the quality of entrepreneurship for students of various disciplines in KIMS.
- B. AND WHEREAS KIMS wishes to collaborate with the Partner for the purpose of enriching the entrepreneurship skills among all the students through series of programs, webinars and workshops.

### NOW THEREFORE THE PARTIES HEREBY ACKNOWLEDGE AND AGREEAS FOLLOWS:

1. This MOU is for collaboration between both parties, for mutual benefit, to enhance the quality of the educational experience of students of the KIMS and for the specific purposes detailed in Annexure I of this MOU.
2. Partner shall be responsible for providing the requisite course material for conducting training programmes, webinars and workshops as agreed between the parties.
3. KIMS shall be responsible for providing the requisite infrastructure and any other facility required for the education and training.
4. The training modules as per the Annexure-I, shall be handled entirely by the partner. At no point of time the same shall be outsourced to any other third party.
5. The parties, their representatives, and/or assignees, following the execution of this MOU, desire to maintain close contacts with each other to achieve the goals and objectives of, and to develop the ideas acknowledged in this MOU.



Technical Consultancy Services  
Karnataka Government (TECSOK)  
DIC Building, Ground Floor, 1<sup>st</sup> Cross,  
Rajajinagar Industrial Estate, Bangalore 560010

6. Both parties hereby agree to designate a representative from its side who will be the primary point of contact on behalf of that party.
7. The terms and conditions mentioned herein shall commence on the execution of this MOU and shall continue for a period of **One Academic Year** or for such period as may be determined or extended by the parties from time to time by written notice.
8. It is agreed by the partner to complete the training modules as per the terms and conditions without fail as mentioned in Annexure-I.
9. KIMS shall provide time slot for various batches for training as per the availability of infrastructure and resources in consultation with the partner.
10. Partner shall intimate time slot to KIMS 30 days prior for making suitable arrangements for training.
11. Partner shall make a feedback assessment of training program and submit to KIMS.
12. Training Commercials: As mentioned in Annexure – I.
13. Payment: Partner shall submit invoice after the completion of the EDP and the same would be cleared within 7 working days by KIMS. Tax will be deducted at source as per the rules.
14. Either party may terminate this agreement upon thirty (30) days written notice to the other party but partner should complete the training modules as agreed before termination.

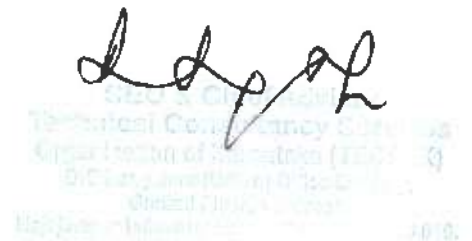
In written whereof both parties put their hard seal on the day, month and year herein mentioned.

Date: 17.06.2021  
Place: Bengaluru  
Name: Dr. Senthosh Koshy  
Designation: Chairman  
Institution: KIMS  
Signature:

Authorized Signatory  
For KIMS with Seal

Date: 17.06.2021  
Place: Bengaluru  
Name: Ramananda Nayak  
Designation: CEO & Chief Advisor  
Partner: TECSOK  
Signature:

Authorized Signatory  
For Partner with Seal





**ANNEXURE I**
**TRAINING PROGRAMS, WORKSHOPS AND SEMINARS ON ENTREPRENEURSHIP**
**1. ENTREPRENEURSHIP DEVELOPMENT PROGRAM**

<b>TRAINING MODULES OF EDP (5 Days Training Program) - Offline Mode</b>		
Day 1	Entrepreneurship Features & Benefits	
Day 2	Enterprise Management	
Day 3	Business Opportunity Identification	
Day 4	Government Schemes & Formalities	
Day 5	Project preparation and idea generation	
<b>EDP - TRAINING BATCH &amp; CONDITIONS</b>		
Minimum Number of Batches		02
Maximum number of students in a batch		30
Participation Certificate carrying the logo of KIMS & partner shall be given by the partner at the end of the training program to all the students who attend the training program.		
KIMS shall have the privilege to promote its brand mentioning the above said Training Program and logo of partner during the regular academic admission process of KIMS.		
<b>COMMERCIALS &amp; DURATION OF EDP</b>		
Training Name	Duration	Commercials per student in INR
EDP (Entrepreneurship Development Program)	5days x 4 Hours	INR 1000 (Including GST)

**2. ENTREPRENEURSHIP DEVELOPMENT WORKSHOPS / SEMINARS**

Three workshops (1 Day x 4 Hours) & One Seminar (1 Day x 4 Hours) shall be conducted by partner at KIMS for 120 different students at four different intervals in the MoU period. In each workshop/seminar 60 students shall be in one batch. No extra commercials are involved in this. At the end of the workshop / seminar, student shall receive the participation certificate which carries the logos of KIMS & Partner.

Date: 17-06-2021

Place: Bengaluru

Name: Dr. Senthosh Koshy

Designation: Chairman

Institution: KIMS

Signature:

Date: 17-06-2021

Place: Bengaluru

Name: Ramanand Nayak

Designation: CEO &amp; Chief Adviser

Partner: TECSOK

Signature:

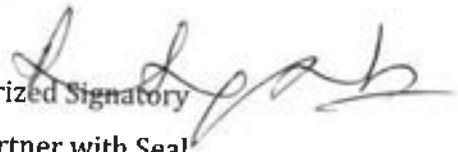
Authorized Signatory

KIMS with Seal



Authorized Signatory

For Partner with Seal



## MEMORANDUM OF UNDERSTANDING

THIS MEMORANDUM OF UNDERSTANDING is executed at Bangalore, on this day 7<sup>th</sup> July 2021, by and between:

### **1. NIYA LOGISTICS & AVIATION SKILL DEVELOPMENT TECHNOLOGY PVT LTD**

An establishment registered in Karnataka, providing training in logistics, aviation, supply chain management, skill development and technology having its Corporate Office at Gopalan Royal Promenade, 3rd Floor, Big Bazaar Building, Kathriganur, Banashankari 3rd Stage, Bangalore, Karnataka – 560085 and represented by its Director & CEO Mr. Ramesh K hereinafter, referred as "NIYA LOGISTICS", as the party of the FIRST PART

AND

### **2. M/s. KOSHYS INSTITUTE OF MANAGEMENT STUDIES**

An Educational Institution having its principal office and Campus at # 31/1, Hennur-Bagalur Road, Kadusonnappanahalli, Kannur Post, Bangalore – 562 149, and represented by its Chairman Dr. Santhosh Koshiy herein after referred to as "KIMS" (which term shall, unless excluded or is repugnant to the context, be deemed to included its executives, administrators and assigns) of the SECOND PART.

WHEREAS NIYA Logistics, is a company engaged in the business of providing specialized skill based training in Logistics, aviation, supply chain management, skill development and technology, Whereas KIMS is an Educational Institution running its Undergraduate courses in Management affiliated through Bengaluru North University.

Whereas, both NIYA Logistics and KIMS realize their areas of co-operation and strength and agree to work on a common platform to their mutual benefit.

Both the parties agree to the following terms of association and understanding:

#### Main Objectives

The main objectives of this MOU shall be:

1. To provide and promote academic co-operation in the area of Logistics training between NIYA Logistics and KIMS for the benefit of their UG & PG Management students of Bengaluru North University.
2. To Provide Professional Training to the students in the area of Logistics and Supply chain Management subject.



3. To Promote continued co-operation in the field of Aviation, Logistics, and Supply chain Management education between the two parties.

**Responsibilities & Obligations of NIYA Logistics:**

1. To conduct Skill Based Training in Logistics and Supply Chain Management to UG and PG students specified by the first party as per agreed syllabus.
2. To provide a point of contact or incharge / co coordinator to assist the second party to run the classes.
3. To conduct exam and evaluate the performance of each student and do the counseling for improvements on need basis.
4. To arrange for 1 industrial visit per course, subject to permission granted by logistics service providers as per the curriculum shared by the first party.
5. Providing Joint certificates with the Logo of KIMS, & NIYA Logistics after every successful completion of the training and assessment, as per the terms & conditions mutually agreed.
6. Training Syllabus shall be provided by NIYA Logistics for each course / hour wise.
7. Learning & Teaching activities shall be provided by NIYA Logistics.

