

Memorandum of Understanding

This Memorandum of Understanding (MOU) is made on this 3rd Day of November 2023 between **VMentor.ai: Yugma** (SMSVANS SKILLING AND ADVISORY PRIVATE LIMITED) of the one part and **IICMR-MBA department (Institute of Industrial & Computer Management & Research), Nigdi Pune 411044** referred to as **IICMR MBA** of the other part.

The MOU shall remain in force from November 2023 to June 2024 for Program covering defined scope of Student Evaluation, "One on One Discovery Interview" and last mile and other placement enhancement sessions for **about 100 students** (One hundred Students) of IICMR MBA batch 2022-24 are conducted.

I) The responsibilities of Yugma are as follows:

Yugma agrees to provide Applied Skills of Providing Services to IICMR MBA students through its experienced Mentors to understand the concepts on the above subject and apply as per Mentors advise. Broadly Scope coverage will be as per Annexure A.

Yugma will also provide additional opportunities and support for placement for MBA –IICMR students.

II) The responsibilities of IICMR MBA Department are as follows:

1. IICMR MBA agrees to provide the facility of the class room, LCD and other facility for the students. It is imperative that an auditorium for 100 students is made available by IICMR MBA.
2. IICMR MBA is responsible for ensuring the discipline levels of the students for the duration of the engagement, as well as ensuring attendance of these 100 students. Yugma will not take responsibility for attendance in any way.
3. IICMR MBA will provide administrative help for effective rendering the program
4. IICMR MBA will, at the beginning of the Program give a complete list of students, their specialization, and Roll Numbers.

III) Joint Responsibilities

1. **A Joint Steering Committee will be formed for governing this initiative and its outcome. This will consist of Director IICMR/Trustee, HOD IICMR MBA, Placement In-Charge IICMR MBA and Chief Mentors of Yugma with at least one Co-Founder/ Director of Yugma being present. The Steering Committee will meet mandatorily at least once a Quarter – the frequency can be increased if necessary.**
2. On all aspects where the above articles of understanding are silent or for special cases of deviation from these articles the decision mutually agreed upon between SMS VANS SKILLING AND ADVISORY PRIVATE LIMITED & **IICMR MBA** will be final. However, in case of any dispute relating to or arising out of MOU, such dispute shall be resolved amicably by mutual consultations.
3. IICMR MBA will not contact Yugma mentors directly for any sessions to be conducted outside this MOU. The list of such Yugma mentors will be provided to IICMR MBA for clarity. Likewise, Yugma will also not contact any member of IICMR MBA directly for conducting its sessions in other Institutes within or outside IICMR. Exceptions, if any, will have to be formally approved on both sides

IV) Commercials:

Core Module: As per defined scope in Annexure 1

Sr. No.	Module	Price (INR)
1	As stated in Annexure A	1,50,000 (One Lacs Fifty Thousand Only)

NOTES:

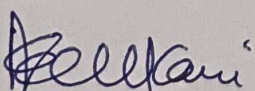
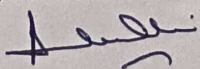

- Above commercial is applicable for 80 students. At the end of the session payment will be done as per number of student participated, pro-rata rates as will be applicable.
- Taxes, like GST etc. will be extra as applicable
- Payment terms: One third of total payment (Rs 50,000/- only) to be paid as advance before starting the sessions. Next one third to be paid post completion of DI sessions and rest at the end of completion of the scope (as per annexure 1).
- Online assessment will be carried out for Harrison assessment.
- Discovery Interviews will be one to one session.
- Last mile sessions will be Group sessions with all 80 students or selected students as advised by IICMR MBA.
- ADD ON and OPTIONAL SESSION RATES: In case of more hours required to be spent for Last mile sessions OR Specialised sessions (beyond total 7.5 hrs = 5 sessions X 1.5 hrs per session), following charges will be applicable

Full Day session: Rs 21,000 (for full day sessions, 6 hours per day)

Half-Day session: Rs 10,500 (for half day sessions, 3 hours per day)

Apart from this, it is possible that IICMR may choose to run other programs. In such cases, rates for this program would be governed as per actual hours consumed as per the add on and optional rate sessions mentioned above.

Signatures: In witness thereof, the parties to this MOU through their duly authorized representatives have executed this MOU on the days and dates set out below, and certify that they have read, understood, and agreed to the terms and conditions of this MOU as set forth herein. This MOU shall be effective when executed by or on behalf of both the parties.

IICMR Pune	IICMR Pune	VMentor.ai / Yugma.ai
Signature: 	Signature: 	Signature: 
Name: Dr Abhay Kulkarni Title: Director (IICMR) Date: 3 rd November 23	Name: Dr Mrs. Ashwini Kulkarni Title: Professor Date: 3 rd November 23	Name: Sanjiv Kumar Tripathy Title: Co-Founder & Chief Operating Officer (COO) Date: 3 rd November 23

Annexure A

CORE COURSE OUTLINE:

YUGMA customised Self-Discovery Process:

- Yugma will assign **Harrison Psychometric assessments** tests to students which are used worldwide by companies to help students & managers discover their preferred Careers & Roles and prepare them for the career.
- A detailed report of the psychometric report is shared with the student and reviewed with Mentors.
- **One-on-one customised Discovery Interview (DIs)** by an industry mentor, replicating a Real company interview, with heart-to-heart Open conversation to understand:
 - **Campus placement preparedness**
- The Mmentor shares detailed individual feedback to each student along with their Strength Vs Areas of improvement.

Last Mile Support Sessions: 90 mins Group sessions for 5 companies (Total 7.5 hours within scope) of institute's choice designed to help applied/shortlisted students prepare for the specific company coming to the campus using JDs and mentor's expertise in that industry.

Placement Activities: Yugma will provide placement opportunities to MBA students either in the campus or Students need to go to the suggested companies.

Annexure B

Apart from this, Yugma will encourage IICMR faculty to also participate in the classes etc., as continuous learning etc. However, over and above the Scope specified, will not be a part of Yugma's responsibilities and any intervention or help required by IICMR from Yugma in this regard will be governed by a separate agreement and commercials.

Feedback: Ozone-Yugma mentors will provide Feedback in Real Time to all students. Moreover, the evaluations will also be passed on to the students and Faculty in "Near Real Time" so that the IICMR Faculty has a sufficient time window to act of identified generic and specific weaknesses of students.

Faculty/Mentors: Details of the Faculty/Mentors will be provided before the sessions