



MEMORANDUM OF UNDERSTANDING (MOU)

BETWEEN

Atria Institute of Technology

**Adjacent Bangalore Baptist Hospital,
Hebbal, Bengaluru - 560 024.**

&

**Careerlabs Private limited, Bangalore
(AICTE Official Partner on NEAT 2.0 Platform)**

**#17, Regent Court, 80 Feet Rd, New Friends Colony,
Koramangala 4th Block, Bengaluru, Karnataka 560034.**

MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (hereinafter called as the 'MOU') is entered into on 7th April 2021 ,

BETWEEN

Atria Institute of Technology, Adjacent Bangalore Baptist Hospital, Hebbal, Bengaluru - 560 024, Karnataka, India. the First Party represented herein by its **Dr. Shanthi Mahesh**, Prof & Head- ISE Dept (hereinafter referred as **Atria Institute of Technology**, the institution which expression, unless excluded by or repugnant to the subject or context shall include its successors – in-office, administrators and assigns).

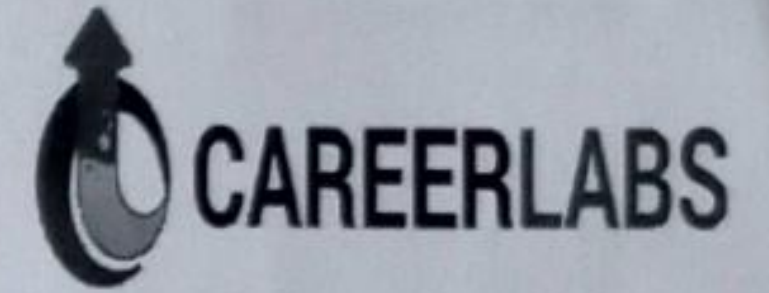
AND

Career Labs Private limited, #17, Regent Court, 80 Feet Rd, New Friends Colony, Koramangala 4th Block, Bengaluru, Karnataka 560034 and represented herein by its Manager **Mr. SURESH.KOUJALAGI**, hereinafter referred to as "**CAREERLABS**", company which expression, unless excluded by or repugnant to the subject or context shall include its successors – in-office, administrators and assigns).

(First Party and Second Party are hereinafter jointly referred to as 'Parties' and individually as 'Party')

WHEREAS:

A) First Party is a Higher Educational Institution named:



- (i) **Atria Institute of Technology.**
- B) First Party & Second Party believe that collaboration and co-operation between themselves will promote more effective use of each of their resources, and provide each of them with enhanced opportunities.
- C) The Parties intent to cooperate and focus their efforts on cooperation within area of Skill Based Training, Education and Research.
- D) Both Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest;
- E) Since our inception in 2019, CareerLabs has successfully garnered the trust of thousands of college students & young working professionals, becoming the go-to place for all their career needs. Envisioning to empower 1 million undergraduates craft the careers of their choosing, we offer a variety of aptly matched and mentor-driven preparatory programs for national & international entrance exams and admissions consulting services for graduate & business schools, both abroad and in India.

Not only this, we have also created India's First Profile Building Platform to help our clientele strengthen their profile and fulfill their dreams for higher studies and placements. With our team of highly-experienced professionals & expert educators, passionate about enabling you to hone your potential and prepare for a life beyond college, we are swiftly emerging as a name to reckon with in the Indian EdTech space.

Brand Vision: To become the Most Trusted Brand for Undergrad Students to empower them to enter the Professional & Academic World
Brand Mission: To enable 1 Million Undergraduate Students to Learn Better & Earn Better while Discovering their Dream Career.

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERE TO AGREE AS FOLLOWS:

CLAUSE 1 CO-OPERATION

1.1 Both Parties are united by common interests and objectives, and they shall establish channels of communication and co-operation that will promote and

advance their respective operations within the **Atria Institute of Technology** and its related wings. The Parties shall keep each other informed of potential opportunities and shall share all information that may be relevant to secure additional opportunities for one another.

1.2 First Party and Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to them in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.