**Responsibilities & Obligations of Second Party:**

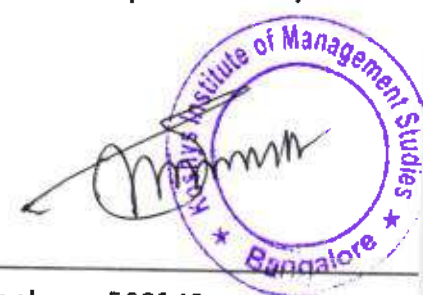
1. To prepare Training calendar in Consultation with First party to conduct Certificate programs in logistics and supply chain management.
2. To register candidates for organizing training programs & depute the student batches for the trainings as per the schedule.
3. To give such directions / instructions with obligation to follow orderly conduct & completion of assignments.
4. To provide class room, training aids & infrastructure (audio, video with projector enabled class room) for conducting the training programs.
5. To pay the training fee as per mutually discussed & agreed commercial terms, placed at payment Schedule under Terms and conditions.
6. To take time to time feedback, review the performance and advice.
7. Conduct no such parallel activity which may be prejudicial to the interests of the first party.
8. Maintain records of the trainees and their regular attendance, and share them with first party.

**Scope of Co-operation**

1. To promote Training in Logistics and Supply Chain Management classes to students of KIMS at the above-mentioned Bangalore Campus based on mutually agreed syllabus for a period of 1 year starting from 7<sup>th</sup> July 2021 to 30<sup>th</sup> June 2022.



NIYA LOGISTICS & AVIATION SKILL DEVELOPMENT INSTITUTE  
KANNUR



KIMS Institute of Management Studies  
Bangalore

2. To provide necessary course materials (soft copy of the same) if required for implementation of the training program.

3. Number of Students and Hours are mentioned in Annexure 1

### **Action Plan**

1. NIYA Logistics and KIMS shall provide a single person of contact at both the institutions, for smooth and practical conduct of classes and provide the name and contact no's of the concerned persons.

2. KIMS will provide a college calendar listing of holidays, class hours, etc. to NIYA Logistics in order to plan the schedule well in advance.

3. Specific plan of action can be worked between two institutions depending on the availability of resources.

4. NIYA Logistics may insist on a mutually agreed minimum attendance of 75% for the students to qualify for issue of Valid certificates.

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 not 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. For the services mentioned in the earlier paragraphs, the training fee payable by KIMS to NIYA Logistics for the Certificate Course in Logistics and Shipping Management shall be Rs.2000/- including GST (Training Fee Rs.1695/-and GST Rs.305/-) per student/trainee.
2. The said fees covers class room teaching and 1 industry Visit (Subject to permission given by logistics Service provider). But, the expenses for transport for day time activity will be borne by KOSHYS.



3. **Attendance:** - KIMS will make sure that students are attending classes regularly without fail and NIYA & KIMS shall not issue Certificates to those students who have less than 75% of attendance. Those who get less than 75% of attendance, KOSHYS will not permit them to write value added certificate program final exam.
4. In case of any addition in number of Students, KIMS will pay additional training fee to NIYA Logistics as per agreed above mentioned commercial terms. KIMS shall pay NIYA Logistics the training fee as per the number of trainees registered for the program. In case of discontinuation of course by any student after attending minimum of 5 classes or equal to 10 hours (25% of the total training hours), KIMS shall bear the training fee without any deductions.
5. Complete Training Report, Attendance Report and Feedback Report (Formats should be provided by KOSHYS) for every student shall be submitted along with the Invoice
6. TDS shall be done as per the norms.

### Exclusivity Clause

Both the parties hereby agree that their relationship to execute the said training is exclusive and that each party is free to pursue their business interests with other company /institution without conflict with the terms and condition of this agreement.

### Confidentiality

NIYA Logistics and KIMS agree to hold confidential information/data designated by the institution including syllabus, teaching methods, 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 both the parties.

### Renewal – Terms and Amendment

This MOU shall be valid from 7<sup>th</sup> July 2021 and until completion of the training which lasts for a period of 1 year (i.e., from 7<sup>th</sup> July 2021 to 30<sup>th</sup> June 2022) and subject to further extension of time as mutually agreed. The MOU can be terminated by either party on giving 30 days prior Written notice. In Case of termination of MOU both the parties shall discharge their obligations as per the agreed norms.

### Rights and obligation of each Partner:

#### NIYA Logistics – Rights and Obligations

1. NIYA Logistics shall provide the services; the scope of which is separately defined but within the ambit of this MOU. The Knowledge thus shared, be it written or verbal shall remain the copyright property of NIYA Logistics.



2. NIYA Logistics shall act as Knowledge Partner for various skill programs with respect to Logistics, Supply Chain Management and Aviation domains.

3. NIYA Logistics shall issue Joint Certificates as a part of its procedural guidelines in association with KIMS.

### **KIMS- Rights and Obligations**

1. KIMS shall provide the facilities to match the brand specific requirements of NIYA Logistics for providing the necessary services including specific infrastructure/material requirement.

2. KIMS shall make 50% of the payment after completion of 50% of duration of theory classes by NIYA Logistics and remaining 50% at the time of certification.

3. KIMS shall clear invoices of NIYA Logistics within 15 working days after receipt of the invoices from NIYA Logistics. However, any disputes arising out of the invoices shall be separately addressed and due communication in writing shall be sent to NIYA Logistics explaining the discrepancy and seeking clarifications.

### **Other Terms and Conditions**

Usage of Institute logo & other company specific materials shall be with the prior approval of each other. It is expressly understood that the obligation on the part of NIYA Logistics will be carried out on best effort basis and that NIYA Logistics shall not be held responsible in the event of nonperformance due to reasons beyond its control.

Any accreditation/certification outside the purview of NIYA Logistics will be at extra applicable cost to be borne by the students separately.

### **Legality and effective Date:**

a. This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By signing below the parties 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. Any disputes arising shall be resolved within the jurisdiction Bangalore courts.


B. This Memorandum of Understanding shall be effective from the date of signing hereof by both the parties.



**IN WITNESS WHEREOF** the parties hereto have gone through the contents of this Memorandum of Understanding (MOU) and have signed and put their Seals on the aforesaid MOU and agreed to abide by the terms and conditions as laid down the rein totality, have signed this MOU as of the day and year first above written.

**For M/s. NIYA Logistics & Aviation  
Skill Development Technology Pvt Ltd**

**For M/s. Koshys Institute of Management  
Studies**

Sign 

Name: Mr. Ramesh K  
Designation: Director & CEO



Sign 

Name: Dr. Santhosh Koshy  
Designation: Chairman



Witness (1):

Sign 

Name: Mr Rajesh Purushothaman  
Designation: Chief Operating Officer

Witness (2)

Sign 

Name: **Dr. A-RAX**  
Designation: **Director**

**ANNEXURE 1**

Koshys Institute of Management Studies					
UG Logistics Add on details -2020-2021 (Present First Year)					
Sl No.	semester	No. of students	No. of Hours	Tariff quoted	Remarks
1	II	170 (4 Batches)	40	-	
2	III	170 (4 Batches)	40	-	

UG Logistics Add on details -2019-2020 (Present Second Year)					
Sl.No.	semester	No. of students	No. of Hours	Tariff quoted	Remarks
1	IV	129 (3 Batches)	40	-	
2	V	129 (3 Batches)	40	-	

UG Logistics Add on details -2018-2019 (Present Final Year)					
Sl.No.	semester	No. of students	No. of Hours	Tariff quoted	Remarks
1	VI	82 (2 Batches)	40	-	

MBA Logistics Add on details -2020-2021 (Present First Year)					
Sl.No.	semester	No. of students	No. of Hours	Tariff quoted	Remarks
1	II	80 (2 Batches)	30	NA	
2	III	80 (2 Batches)	30	NA	

**For M/s. NIYA Logistics & Aviation  
Skill Development Technology Pvt Ltd**

**For M/s. Koshys Institute of Management  
Studies**

Sign 

Name: Mr. Ramesh K  
Designation: Director & CEO



Sign 

Name: Dr. Santhosh Koshy  
Designation: Chairman



Witness (1)

Sign 

Name: Mr Rajesh Purushothaman  
Designation: Chief Operating Officer

Witness (2)

