

Memorandum of Understanding

This Memorandum of Understanding (hereinafter referred to as "MOU") is signed
between
Amrutvahini Institute of Management & Business Administration, Sangamner



Brief information about AIMBA

Amrutvahini Inst. of Management and Business Administration established in the year 1995 with a vision to produce a steady stream of management professionals who can serve the industry and impart their value added management services for the well being of society. The institute is 25 years old and around 2013 students passed out of institute. The institute is involved in imparting two years full time post graduate MBA course having NAAC accreditation and ISO 9001:2015 quality certification .The institute is permanently affiliated to Savitribai Phule Pune University and approved by All India Council for Technical Education(AICTE),New Delhi .As a part of its vision and quality policy, our institute is committed to impart quality post graduate management education to our students through continuous improvement in teaching learning-process, faculty development, physical infrastructure to produce industry ready students.

AND

Bharati Computer World
T23/24,Top Ten Imperial
Opp. Yashodhan Building
Nashik Road,
Sangamner:422605



Brief Information

Involved in software development, selling and services

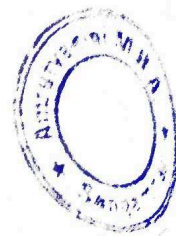
Article1: The purpose of agreement

Planning, developing and executing on month mini research project entitled "Identifying Sales Potential for Educational Software."

Article 2: Activities and Services

Amrutvahini Institute of MBA will provide following services under Management research & business development consultancy

1. Understanding clients requirement through meeting and discussion
2. Identifying and Stating Problems



3. Project Planning and Execution
4. Questionnaire survey design
5. Recruitment and selection of surveyor
6. Training surveyors ,Fixing duties and responsibilities, assigning objectives
7. Project execution ,supervision, monitoring and control as discussed with client
8. Data collection and analysis
9. Preparing survey report and discussion

Bharati Computer World

1. Technical and promotional support
2. Coordinating and assisting Institute in project execution
3. Product,promotion and & sales training as and when required

Article 3: Responsibilities of both the parties

Responsibility of Amrutvahini MBA.

1. Project Planning and Execution in coordination with Client
2. Selecting students for project
3. Fixing their duties ,responsibilities, objectives and task
4. Supervising, monitoring and controlling the selected students for project execution
5. Provide space, time, internet and all other required resources for seminars, conferences, discussions in the campus
6. Provide consultancy assistance to the industry whenever required/ demanded by the industry
7. **Completing Specific tasks as per clients requirement (Client Visit & Counseling & demonstration of product & installation**
 - Get appointments of parents through phone calls / during visits / Reference
 - Conducting Minimum two Physical Visit per day,, collecting information and reporting to Institute and Client
 - During the visit – discuss & try to Identify child`s requirements, problems about his/her routine education
 - During the visit - Counseling with parents and children, try to guide & try to provide solutions with the help of our products
 - During the visit - Provide our Product`s demo on laptop / Mobile as per given training,
 - Lead generation



- Converting leads into sales
- Collection of amount & Installation on sale of a product



Specific Information Requirement to be collected from Clients

- During Visit: Parent Name & Contacts, Student Name, Contacts, Standard, School, Medium, etc...
 - During Visit: Other reference contacts of their friends/relatives ...
8. Executing the project assignment within 30 days on the date of date of Commencement
 9. The Project Team consists of Dr. B.M. Londhe, Director, Dr. R.B. Gawali, Associate Professor and Dr. N.S. Bhand, Associate Professor will be responsible for project planning, directing, executing, coordinating, monitoring, supervising and controlling the project activities in coordination and consultation with client.

Responsibilities of Bharati Computer World

1. Participating in project planning and execution process
2. Providing technical, promotional, training and office support wherever required
3. Get involved in decision making process
4. Counseling, guiding and coaching students whenever required
5. Making payment as per service terms and conditions
 - a. 20% advance before commencement of project i.e. 9000/- (Nine Thousand Rupees Only)
 - b. Balance 80% payment i.e. 36000/- after the successful completion of the project
 - c. Mode of payment by Cheque or DD to the Institute's Account

Article 4: Duration of MOU and amendments

The MOU shall be in force for a period of one month commencing from the date of signing and may be reviewed by mutual consent by serving three months notice to the other party. Amendments to this agreement must be in writing and approved by the designated representatives of each institution.

Article 5: Termination of MOU

Amrutvahini MBA and Bharati Computer World reserve the right to terminate this MOU by either party giving three written notice to the other. Where such termination occurs, the

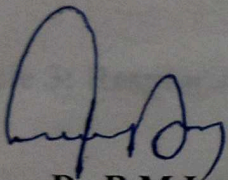
provisions of this memorandum shall continue to apply to ongoing activities until their completion.

Article 6: Accountability of the stakeholders

Participating department, students, faculty, industry representatives involved in any activities under this memorandum must adhere to the rules and regulations of both the organizations.

Article 7: Statement of Intent

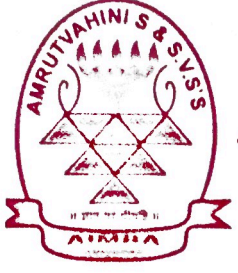
Nothing in this MOU shall be constructed as creating any legal relationships between the parties. This MOU is a statement of intent to foster genuine and mutually beneficial collaboration



Dr.B.M.Londhe
Authorized Signatory
Director
Amrutvahini Institute of MBA
Sangamner



Authorized Signatory
Syresh Ganpat
Bharati
9545 300 303



Amrutvahini Sheti & Shikshan Vikas Sanstha's

Amrutvahini Institute of Management & Business Administration, Sangamner

(Affiliated to Savitribai Phule Pune University of Pune and Approved by AICTE New Delhi)

DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 058

Ref. AIMBA / MOU - 2/01.

Date : 02/01/2020.

List of Collaborative Activities conducted under MOU

- 1] Internship
- 2] Student Exchange
- 3] Faculty Exchange
- 4] Field Visit
- 5] Sales & Marketing Research Project
- 6] Placement

Dr. B.M. Londhe

Director



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