1.3 The general terms of co-operation shall be governed by this MOU. The Parties shall cooperate with each other and shall, as promptly as is reasonably practical, enter into all relevant agreements, deeds and documents (the 'Definitive Documents') as may be required to give effect to the actions contemplated in terms of this MOU. The term of Definitive Documents shall be mutually decided between the Parties. Along with the Definitive Documents, this MOU shall represent the entire understanding as to the subject matter hereof and shall supersede any prior understanding between the Parties on the subject matter hereof.

CLAUSE 2 SCOPE OF THE MOU

The budding graduates from the institutions could play a key role in technological up-gradation, innovation and competitiveness of an industry. Both parties believe that close co-operation between the two would be of major benefit to the student community to enhance their skills and knowledge.

Curriculum Design/Online Tutor: Second Party will give valuable inputs to the First Party in teaching / training methodology and suitably customize the curriculum so that the students fit into the industrial scenario meaningfully.

Skill Development Programs/CareerLabs Assured Placement Program: Second Party to train the students of First Party on the emerging technologies in order to bridge the skill gap and make them industry ready (Build Technical Knowledge to Land Core Engineering Jobs in Reputed Companies for Circuit Branches)

Guest Lectures/ Profile Building Workshop: Second Party to extend the necessary support to deliver guest lecturers to the students of the First Party on the technology trends and in house requirements.

2.5 The Careerlabs- International Education Cell:

As a part of our college connect program, we are aligning with top colleges in the country to provide platform for the students to understand and weigh the options for higher education. In line with our concept of college connect; we would want to start an International Education Cell in your college.

The cell will focus on the following:

- Mentoring the students about career options after completion of graduation
- Subsidized coaching for competitive exams

➤ **Requirements from the College:**

For the partnership to be successful and benefit the students in the best possible way, we would require the support of the college in the following aspects.

- Exclusive partnership for training the students of your college
- Support in terms of providing the required setup for seminars, counseling room, etc.
- Provide compulsory 2-hour seminar for the students of all the branches
- Visibility in your college premises

➤ **Marketing Plan:**

- **Higher Education Cell:** A higher education cell would be set up in the college premises where students can get a free one to one career guidance session from our counselors.
- **Tablet Kiosk:** A Kiosk would be set in the college premises to help the students understand our course and product. (A tab with our content would be placed in the college, which can be used by the students to have a demo of our product)
- **Posters:** Posters which focus on GRE, GMAT, CAT, profile building/ Admission consulting (ACS) can be posted on the college canteen, notice boards, clubs in the college and other places approved by college.
- **Banners:** Banners with product information, batch start date to be put across in the canteens and other places approved by college
- **Flyer Distribution:** A5 size flyers with information on one side and CAT/GRE/Aptitude formulas on one side (for placements) can be distributed in the college premises.
- **Hostel Campaign:** Envelopes with a letter about our course details, profile building/ ACS process and tiny URL link to be a part of our free content can be distributed. We can launch a campaign, where we talk about students logging onto the tiny URL to access our free content.

3. Our offerings as training Partners

1. Graduate Record Examination (GRE) :(6months)

- 100 hours of **offline lectures available** in your own android device.
- Diagnostic Toolkit: **complete analytics of your daily progress and performance**
- High quality teaching by GRE toppers. Verbal - Mr. P.N. Santosh (338/340). Quant - Mr. Amith Ravindra (330/340).

- 1000+ questions with video solution and in-depth statistics tailor made to improve one's score.
- 5 mock GRE exams to simulate GRE experience
- Membean software subscription to make sure you don't just mug up words, but learn and understand them in the best way possible
- **Classes: Live online classes in the form of webinars.**
- 50 Hours of live classes at any of our learning centers. (We will have classes in the campus if we have more than 30 students from the college enrolled in a batch. The schedule will be given to the students before the commencement of the batch. In case a student misses a class, there will be reschedule of the same in the campus. However, the student is free to attend the same in any of our learning centers).