Sign 

Name: Dr. A-Ravi  
Designation: Director





## CERTIFICATE IN LOGISTICS MANAGEMENT Course Curriculum

- 1. INTRODUCTION TO MANAGERIAL ECONOMICS –**  
Introduction to Management, Fundamentals of Economics, Sectors of Economy, Role of Logistics in Service Sector, GDP, GNP, Current Account Deficit, Balance of Payments, GST, Role of World Trade Organisation, World Bank, IMF, & United Nations Organisation.
- 2. LOGISTICS MANAGEMENT –**  
Introduction to Logistics Management, Origin of Logistics, Oldest modes of transportation, Logistics during Indus Valley Civilization, Silk Route, OBOR, Role of Logistics in Indian Economy, Functions of Logistics, Types of Logistics – 3<sup>rd</sup> Party, 4<sup>th</sup> Party & 5<sup>th</sup> Party Logistics, & Reverse Logistics Management, Growing importance of Logistics in the world economy, & Ecommerce Logistics
- 3. INTERNATIONAL FREIGHT FORWARDING –**  
Introduction to International Business, Regulatory Agencies – Ministry of Commerce, Ministry of Finance, Ministry of Railways, Role of CONCOR, Department of Logistics, & DGFT, Customs. Import Clearance Formalities, IEC Code, HS Code, Customs Act, Customs Tariff Act, Import's documentation, Check List, Payment Terms, and Customs Duty Calculation. High Sea Sales, Export formalities, Exports Documentation, Role of Exim Bank, Export Promotion Schemes.
- 4. WAREHOUSING & INVENTORY MANAGEMENT –**  
Introduction to Warehouse Management, Role of Warehouse in Logistics, Types of Warehouses, Bonded Warehouse, Inland Container Depot, Container Freight Stations, Warehouse Space Calculation, Warehouse Performance Metrics, Inventory Management, Types of Inventories, Inventory turnover ratio, Bull Whip Effect, TQM, JIT, 5S Concepts, KAIZEN, Six Sigma & Lean Operations Management
- 5. TRANSPORTATION MANAGEMENT –**  
Introduction to Transportation Management, Different modes of Transport, Ocean Transport, Air Transport, Road Transport, Inland Water Transport, Pipeline Transport, Role of IATA, ICAO, IMO, AAI, DGCA, IWAI, National Highways Authority, State Highways Authority, CONCOR, Port Trust of India, Dangerous Goods Regulations, IATA and DGCA Regulations, Volumetric Weight Calculation, Cold Chain Logistics Management, & Transportation Performance metrics
- 6. DISTRIBUTION MANAGEMENT –**  
Introduction to distribution Management, First Mile, Middle Mile, Last Mile Operations, Role of Mother Hubs, Distribution Centers, Reverse Logistics and Returns Management, Hub and Spoke Model, Cash On Delivery SOPS, Returns Management Sops, & Customer Satisfaction Behaviour Management.



### MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding ("MOU") is between Koshys Institute of Management Studies an Institution under Koshys Education Trust (R), Bengaluru committed to value based education, hereafter referred as KIMS and Patrick Academy, an organization committed to provide Corporate Training & Professional Certification Courses on Logistics having its office at 143/A, 3rd Floor, 5th Block, 60 Feet Road, Koramangala, Bengaluru - 560095 (hereafter referred to as "Partner").

#### RECITALS:

- A. WHEREAS Partner has been established for the purpose of enriching the Logistics Skills and to jointly work for enhancing the quality of employability of students in KIMS.
- B. AND WHEREAS KIMS wishes to collaborate with the Partner for the purpose of enriching the employability and Logistics skills among all the students through rigorous training for increasing the campus placements.
- C. AND WHEREAS Partner with assistance from KIMS has goals of providing campus interview opportunities by enhancing the quality of the employability for students thereby enabling them to meet the industry needs and to be recognized globally.

#### NOW THEREFORE THE PARTIES HEREBY ACKNOWLEDGE AND AGREE AS FOLLOWS:

1. This MOU is for collaboration between both parties, for mutual benefit, to enhance the quality of the educational experience of students of the KIMS and for the specific purposes detailed in Annexure I of this MOU.
2. Partner shall be responsible for providing the requisite course material for conducting training programmes as agreed between the parties.
3. KIMS shall be responsible for providing the requisite infrastructure and any other facility required for the education, training and campus placements.
4. The training modules as per the Annexure-I, shall be handled entirely by the partner. At no point of time the same shall be outsourced to any other third party.
5. The parties, their representatives, and/or assignees, following the execution of this MOU, desire to maintain close contacts with each other to achieve the goals and objectives of, and to develop the ideas acknowledged in this MOU.
6. Both parties hereby agree to designate a representative from its side who will be the primary point of contact on behalf of that party.
7. The terms and conditions mentioned herein shall commence on the execution of this MOU for present I, II & III Year add on students of KIMS for the academic year 2021-22 and shall



- continue for a period of **One Academic Year** or for such period as may be determined or extended by the parties from time to time by written notice.
8. KIMS shall provide time slot for various batches for training as per the availability of infrastructure and resources in consultation with the partner.
  9. Partner shall intimate time slot to KIMS 30 days prior for making suitable arrangements for training.
  10. Partner shall make a feedback assessment of training program and submit to KIMS.
  11. Training Commercials: As mentioned in Annexure - I.
  12. Payment: Partner shall submit invoice after the completion of each programme and the same would be cleared within 15 working days by KIMS. Tax will be deducted at source as per the rules.
  13. Campus Recruitment Opportunities: As mentioned in Annexure - I.
  14. Either party may terminate this agreement upon sixty (30) days written notice to the other party but partner should complete the training modules as agreed before termination.

In written whereof both parties put their hard seal on the day, month and year herein mentioned.

Date: 11-06-2021  
Place: BENGALURU  
Name: DR. A. RAVE  
Designation: DIRECTOR-ACADEMICS  
Institution: KIMS  
Signature:

Authorized Signatory  
For KIMS with Seal



Date: 11-06-2021  
Place: Bangalore  
Name: Patrick Andrews Raj  
Designation: Director  
Training Firm: Patrick Academy  
Signature:

Authorized Signatory  
For Partner with Seal



**ANNEXURE I**  
**TRAINING MODULES**

**SEMESTER 1 - LOGISTICS MANAGEMENT**

- Introduction to Logistics Management, Origin of Logistics, Oldest modes of transportation, Logistics during Indus Valley Civilization, Silk Route, China's OBOR, Role of Government agencies in India, Role of Logistics in the Indian Economy, Emergence of Logistics as a domain during the World War - I
- Introduction to Logistics Management, Meaning and Definition of Logistics, Introduction to Supply Chain Management (SCM), Drivers of supply Chain Performance, Logistics Management Flow Chart, Types of Logistics, Inbound Logistics, Outbound Logistics
- First Party Logistics, Second Party Logistics, 3rd Party Logistics, 4th Party Logistics, Reverse Logistics, & Cold Chain Logistics, Differences between 3rd Party, 4th Party and 5th Party Logistics Management, Types of 3rd Party Logistics
- Dangerous Goods Regulations, Categories of Dangerous Goods, Classification, Identification and Labelling, Packaging, IATA, ICAO and IMO Regulations
- Dangerous Goods Regulations, Categories of Dangerous Goods, Classification, Identification and Labelling, Packaging, IATA, ICAO and IMO Regulations
- Functions of supply chain management, Benefits of SCM, Stages of Supply Chain Management, Supply Chain Decisions, SCM Pull and Push Strategies
- Logistics Goals, Planning and design, Relationship between functions and facilities, Logistics key information technology terms, Cross Functional Nature of Logistics
- Key Issues in Logistics Planning: What is Logistics Strategy? Objectives of Logistics Strategy: Why Implement a Logistics Strategy?: What Is Involved in Developing a Logistics, Flow of Logistics Planning: Corporate Strategy: Strategy?
- Cold Chain Logistics Management, Introduction to cold chain logistics, History and breakthroughs, Global Scenario, Indian Ice Age, Value Parameters, Managing current vaccine cold chain movement, challenges and opportunities

**SEMESTER 2 - INTERNATIONAL SHIPPING & TRADE ROUTES**

- Introduction to shipping, Ocean Freight, Advantages and Disadvantages of Ocean Freight
- Conferences and Alliances
- Maritime security, Piracy, International Shipping Routes Prone to Piracy, Counter Measures to Contain Piracy

- Shipping Routes, Canals
- Ports and its Functions, Major Ports and Minor Ports, Overview of Indian Ports
- Types of Ships and Architecture, Operations and Cargo Planning
- Technology in Shipping Industry, Stake holders in Shipping, Transaction Risks and Pitfalls
- Origin of Container Trade, Containerization
- Overview of Costs, Revenue and Contract Types
- Container trade overview, Container Order to Cash Cycle Overview

### **SEMESTER 3 - TRANSPORTATION / FLEET MANAGEMENT**

- Introduction to transportation management, different modes of Transport, Ocean, Air, Rail, Road, Inland water ways, and pipeline.
- Role of regulatory agencies: UNO, IATA, ICAO, IMO, AAI, DGCA, IWAI, NHAI, SHA, CONCOR, & Port Trust of India.
- Dangerous Goods Regulations: IATA DG Regulations, Classification, Labelling, Marking for CAT - 6
- Fleet Management: Transport fundamentals, freight costing and pricing, documentation, transportation
- Regulations, policies, transport decisions, vehicle routing, scheduling and accident vehicle management.
- Volumetric weight calculation, transportation performance metrics.
- Technologies in transportation: GPRS Tracking, Autonomous Vehicles,
- Drones for last mile delivery and applications of Artificial Intelligence (AI) in driver behavior management.

### **SEMESTER 4 - IMPORTS, EXPORTS AND CUSTOMS CLEARANCE**

- Introduction to foreign trade, Institutional set up for promoting foreign trade, Overview of foreign trade policy, regulatory agencies (Ministry of Commerce, Ministry of Finance, Ministry of Railways, Role of CONCOR, Department of Logistics, & DGFT, Customs, WTO, GATT, UNO roles in International Trade, IEC Code, IEC check list
- International Commercial Terms (INCOTERMS), 2020 Incoterms Chart Explanation, Various Charges involved in commercial terms, Incoterm Check List practice, Payment Terms, Letter of Credit, Types of Letters of Credits

1. The first objective of the business is to provide a high quality of service to its customers. This is achieved by ensuring that all staff are trained and motivated to provide excellent customer service. The business also aims to be socially responsible and to contribute to the community.

2. The second objective is to ensure that the business is financially sound. This is achieved by controlling costs and increasing sales. The business also aims to be profitable and to provide a return on investment for its shareholders.

3. The third objective is to ensure that the business is environmentally friendly. This is achieved by using sustainable materials and reducing waste. The business also aims to be a good corporate citizen and to contribute to the local economy.

**OBJECTIVE 4 - TO BE A LEADING MANUFACTURER FOR THE FUTURE**

- 1. To ensure that the business is financially sound.
- 2. To ensure that the business is environmentally friendly.
- 3. To ensure that the business is socially responsible.
- 4. To ensure that the business is a good corporate citizen.
- 5. To ensure that the business is profitable.
- 6. To ensure that the business provides a return on investment.
- 7. To ensure that the business is a leading manufacturer for the future.



- HS Code, Identification of HS Codes for various goods, Bills of Lading, Types of Bills of Lading, Shipping bills, marine insurance, revenue generation by shipping companies
- Import Clearance formalities, Indian Customs Act, Customs Tariff Act, types of imports, import documents, import process, Bill of entry, types of bills of entry, Import clearance procedures, assessment, appraisal and inspection, Section - 48, High Sea Sales
- Import documentation, authorisation letter, CHA appointment, commercial invoice, packing list, certificate of origin, GATT declaration, technical catalogue, HSS documents, Inbound and Exbound documentation, De-stuffing bond format
- Customs Duty Calculation for Imports
- Export Clearance formalities, Export Documentation, Role of Exim bank, Exim financing and export promotion schemes, Preferential trade agreements, DGFT, Export Licenses and schemes

#### **SEMESTER 5 - WARE HOUSE & INVENTORY MANAGEMENT, DISTRIBUTION AND NETWORK MANAGEMENT (eCommerce Logistics)**

- Introduction to warehouse management, Role of warehouse in logistics, Types of warehouses, Bonded warehouse.
- Warehouse space calculation formulae, Warehouse performance metrics, Inventory management, Types of Inventories, Inventory turnover ratio and bull whip effect.
- Inland Container Depot (ICD), Container Freight Stations (CFS),
- Quality Management Applications in SCM: TQM, JIT, 5S Concepts, KAIZEN.
- Six Sigma & Lean Operations Management, Lean Principles.
- Introduction to e-SCM, Stakeholders in supply chain information systems, SCM Systems Development.
- Supply chain communication networks, Deployment & Management, Visibility & Invocation, Integration.
- Overview of enterprise information systems, Enterprise application integration and supply chain visibility
- Introduction to distribution management, first mile, middle mile, last mile operations.
- Role of mother hubs, distribution Centres, the significance of hub and spoke model, customer satisfaction behaviour management.

*P. P. M. 1*





- Reverse Logistics and Returns Management: reverse logistics industry overview, business overview, closed loop supply chains, & recycle management. Challenges in cash on delivery (COD) products and returns management.
- Last mile Operations) behavior and attitude towards customer satisfaction.

Date: 11.06.2021

Place: BENGALURU

Name: DR. A. RAVI

Designation: DIRECTOR - ACADEMICS

Institution: KIMS

Signature:

Authorized Signatory  
For KIMS with Seal



Date: 11-06-2021


Place: Bengaluru

Name: Patrick Andrews Raj

Designation: Director

Training Firm: Patrick Academy

Signature:



Authorized Signatory  
For Partner with Seal



## MEMORANDUM OF UNDERSTANDING

THIS MEMORANDUM OF UNDERSTANDING is executed at Bangalore, on this the 7<sup>th</sup> day of July 2021, by and between:

### **1. RATS TECHNOLOGIES**

An establishment registered in Karnataka (GSTIN: 29ALGPT7950DIZO) having for providing of Training in Software Development having its communication address 175/3A, 12<sup>th</sup> Cross, Amaravathy Layout, Bangarpet – 563114. Kolar Dt. Karnataka and represented by its Dr.S.Thangadurai, CEO hereinafter, referred as “RATS TECHNOLOGIES”, as the party of the **FIRST PART**

AND

### **2. M/s. Koshys Institute of Management Studies**

An Educational Institution having its principal office and Campus at # 31/1, Hennur-Bagalur Road, Kadusonnappanahalli, Kannur Post, Bangalore – 562 149, and represented by its Chairman Dr. Santhosh Koshy herein after referred to as “KIMS” (which term shall, unless excluded or is repugnant to the context, be deemed to included its executives, administrators and assigns) of the **SECOND PART**.

WHEREAS Rats Technologies, is a company engaged in the business of providing specialized training, Consultancy and Software Development. Whereas KIMS is a Educational Institution running its Undergraduate courses in Management affiliated through Bengaluru North University.

Whereas, both Rats Technologies and KIMS realize their areas of co-operation and strength and agree to work on a common platform to their mutual benefit.

Both the parties agree to the following terms of association and understanding:

### **Main Objectives**

The main objectives of this MOU shall be:

1. To provide and promote academic co-operation in the area of software development training in Cloud Computing, Artificial Intelligence, Machine Learning and Deep Learning, Cyber Security and Ethical Hacking etc between Rats Technologies and KIMS for the benefit of their Undergraduate management students of Bengaluru North University.



2. To Provide Professional Training to the students in the area of software development subject.
3. To Promote continued co-operation in the field of software development education between the two parties.

### **Scope of Co-operation**

1. To promote Software development classes to students of KIMS at the above mentioned Bangalore Campus based on mutually agreed syllabus for a period of 1 year starting from 7<sup>th</sup> July 2021 to 30<sup>th</sup> June 2022.
2. To provide necessary course materials either printed or soft copy of the same if required for implementation of the training program.
3. Number of Students and Hours are mentioned in Annexure 1

### **Action Plan**

1. Rats Technologies and KIMS shall provide a single person of contact at both the institutions, for smooth and practical conduct of classes and provide the name and contact no's of the concerned persons.
2. KIMS will provide a college calendar listing of holidays, class hours, etc to Rats Technologies in order to plan the schedule well in advance.
3. Specific plan of action can be worked between two institutions depending on the availability of resources.
4. Rats Technologies may insist on a mutually agreed minimum attendance for the students to qualify for issue of certificates.
5. Training Syllabus shall be provided by Rats Technologies for each course/ hour wise.
6. Learning & Teaching activities shall be provided by Rats Technologies.

### **Financial Terms and Conditions**

1. For the services mentioned in the earlier paragraphs, the fee payable by KIMS to Rats Technologies for the entire course shall be Rs.1950/- including TDS Per student/ Per Semester.
2. The above fees covers Classroom training, Course materials (Soft Copy), Assignments, Practical classes, Seminars etc.. for Undergraduate Bengaluru North University students.



3. KIMS need to issue Purchase Orders for each batch to Rats Technologies a for training programs. Each training program need to have a Purchase Order.
4. Payments need to be made to Rats Technologies by KIMS on a monthly basis based on the monthly invoice raised against the Purchase Orders. First month payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent monthly payments to be made on the last working day of every month based on the training hours completed by the Faculty from Rats Technologies.
5. Trainer will maintain a timecard for each training program which will be counter signed by HOD of Computer Science Department on a weekly basis.
6. Students from different semesters cannot be combined into a single class.
7. Valid Certificate will be issued to the students after successful completion of their Software Development course by Rats Technologies, subject to minimum agreed attendance and passing of exams.
8. No extra Charges if the duration exceed that agreed upon MOU

**Exclusivity clause**

Both the parties hereby agree that their relationship to execute the said training is exclusive and that each party is free to pursue their business interests with other company /institution without conflict with the terms and condition of this agreement.

**Confidentiality**

Rats Technologies and KIMS agree to hold confidential information/data designated by the institution including syllabus, teaching methods, 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 both the parties.