2. Admission Consulting+ Profile Building- MiM + MS

- Unlimited Brainstorming Sessions
- CV Building
- Profile gap Analysis
- Profile Consulting
- Accurate University Selection
- Unlimited Essay Editing*
- Review of LOR's
- Identifying Bottlenecks

3. IELTS/ TOEFL

- 30 hours of content with focus on reading, writing, speaking and listening
- All the classes delivered through live webinars

4. Graduate Management Admission Test (GMAT) :(6months)

- 150 hours of **offline lectures available** on your own android device.
- **Classes: Live online classes in the form of webinars**
- **Diagnostic Toolkit: complete analytics of your daily progress and performance**
- High quality teaching by GMAT toppers. Verbal - Mr. P.N. Santosh (780/800). Quant - Mr. Amith Ravindra (760/800).
- 3500+ questions with video solution and in-depth statistics tailor made to improve one's score.
- Official Guide questions, Sectional tests
- 5 mock GMAT exams to simulate GRE experience

5. CAREERLABS ASSURED PLACEMENTS PROGRAM:

Every year, 6.4 million students graduate. There are about 3.7 million job positions available for them to take up in the industry. However, out of those graduating students, about 80% are deemed unemployable because they lack the right set of skills required to get top jobs. Our product tries to bridge this gap in this supply and demand chain.

The focus of the product is to solve the burning problem in the country- Unemployment and unlock the potential of India's biggest strength - Our Youth. In pursuit of solving this problem, Careerlabs is proud to announce- **India's first comprehensive Placement Assured Program for engineering students.**

We have partnered with some of the best in class companies with industry tie-ups to help students in terms of getting industry-ready. The courses which are offered under this program are as follows-

- Full Stack Data Development
- Data Science
- Embedded Systems
- Embedded Systems Design and Automotive
- VLSI Design and Verification
- Internet of things and Data Science
- Sales and Marketing
- UI/UX Development

WHAT MAKES US UNIQUE?

- Industry Oriented Courses
- Well-defined Pedagogy
- Content by Graduates from Top Schools and Industry Veterans
- Robust Support Mechanism
- Capstone Projects and Recognized Certifications
- Affordable Pricing
- **100% Job Guarantee***

Our industry partners till now have trained 10,000 students under these programs and the average salary range has been Rs.3,00,000 - Rs.8,00,000 Per Annum.

HOW DOES THE PROGRAM WORK:

The formula for guaranteed job diploma course:

1. The batch starts on 5th and 20th of every month

2. At the end of each module, we will have a module test, which grades the students based on performance
3. The students are provided mini projects to get hands on experience
4. After completion, students get to work on a major project
5. Once the course is completed, we start our placement training, which includes soft skills and Aptitude training
6. We will be conducting the two major placement tests after the completion of the entire course
7. Placements drives are set up for the students who clear the placement tests
8. During the course of placement drives, support the students with mock interviews and constant feedback

One of the defining factors behind our success has been the dedicated technical team; with a rich experience of 10 years- spread across training, research & project development. Further, to enrich the student's knowledge and experience, industry consultants & subject matter experts are engaged by us to provide practical insights and trends into industry standard practices and on project implementation techniques.

6. TRAINING METHODS :

- Subject expert coaching
- Limited batch strength for individual attention
- Technical Seminars and Symposium
- Performance evaluation
- Grading
- Soft Skill training
- Interview readiness

7. KEY FEATURES OF SUPPORT MECHANISM:

- Course material
- Brush up and doubt clearing session
- Hands on support for hardware module
- One to one session with students
- Student readiness program

8. DETAILS OF COLLABORATION:

We would like to collaborate with your esteemed organization to upskill and place your students through the CLAPP program.

8.1 Responsibilities of Careerlabs:

1. Counsel the students about the details of the product
2. Conduct the test for the interested students
3. Help the students in the enrollment process and complete the onboarding formalities
4. Train and upskill the students; get them placed through managed placements

8.2 Responsibilities of the College: (to be changed according to silver, gold and platinum)

1. Email, message and other promotional material is to be shared to all the 8th semester students
2. Share the list of unplaced students from the 8th semester
3. Identify the students interested to take up the **Careerlabs Entrance Examination** and promote the test
4. From the list of students who clear the test, share the list of students who want to enroll. The list can be shared with the POC from Careerlabs

8.3 Student's Benefits - BONUS FOR STUDENTS

1. Get Free Foundation Courses Guidance on specified domains such as UX/UI, AI, VLSI etc.
2. Get a Paid Virtual Internship Opportunity
3. Free GD PI Round and Free Resume Building Guidance.
4. Free Practice test for CAT, GRE, GMAT and Aptitude for placement.
5. Free profile building session coupon worth of Rs 1000/- for free