**Renewal – Terms and Amendment**

This MOU shall be valid from 7<sup>th</sup> July 2021 and until completion of the training which lasts for a period of 1 year (ie. from 7<sup>th</sup> July 2021 to 31<sup>st</sup> June 2022 and subject to further extension of time as mutually agreed. This MOU shall not be foreclosed before the completion of the training.



**Rights and obligation of each Partner:**

**Rats Technologies – Rights and Obligations**

1. Rats Technologies shall provide the services; the scope of which is separately defined but within the ambit of this MOU. The Knowledge thus shared, be it written or verbal shall remain the copyright property of Rats Technologies .
2. Rats Technologies shall act as Knowledge Management Partner.
3. Rats Technologies will issue certificates as a part of its procedural guidelines in association with KIMS.
4. Completed Training Report, Attendance Report and Feedback report shall be submitted along with Invoice.

**KIMS- Rights and Obligations**

1. KIMS shall provide the facilities to match the brand specific requirements of Rats Technologies for providing the necessary services including specific infrastructure/material requirement.
2. KIMS shall clear invoices of Rats Technologies within 15-20 working days after receipt of the invoices from Rats Technologies However, any disputes arising out of the invoices shall be separately addressed and due communication in writing shall be sent to Rats Technologies explaining the discrepancy and seeking clarifications.

**IDEMNIFICATION:**

Both parties shall indemnify each other against any losses that may arise unforeseen or otherwise during the execution of this MOU, other than breach of obligations to be fulfilled by the parties as enumerated in this MOU.

**Other Terms and Conditions**

Usage of Institute logo & other company specific materials shall be with the prior approval of each other. It is expressly understood that the obligation on the part of Rats Technologies will be carried out on best effort basis and that Rats Technologies shall not be held responsible in the event of non performance due to reasons beyond its control.

Any accreditation/certification outside the purview of Rats Technologies will be at extra applicable cost to be borne by the students separately.



**Legality and effective Date:**

a. This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By signing below the parties 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.

B. This Memorandum of Understanding shall be effective from the date of signing hereof by both the parties.

**IN WITNESS WHEREOF** the parties hereto have gone through the contents of this Memorandum of Understanding (MOU) and have signed and put their Seals on the aforesaid MOU and agreed to abide by the terms and conditions as laid down the rein totality, have signed this MOU as of the day and year first above written.

For M/s. Rats Technologies

For M/s .Koshys Institute of Management Studies

Sign   
Name: Dr.S.Thangadurai  
Designation : CEO  


Sign   
Name: Dr. Santhosh Koshy  
Designation : Chairman  



Witness (1)

Witness (2)

Sign \_\_\_\_\_

Name :

Designation :

Sign  \_\_\_\_\_

Name : Dr. A. RAVI

Designation : Director.

## ANNEXURE 1

### CURRENT SEMESTER

SEMESTER	NUMBER OF STUDENTS	NO. OF HOURS PER SEMESTER	FEE PER STUDENT/ PER SEMESTER	TOTAL
II (2020- 2021)	142	40	1950	2,76,900
IV (2019-2020)	83	40	1950	1,61,850
VI (2018-2019) Rats Certification	49	40	1950	95,550

For M/s. Rats Technologies

For M/s .Koshys Institute of Management Studies

Sign 

Name: Dr.S.Thangadurai  
Designation : CEO



Sign 

Name: Dr. Santhosh Koshy  
Designation : Chairman



Witness (1)

Witness (2)

Sign \_\_\_\_\_

Name :

Designation :

Sign 

Name : Dr. A. RAVI

Designation : Director.



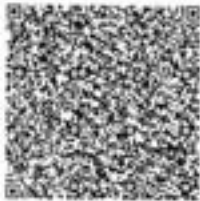
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INDIA NON JUDICIAL

Government of Karnataka

e-Stamp

Certificate No. : IN-KA68203235870998U  
 Certificate Issued Date : 16-Mar-2022 01:30 PM  
 Account Reference : NONACC (FI)/ kacrsfl08/ BAGALUR/ KA-BA  
 Unique Doc. Reference : SUBIN-KAKACRSFL0870591935896499U  
 Purchased by : KOSHYS INSTITUTE OF MANAGMENT STUDIES  
 Description of Document : Article 12 Bond  
 Description : M O U  
 Consideration Price (Rs.) : 0  
 (Zero)  
 First Party : KOSHYS INSTITUTE OF MANAGMENT STUDIES  
 Second Party : THANGADURAI S RATS TECHNOLOGY  
 Stamp Duty Paid By : KOSHYS INSTITUTE OF MANAGMENT STUDIES  
 Stamp Duty Amount(Rs.) : 100  
 (One Hundred only)



Please write or type below this line

**MEMORANDUM OF UNDERSTANDING**

THIS MEMORANDUM OF UNDERSTANSING is executed at Bangalore, on this the 7<sup>th</sup> day of February 2022, by and between:






**Statutory Alert:**

1. The authenticity of this Stamp certificate should be verified at [www.shc.karnataka.gov](http://www.shc.karnataka.gov) or using e-Stamp Mobile App of Stock Holding. Any discrepancy in the details on the Certificate and its available on the website / Mobile App renders it invalid.
2. The onus of checking the legitimacy is on the user of the certificate.
3. In case of any discrepancy please inform the Competent Authority.



## 1. RATS TECHNOLOGIES

An establishment registered in Karnataka (GSTIN: 29ALGPT7950DIZO) having for providing of Training in Software Development having its communication address 175/3A, 12<sup>th</sup> Cross, Amaravathy Layout, Bangarpet – 563114. Kolar Dt. Karnataka and represented by its Dr.S.Thangadurai, CEO hereinafter, referred as "RATS TECHNOLOGIES", as the party of the FIRST PART

AND

## 2. M/s. Koshys Institute of Management Studies

An Educational Institution having its principal office and Campus at # 31/1, Hennur-Bagalur Road, Kadusonnappanahalli, Kannur Post, Bangalore – 562 149, and represented by its Chairman Dr.Santhosh Koshy herein after referred to as "KIMS" (which term shall, unless excluded or is repugnant to the context, be deemed to included its executives, administrators and assigns) of the **SECOND PART**.

WHEREAS Rats Technologies, is a company engaged in the business of providing specialized training, Consultancy and Software Development. Whereas KIMS is a Educational Institution running its Undergraduate and Postgraduate courses in Management affiliated through Bengaluru North University.

Whereas, both Rats Technologies and KIMS realize their areas of co-operation and strength and agree to work on a common platform to their mutual benefit.

Both the parties agree to the following terms of association and understanding:

### Main Objectives

The main objectives of this MOU shall be:

1. To provide and promote academic co-operation in the area of software development training in Date Analysis Using Business Excel between Rats Technologies and KIMS for the benefit of their Postgraduate management students of Bengaluru North University.
2. To Provide Professional Training to the students in the area of software development subject.
3. To Promote continued co-operation in the field of software development education between the two parties.




4. Payments need to be made to Rats Technologies by KIMS on a monthly basis based on the monthly invoice raised against the Purchase Orders. First month payment to be paid as an advance within 5 working days after signing of this MOU. Subsequent monthly payments to be made on the last working day of every month based on the training hours completed by the Faculty from Rats Technologies.
5. Trainer will maintain a timecard for each training program which will be counter signed by HOD of MBA Department on a weekly basis.
6. Students from different semesters cannot be combined into a single class.
7. Valid Certificate will be issued to the students after successful completion of their Software Development course by Rats Technologies, subject to minimum agreed attendance and passing of exams.
8. No extra Charges if the duration exceed that agreed upon MOU

#### **Exclusivity clause**

Both the parties hereby agree that their relationship to execute the said training is exclusive and that each party is free to pursue their business interests with other company /institution without conflict with the terms and condition of this agreement.

#### **Confidentiality**

Rats Technologies and KIMS agree to hold confidential information/data designated by the institution including syllabus, teaching methods, 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 both the parties.

#### **Renewal – Terms and Amendment**

This MOU shall be valid from 07/02/2022 and until completion of the training which lasts for a period of 1 year (ie. from 07/02/2022 to 07/02/2023 and subject to further extension of time as mutually agreed. This MOU shall not be foreclosed before the completion of the training.

#### **Rights and obligation of each Partner:**

##### **Rats Technologies – Rights and Obligations**

1. Rats Technologies shall provide the services; the scope of which is separately defined but within the ambit of this MOU. The Knowledge thus shared, be it written or verbal shall remain the copyright property of Rats Technologies .


### Scope of Co-operation

1. To promote Software development classes to students of KIMS at the above mentioned Bangalore Campus based on mutually agreed syllabus for 30 Hours as mentioned in Annexure 1.
2. To provide necessary course materials either printed or soft copy of the same if required for implementation of the training program.
3. Number of Students and Hours are mentioned in Annexure 1

### Action Plan

1. Rats Technologies and KIMS shall provide a single person of contact at both the institutions, for smooth and practical conduct of classes and provide the name and contact no's of the concerned persons.
2. KIMS will provide a college calendar listing of holidays, class hours, etc to Rats Technologies in order to plan the schedule well in advance.
3. Specific plan of action can be worked between two institutions depending on the availability of resources.
4. Rats Technologies may insist on a mutually agreed minimum attendance for the students to qualify for issue of certificates.
5. Training Syllabus shall be provided by Rats Technologies for each course/ hour wise.
6. Learning & Teaching activities shall be provided by Rats Technologies.

### Financial Terms and Conditions

1. For the services mentioned in the earlier paragraphs, the fee payable by KIMS to Rats Technologies for the entire course shall be Rs.60,000/- for 30 Hours
2. The above fees covers Classroom training, Course materials (Soft Copy), Assignments, Practical classes, Seminars etc.. for Post Graduate Bengaluru North University students.
3. KIMS need to issue Purchase Orders for each batch to Rats Technologies a for training programs. Each training program need to have a Purchase Order.

A. Shrinivas







2. Rats Technologies shall act as Knowledge Management Partner.

3. Rats Technologies will issue certificates as a part of its procedural guidelines in association with KIMS.

4. Completed Training Report, Attendance Report and Feedback report shall be submitted along with Invoice.

#### **KIMS- Rights and Obligations**

1. KIMS shall provide the facilities to match the brand specific requirements of Rats Technologies for providing the necessary services including specific infrastructure/material requirement.

2. KIMS shall clear invoices of Rats Technologies within 15-20 working days after receipt of the invoices from Rats Technologies. However, any disputes arising out of the invoices shall be separately addressed and due communication in writing shall be sent to Rats Technologies explaining the discrepancy and seeking clarifications.

#### **IDEMNIFICATION:**

Both parties shall indemnify each other against any losses that may arise unforeseen or otherwise during the execution of this MOU, other than breach of obligations to be fulfilled by the parties as enumerated in this MOU.

#### **Other Terms and Conditions**

Usage of Institute logo & other company specific materials shall be with the prior approval of each other. It is expressly understood that the obligation on the part of Rats Technologies will be carried out on best effort basis and that Rats Technologies shall not be held responsible in the event of non performance due to reasons beyond its control.

Any accreditation/certification outside the purview of Rats Technologies will be at extra applicable cost to be borne by the students separately.

#### **Legality and effective Date:**

a. This MOU is executed in duplicate with each copy being an official version and having equal legal validity. By signing below the parties 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.


B. This Memorandum of Understanding shall be effective from the date of signing hereof by both the parties.

**IN WITNESS WHEREOF** the parties hereto have gone through the contents of this Memorandum of Understanding (MOU) and have signed and put their Seals on the aforesaid MOU and agreed to abide by the terms and conditions as laid down the rein totality, have signed this MOU as of the day and year first above written.

For M/s. Rats Technologies

For M/s .Koshys Institute of Management Studies

Sign S. Thangaraj

Sign Dr. Santhosh Koshy

Name: Dr.S.Thangaraj  
Designation : CEO  
RATS TECHNOLOGIES  
No. 4365, 2nd Main, 4th Cross  
Amaravathi Layout, Bangarpet - 563 114  
Kolar - Karnataka

Name: Dr. Santhosh Koshy  
Designation : Chairman



Witness (1)

Witness (2)

Sign Jagadeesh Babu

Sign M. Paul Anderson

Name : Jagadeesh Babu MK.  
Designation : Asst professor

Name : M. Paul Anderson  
Designation : CAO



# ANNEXURE 1

## DATA ANALYSIS USING BUSINESS EXCEL

DATE	TIME
07th Feb 2022 to 11th Feb 2022	03.00PM to 05.00PM
14th Feb 2022 to 18th Feb 2022	03.00PM to 05.00PM
21st Feb 2022 to 25th Feb 2022	03.00PM to 05.00PM

### CURRENT SEMESTER

SEMESTER	NUMBER OF STUDENTS	NO. OF HOURS PER SEMESTER	TOTAL AMOUNT
III	84	30	Rs. 60,000/-

For M/s. Rats Technologies

For M/s .Koshys Institute of Management Studies

Sign Dr. S. Thangadurai

Sign Dr. Santhosh Koshy

Name: Dr.S.Thangadurai  
Designation : CEO

**RATS TECHNOLOGIES**  
No. 4365, 2nd Main, 4th Cross  
Amaravathi Layout, Bangarpet - 563 114  
Kolar - Karnataka

Name: Dr. Santhosh Koshy  
Designation : Chairman



Witness (1)

Witness (2)

Sign Jagadeesh Babu M K

Sign M. Paul Anderson

Name: Jagadeesh Babu M K  
Designation : AM professor

Name: M. PAUL ANDERSON  
Designation : CAO





**MEMORANDUM OF UNDERSTANDING  
(MOU)  
Between**

**RJS INSTITUTE OF MANAGEMENT STUDIES  
Bangalore, India  
(Under Bengaluru City University)**

**&**

**KOSHYS INSTITUTE OF MANAGEMENT STUDIES  
Bangalore, India  
(Under Bengaluru North University)**

**On Date: 8<sup>th</sup> November 2021**



Will be hereby known as Party-1

Entities:  
Party - 1 & Party - 2

Will be hereby known as Party-2

**RJS INSTITUTE OF MANAGEMENT STUDIES**  
WJHF+GGF, Mahayogi Vaerama Road  
17<sup>th</sup> Main, 5<sup>th</sup> Cross, Koramangala, 3Block,  
Koramangala, Bengaluru, Karnataka 560034  
[www.rjsims.edu.in](http://www.rjsims.edu.in)

**KOSHYS INSTITUTE OF MANAGEMENT STUDIES**  
No31/1, Kadusonnappana Halli,  
Hennur-Bagalur Road, Kannur PO,  
Bengaluru, Karnataka. 562149  
[www.kgi.edu.in](http://www.kgi.edu.in)

(Will be referred as the "RJSIMS" in the MOU)

(Will be referred as the "KIMS" in the MOU)

**As per negotiations held between the two parties, following points were mutually agreed upon:**

**Preamble:** RJS Institute of Management Studies and Koshys Institute of Management Studies, Bangalore, India aims to establish and develop a close partnership to promote academic and cultural exchanges between the two Institutions through mutual assistance, specially, in the area of **teaching, research, and Faculty exchange program.**

This MOU will be in force when Principal/Director of RJSIMS and Principal/ Chairman/ Director of KIMS signs this MOU and any future changes/ modifications etc will be done when both the signatories sign the same.

**Area of Co-operation:**

- Joint research activities will be taken up by both the parties. The focus area would be to develop a strong research culture, work on possible synergy on joint patent, engineering designing, developing research framework, usage of latest statistical tools and identifying areas of research activities of national interest and further work on the same. Most of the initial activities can be done with the support of Technology, Email/web Ex/Skype/Telephone. Based on requirements physical movements of faculties and students also would be encouraged.
- Each will allow other to publish research papers in their respective journals.
- Each will appoint a liaison officer for smooth functioning.
- This MOU includes the provision of faculty, joint conference/seminar/workshop and other areas of extension activities.
- Initial period of engagement would be of 1 years. Further engagement is subject to consent from both the parties.

*Alle*  
Director 8/11/2021  
RJS Institute of Management Studies  
Bangalore, India

*Prashanth*  
Director 08.11.2021  
Koshys Institute of Management Studies  
Bangalore, India

Seal

In Presence of

Seal



**MEMORANDUM OF UNDERSTANDING  
(MOU)  
Between**

**KOSHYS INSTITUTE OF MANAGEMENT STUDIES Bangalore, India  
(Under Bengaluru North University)**

**&  
VIVEKANANDA INSTITUTE OF MANAGEMENT Bangalore, India  
(Under Bengaluru City University)**

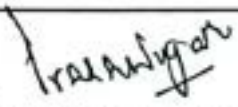
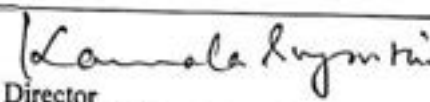
**On Date: 13th December 2021**

**Preamble:** Koshys Institute of Management Studies, Bangalore and Vivekananda Institute of management, Bangalore aims to establish and develop a close partnership to promote academic and cultural exchanges between the two Institutions through mutual assistance, specially, in the area of Student Exchange program.

This MOU will be in force when Principal/Director of Koshys Institute of Management Studies and Principal/ Director of Vivekananda Institute of Management signs this MOU and any future changes/ modifications etc will be done when both the signatories sign the same.

**Area of Co-operation:**

- Each will allow other to publish research papers in their respective journals.
- Each will appoint a liaison officer for smooth functioning.
- This MOU includes the provision of Students, joint conference/seminar/workshop and other areas of extension activities.
- Initial period of engagement would be of 1 years. Further engagement is subject to consent from both the parties.

 Director Koshys Institute of Management Studies Bangalore, India	 Director Vivekananda Institute of Management Bangalore, India	
Seal	In Presence of	Seal





## CURRICULUM VITAE

1.NAME: P.VISWANATHAN

2.ADDRESS: 12/53,CAMBRIDGE ROAD, UDANI-LAYOUT, ULSOOR,  
BANGALORE:560 008  
TELEPHONE:080-5360517 mobile:9343343226. E-mail vid\_shy@yahoo.com

3.DATE OF BIRTH: 18.4.1950

### 4.EDUCATIONAL QUALIFICATION:

5a.MASTERS DEGREE IN COMMERCE (SRI VENKATESWARA UNIVERSITY:1980)

b.LL.B (BANGALORE UNIVERSITY) 1989:

c.POST GRADUATE DIPLOMA IN BUSINESS MANAGEMENT(ANNAMALI UNIVERSITY)

d.GRADUATE DIPLOMA IN MATERIALS MANAGEMENT(IIMM)(YEAR 1989) RECOGNISED BY (GOI/IFPM GENEVA)(3 YRS)

e.DIPLOMA IN IMPORT-EXPORT MANAGEMENT(NATIONAL COUNCIL FOR LABOUR MANAGEMENT( YEAR-1999)

### 6:TEACHING EXPERIENCE:

1.TAUGHT IN ST.HOPPINS COLLEGE OF MANAGEMENT AS FACULTY/ADMINSTRATOR: (YEAR 2011-2012)  
ACTIVITIES: TEACHING MBA/BBA/BCOM STUDENTS,  
FINANCE/ACCOUNTS/ECONOMICS(PART TIME)

TAUGHT IN INDIAN RETAIL SCHOOL: TEACHING MBA/IPRM STUDENTS LOGISTIC /SUPPLY CHAIN MANAGEMENT- PART-TIME (2011-2012) PART TIME

2.WORKED IN DBA GROUP OF INSTITUTIONS FROM 16<sup>TH</sup> AUGUST 2010 TO 13<sup>TH</sup> OCTOBER 2011 AS FACULTY/ADMINSTRATOR :TEACHING BBA/B.COM STUDENTS:

3.TAUGHT IN IBMR GROUP OF INSTITUTIONS BANGALORE AS A PART-TIME FACULTY: MBA (LEGAL SUBJECTS) ( ECONOMICS) ETC.BBM/B.COM CLASSES.(PRODUCTION AND ORGANISATION MGT. E-LEARNING), SALES AND LOGISTIC MANAGEMENT FOR III RD SEMESTER./AIMA STUDENTS:

4. TAUGHT IN WINDSOR INSTITUTE OF MANAGEMENT AS PART TIME FACULTY: LOGISTIC & SUPPLY MANGEMENT: SALES & MARKETING.

5. FROM YEAR 2010: TEACHING IN INSTITUTE OF LOGISTIC AND SUPPLY CHAIN MANGEMENT BANGALORE (AFFILIATED TO PRIST UNIVERSITY) AS PART TIME FACULTY:INCLUDING IN CLINICAL RESEARCH DEPT (ICRI) students (MARKETING/FINANCE)/MBA (HOSIPITAL MANAGEMENT)ATTACHED TO REVA UNIVERSITY) MANAGERIAL ECONOMICS LEGAL ASPECTS OF MGT:(ATTACHED TO JAIN UNIVERSITY) MBA SUPPLY CHAIN SET PAPERS FOR PRIST/ICRI \*SUPPLY CHAIN

6. INDIAN INSTITUTE OF MATERIALS MANAGEMENT BANGALORE BR. TEACHING: MBA/GDMM/DIP/ STUDENTS AND ALSO TAKEN UP INVIGALATIONS OF CONDUCTED EXAMS OF IIMM. BANGALORE. (VIVEKANDA COLLEGE OF MANAGEMENT-SUPPLY CHAIN)

7. FINISHED ONE-DAY MBA PROGRAM FROM MYRS SCHOOL OF MANAGEMENT:MYSORE:

8. TAUGHT AT NMIS MANAGEMENT B.Sc (ECONOMICS) ONE TERM.

A.FROM 6.6.2010 TO 31.1.2011 WOKED IN M/S TEKNIC ELECTROMECONICS P LTD., ELECTRONIC CITY AS "MATERIALS CONTROLLER".  
ACTIVITIES: MATERIAL PLANNING: STORES MANAGEMENT: ERP: SAP INVENTNTORY CONTROL:

a.FROM:1.05.98 TO 30.5.2010 WOKED IN MS.KUDREMUKH IRON & STEEL CO. LTD.,MANGALORE®( A GOVT OF INDIA UNDERTAKING) AS  
DY.MANAGER(S) **RETIRED**

DUTIES:STORES/PROCUREMENT/LOGISTICS/EXCISE/PLANNING/  
COMPUTERISATION/CENTRAL EXCISE:INSURANCE:TRANSPORTATION  
:PERSONNEL MANAGEMENT(STORES)RAW MATERIALS: ISO 9000/14000  
UNDERGONE TRAINING AS LEAD AUDITOR:E-COMMERCE,E-AUCTION E-  
PROCUREMENT.MIS: TRANSPORTATION, SUPPLY CHAIN,

b. FROM 13.01.1997 TO 23.04.1998 WORKED IN MS.FARIDA SHOES LTD.,  
AS\*MANAGER\* (SOURCING) A 100%EOU MANUFACTURING SHOE CO.  
duties: MATERIAL PLANNING/SOURCING OF MATERIALS FROM  
INDIA/ABROAD.COMPUTERISATION OF ALL STORES/ADMIN.RECORDS.  
PACKAGING: COSTING

c. FROM: 13.9.1995 TO 30.3.1996 WORKED IN MS.GOODWILL TECHNOLOGIES LTD., AS \*MANAGER\*(ACCOUNTS/ADMINSTRATION)  
duties: ADMINSTRATION/ACCOUNTS(FINALISATION/AUDITING)/SITE  
ACTIVITIES:DEVELOPMENT:BANK TRANSACTIONS: BUSINESS  
DEVELEPMENT:

d.FROM:1.5.1994 TO 17.6.1995 WORKED IN MS.AL-HASSAN GROUP OF COMPANIES, SULTANATE OF OMAN AS\* MATERIAL CONTROLLER/INVENTORY CONTROLLER\*

duties: STORES/LOGISTICS/PLANNING/INVENTORY CONTROL/PURCHASING: SHOWROOM MANAGEMENT & PLANNING (ALL OVER OMAN). TRANSPORTATION.MAN POWER DEVELOPMENT:SUPPLY CHAIN.

e.FROM:1.6.1990 TO 29.04.1994 WORKED IN MS.EUREK FORBES LTD.,AS\* OFFICER\*(WAREHOUSE/LOGISTICS) (A TATA GROUP OF INDUSTRY):

duties: WAREHOUSE OPERATION/LOGISTICS ON ALL INDIA BASIS(VARIOUS DEPOTS).PLANNING/RETAILING:DEALERSHIP APPOINTMENT:C&F AGENTS:SALES/SERVICE :SPARES MANAGEMENT:FRANCHISE=RETAIL MGT.DISTRIBUTION:MARKETING ANALYTIC APPROACH TO SALES & SERVICE INCENTIVE SCHEME.:INTRODUCTED SUPPLY CHAIN SYSTEMS.

f. WORKED IN MS.AEG-NGEF LTD.,AS SR.ASSISTANT\*(STORES/PURCHASE/ FROM:15.9.1977 TO 15.3.1984 AND FROM:24.7.1984 TO 31.5.1990 AS SR.ASSISTANT(CONTRACTS/PROJECTS)

Duties: STORES/PURCHASE/MATERIAL/PLANNING/LOGISTICS-SUPPLY MANAGEMENT:CONTRACTS/PROJECT/IMPLEMENTATION/ /NEGOTIATION/ERECTION/COMMISSIONING/COMMERCIAL ASPECTS OF CONTRACTS/LEGAL MATTERS:SITE VISITS:SUPPLIER CO-ORDINATION: LEGAL ASPECTS OF CONTRACTS/PURCHASING.

g.FROM:24.7.1975 TO 10.9.1977 WOKED IN BENGAL ELECTRIC LAMP WORKS LTD., AS \*ASSISTANT

duties: STORES/PURCHASE/PLANNING/STORES ACCOUNTING: ADMINSTRATIVE MATTERS:

h.FROM:4.6.1973 TO 15.2.1974 WORKED IN MS.USHA MARTIN BLACK (M/C DIV) LTD.,AS \*TYPIST

i.FROM:1.7.1971 TO 31.5.1973 MS.UDANI ENGINEERING CO. AS \*STORES CLERK MAINTENACE OF STORES LEDGERS:ACCOUNTS:BILL OF MATERIALS:CIVIL MEASUREMENTS CHECHING.

**TYPE OF JOB PREFERRED:LOGISTIC/SUPPLY CHAIN**

**MANAGEMENT(PURCHASE MANAGEMENT)**

**RETAILING:INSURANCE:ADMINSTRATION AT SENIOR**

**LEVEL/CONSULTANT:/LECTURER/FACULTY.**

MEMBER OF INDIAN INSTITUTE OF MATERIALS MANAGEMENT BANGALORE BRANCH (SINCE 1978 RESPONSIBLE FOR DEVELOPMENT).

SEMINARS ON INVENTORY CONTROL CONSULATANCY IN INDUSTRIES/GUEST LECTURE ON MATERIAL MANAGEMENT.:

MOBILE 9343343226 SPECIALISED IN INTERNAL AUDIT, ISO 9000/14000/18000

P.VISWANATHAN (PHONE 080-25360517) MOBILE 9343343226

Profile of Mr. J.S.A. JULIUS, M.Sc., I.R.S. (Retd)

J.S.A.Julius after completing his post-graduation in Mathematical Economics, joined as a Research Assistant in Madras Christian College. Later he joined the Customs Department as Preventive officer in the year 1971. He rose to the cadre of Deputy Commissioner and has worked in all the southern states in India. He has worked in Customs, Central Excise, Service Tax and Large Taxpayer Unit. Teaching and Training has always been his passion and made a mark while he was in the National Academy for Customs, Central Excise and Service Tax as the Deputy Director at Bangalore Zone. He has introduced Computerization for Customs documentation in Bangalore International Airport in HAL in 1996. He has trained the Customs Officials to convert the Mangalore Airport as International one in 2004. He has a meritorious service and has got the Best Officer Award in Bangalore Zone Customs in the year 1998. Altogether he has put 37 years of service and retired from Government in the year 2008.

He has been the Consultant for the logistic company named Sindhu Cargo since 2010. He is involved in in-service training for about 1000 employees of the company having branches in 20 cities. In 2012, an educational institute by name Sindhu Educational Institute (P) Ltd has been floated for which Mr. Julius is the Director. He designs the course, collects the materials, identifies the faculties for different subjects from the Industry and coordinates the courses. He is also a resource person on the subjects related to Logistic Management for some of the Business Schools, Training Institutes including the National Academy of Customs & Central Excise. He is also an expert in motivational talk and soft skills among the students. He has travelled to different places in India and also to few countries outside India in this connection.



**BANGALORE INSTITUTE OF AVIATION AND LOGISTICS**

#27, Ulsoor Road, Bangalore - 560042.

# Certificate of Completion

THIS IS TO CERTIFY THAT

**SHAICHIL SURESH**

has successfully completed a diploma in

**LOGISTICS AND SUPPLY CHAIN MANAGEMENT** at

Koshys Institute of Management Studies Bangalore during 2019 - 2021 and has

obtained A Grade at the examination held in 2021

**HoD, MBA**

Koshys

Institute of Management Studies

**Director - Academics**

Koshys

Institute of Management Studies



**PRINCIPAL**

Bangalore Institute of Aviation  
And Logistics



**KOSHYS**  
INSTITUTE OF MANAGEMENT STUDIES

**BANGALORE INSTITUTE OF AVIATION AND LOGISTICS**

#27, ULSOOR ROAD, BANGALORE - 560042.

*Certificate of Completion*

This is to certify that

**AKSHAY TA**

has successfully completed a Diploma in the prescribed courses  
of study in **AIRPORT GROUND HANDLING,**  
**AIRLINE CUSTOMER SERVICES & CARGO** during 2019 - 2022



  
VICE PRINCIPAL  
Koshys Institute of Management Studies



  
MANAGING PARTNER  
Bangalore Institute of Aviation  
& Logistics



Certificate

This is to certify that

**Aswin V**

born on 05 September, has passed the IATA course

**Passenger Ground Services**

November 2021

Montréal, Canada

  
Willie Walsh  
Director General, IATA



This is a secured QR-code  
To verify it, please refer to  
[www.iata.org/training-authenticate](http://www.iata.org/training-authenticate)

BIA 0001218561 YAS





**KOSHYS**  
INSTITUTE OF MANAGEMENT STUDIES

**BANGALORE INSTITUTE OF AVIATION AND LOGISTICS**

#27, ULSOOR ROAD, BANGALORE - 560042.

*Certificate of Completion*

This is to certify that

**MAHFIL K**

has successfully completed a Diploma in the prescribed courses  
of study in **LOGISTICS AND SUPPLY CHAIN MANAGEMENT**  
during 2019 - 2022



VICE PRINCIPAL  
Koshys Institute of Management Studies



MANAGING PARTNER  
Bangalore Institute of Aviation  
& Logistics



**NIYA LOGISTICS & AVIATION SKILLS TECH ACADEMY**

**CERTIFICATE IN SHIPPING AND LOGISTICS**

Certificate No. : NIYA / 9491

*This Certificate is being awarded to*

**MOHAMMED ARSHAD MV**

*who has successfully completed the training in Logistics & Shipping Management  
(Warehousing, Transportation, Distribution & e-Commerce Logistics)  
between July 2021 to December 2021*

**For NIYA LOGISTICS & AVIATION  
SKILLS TECH ACADEMY**

Mr. Ramesh. K  
Chief Executive Officer

Mr. Rajesh Purushothaman  
Chief Operating Officer

Date : 13-12-2021

**For KOSHYS INSTITUTE OF MANAGEMENT  
STUDIES**

Mrs. Sandhya S  
(Vice Principal)

NIYA LOGISTICS & AVIATION SKILL DEVELOPMENT TECHNOLOGY PVT. LTD. is a Govt. of India Registered Skill Development Company - (CN No. : U80904KA2015PC000730 Dated 26/12/2015 & U14110KA2015PC000730/01/0/2015)

Email : [skilldevelopment@niyaeducation.com](mailto:skilldevelopment@niyaeducation.com)

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



## Certificate

This is to certify that

**ASWIN MB**

has successfully completed Cloud Computing L1 (AWS) add-on program with the duration of 40 hours under the guidance of Rats Technologies in association with Department of Computer Science, Koshys Institute of Management Studies, Bengaluru. He / She has attended all the required sessions and the performance was Excellent.

Duration of course : 09<sup>th</sup> July, 2021 to 30<sup>th</sup> Oct, 2021.

Date of issue : 25<sup>th</sup> Jan, 2022.

*A. Thangavelu*  
CEO - Rats Technologies



*Shudheya*  
Vice-Principal

*Prakash*  
Director

C.No: RATS/KGIBCA/2020-2021/II SEM/113

## Certificate

This is to certify that

**AMAL BABU T**

has successfully completed Artificial Intelligence and Machine Learning add-on program with the duration of 40 hours under the guidance of Rats Technologies in association with Department of Computer Science, Koshys Institute of Management Studies, Bengaluru. He / She has attended all the required sessions and the performance was Excellent.

Duration of course : 10<sup>th</sup> July, 2021 to 31<sup>st</sup> Nov, 2021.

Date of issue : 25<sup>th</sup> Jan, 2022.

*A. Thangavelu*  
CEO - Rats Technologies



*Shudheya*  
Vice-Principal

*Prakash*  
Director

C.No: RATS/KGIBCA/2019-2020/IV SEM/024





# BANGALORE INSTITUTE OF AVIATION AND LOGISTICS

#27, ULSOOR ROAD, BANGALORE - 560042.

## Certificate of Completion

This is to certify that

**SHINTO JOSEPH**

has successfully completed a Diploma in the prescribed courses  
of study in **AIRPORT GROUND HANDLING,**  
**AIRLINE CUSTOMER SERVICES & CARGO** during 2019 - 2022



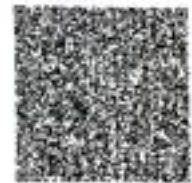
  
VICE PRINCIPAL  
Koshys Institute of Management Studies



  
MANAGING PARTNER  
Bangalore Institute of Aviation  
& Logistics



## Certificate



This is a secured QR-code  
To verify it, please refer to  
[www.iata.org/training-authenticate](http://www.iata.org/training-authenticate)

This is to certify that

**Ishika Biju**

born on 07 April, has passed the IATA course

## Passenger Ground Services

March 2022

Montréal, Canada

  
Willie Walsh  
Director General, IATA

ISA 0001329015 YAS