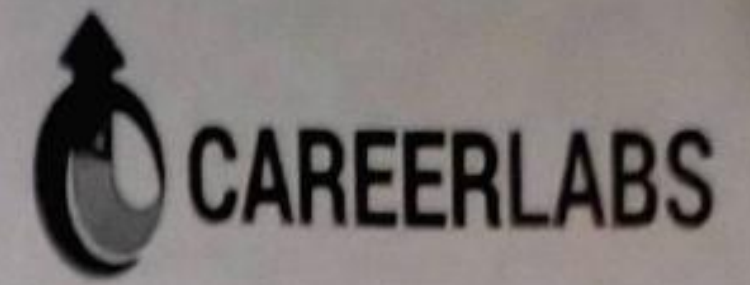
8.4 Careerlabs offerings :

1. College fest Sponsorships every Year 15k to 40k based on company provisions.
2. Dept event Sponsorships upto 5k-15k based on company provisions.
3. Free higher Education Cell.
4. Event Collaboration.

Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein

CLAUSE 3.1 INTELLECTUAL PROPERTY

3.1 Nothing contained in this MOU shall, by express grant, implication, Estoppels or otherwise, create in either Party any right, title, interest, or license in or to the intellectual property (including but not limited to know-how, inventions, patents,



copyrights and designs) of the other Party.

CLAUSE 4 VALIDITY

4.1 This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, during which period **CAREERLABS**, the Second Party, as the case may be, will take effective steps for implementation of this MOU. Any act on the part of **Training Partner** or **CAREERLABS**, the Second Party after termination of this Agreement by way of communication, correspondence etc., shall not be construed as an extension of this MOU

4.2 Both Parties may terminate this MOU upon 30 calendar day's notice in writing. In the event of Termination, both parties have to discharge their obligations

CLAUSE 5 RELATIONSHIP BETWEEN THE PARTIES

5.1 It is expressly agreed that **First Party** and **Second Party** are acting under this MOU as independent contractors, and the relationship established under this MOU shall not be construed as a partnership. Neither Party is authorized to use the other Party's name in any way, to make any representations or create any obligation or liability, expressed or implied, on behalf of the other Party, without the prior written consent of the other Party. Neither Party shall have, nor represent itself as having, any authority under the terms of this MOU to make agreements of any kind in the name of or binding upon the other Party, to pledge the other Party's credit, or to extend credit on behalf of the other Party.

First Party

Second Party

Any divergence or difference derived from the interpretation or application of the MOU shall be resolved by arbitration between the parties as per the Arbitration Act, 1996. The place of the arbitration shall be at District Head Quarters of the First Party.

AGREED:

For Atria Institute of Technology

Bangalore


Principal
Atria Institute of Technology
Anandanagar, Bengaluru-2
7/4/21

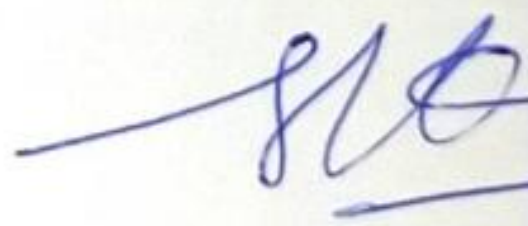
(Dr. Shanthi Mahesh)

HOD- ISE Dept

Atria Institute of Technology

For CAREERLABS PRIVATE LTD.

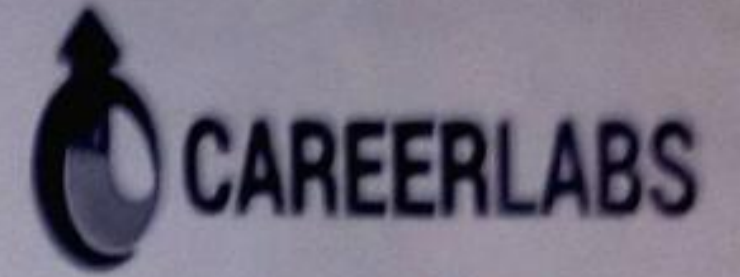
Bangalore.


(Mr. Suresh. Koujalagi)

Manager

CAREERLABS PRIVATE LTD





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Witness1:

Witness2:

Witness3:

Witness4: