

Entrepreneurship Development - Institutional Association MOU

This non-binding memorandum of understanding ("MOU"):

Signed On

BY AND BETWEEN:

PARTNER INSTITUTE	Name:
	SGT UNIVERSITY, GURUGRAM
	Hereinafter referred to as "Partner Institute" (which expression shall, unless it be repugnant to the subject or context thereof, include its successors and permitted assigns).
	Description:
	STATE PRIVATE UNIVERSITY, UGC APPROVED
	Registered Office Address:
	BUDHERA, GURUGRAM - BADLI ROAD GURUGRAM (HARYANA) 122505

AND

NATIONAL ENTREPRENEURSHIP NETWORK	NATIONAL ENTREPRENEURSHIP NETWORK , an Indian Trust with registered office at Tower - 3, 6 th Floor, SJR I Park, EPIP Zone - I, Whitefield Road, Bengaluru - 560066, Karnataka (hereinafter referred to as "NEN" which expression shall, unless it be repugnant to the subject or context thereof, include its successors and permitted assigns)
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To achieve its objective, NEN uses the Wadhvani Curricula, Content and Methodology. This is developed and owned by Wadhvani Operating Foundation (WOF). WOF has developed World Class Curricula, Content and Methodology for Entrepreneurship development to build and enhance the Entrepreneurship Ecosystem. NEN has all the rights to use and offer the "Wadhvani Curricula, Content and Methodology" developed by WOF to its Partner Institutes.

This MOU is non-binding in nature and does not create any legal obligations between the Parties, except for the intellectual property provisions, dispute resolution and indemnity provisions in Terms and Conditions. The Partner Institute and NEN agree to work together to systematically develop the entrepreneurship program described below.

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Objectives/ Benefits

1. Empower students with entrepreneurial mindset and business skills leading to superior job prospects, intrapreneurship and long-term entrepreneurship.
2. Support aspiring entrepreneurs with validated ideas to start meaningful ventures by connecting them to entrepreneurial ecosystems and customized learning programs.
3. Build Institution capacity to run world class entrepreneur education programs.

NEN Roles & Responsibilities

A. Curriculum

For Institutes that offer both of the Wadhvani courses as credit-bearing:

1. Access to Wadhvani entrepreneurship curriculum, content and assessments via LearnWISE, a LMS platform.
2. Access to annual face-to-face and ongoing online training program for faculty nominated by the Institute and approved by NEN to build faculty knowledge and skill at a nominal registration fee.
3. Faculty certification based on faculty assessment and demonstrated effective facilitation of both of the Wadhvani courses.
4. Faculty merit certification based on achieving key success measures like:
 - Full batch of no more than 30-40 students actively engaging and qualifying in the assessments and
 - 3-5 'Outlier' students from each Institute qualifying to the Wadhvani Accelerator program.
5. Program management handholding guidance by a NEN Regional Manager.

B. Start-Up Clubs (Practicum)

6. Access for student leaders to annual E-Leader training (F2F); ongoing on-line training; Organization building support; running outcome driven Wadhvani Practicum.
7. Access to the Wadhvani Practicums, assessments and other activity management tools through LearnWISE.
8. Handholding support from NEN Regional Manager to Outliers including specialized program and expert connects.

Partner Institutes Roles & Responsibilities

A. Curriculum

1. Adopt Wadhvani's Entrepreneurship Curriculum
 - Both courses offered as credit course/s starting _____ academic year with approval letter from Senate/Board shared with NEN prior to signing of the MOU and any training.
 - At least 75% of the course content and related assessments is Wadhvani content delivered via LearnWISE.

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2. A strong evangelist faculty appointed, trained and NEN certified to run course/s:
 - If such faculty is not available or does not qualify, an Institute funded visiting or adjunct faculty appointed for this purpose.
 - Partner Institute to pay a nominal registration fee and faculty related training expenses.
 - Engage students in classroom activity as necessary to learn effectively.
 - Keep NEN apprised of the students that are showing a strong inclination and aptitude to start up on a regular basis.
3. Adopt Wadhvani's built-in assessments as a mandatory part of overall course assessments including the quizzes, assignments and Capstone project with a minimum weightage of 40% for final credits of the program.

B. Start-Up Clubs (Practicum)

4. Launch or strengthen Start-Up Clubs run by students.
5. Enable Start-Up Clubs to run 'outcome' driven NEN activities to engage students deeply measured through Practicum assessments.
6. Drive support for the 'outlier' students via the Wadhvani Advanced Practicums.
7. Enable and measure success indicators of Start-Up Clubs programs.
 - Build member base of at least 50 students with 70% participating in 7 or more Wadhvani Practicums and
 - 'Outlier' students on campus active in the Start-Up Club.
8. Incentivize through E-Leader certificates of excellence based on success indicators.
9. Incentivize members with certificate of merit based on learning quizzes and submitted assignments post activities.

Other

10. IT infrastructure (sufficient bandwidth to provide live and uninterrupted faculty and student-device level access in classroom and at Start-Up Clubs of Wadhvani content both curriculum and practicum) to enable students to learn using modern blended learning methodologies.
11. Institutes must ensure that licensed software are made available on the systems like Windows operating system, antivirus etc., to run applications provided by NEN including browser based, Windows based applications. If the licensed software is not provided by the Institute, NEN will not support fixing any issues with installing/running/any other aspect of applications.

Governance and Review Process

1. An Operational team consisting of NEN Regional Manager with Faculty member(s) in charge as well as student E-Leaders will enable the rollout of the programs. They will interact monthly (via calls or in person) to track rollout and address issues.
2. A Steering Committee consisting of Partner Institute's Director and NEN Senior Management will review progress/outcomes and enable course correction at least twice a year.

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3. Progress and feedback will be monitored via bi-annual surveys while outcomes will be measured annually jointly with NEN.
4. If by Year 2, at least 25 students have not registered and fully engaged in the built-in assessment for these courses, either party holds the right to discontinue the program.

General Note:

1. The Partner Institute shall not be permitted to charge any fees to the students, for granting to them access to, and use of, the WOF/NEN licensed Intellectual Property. Notwithstanding the foregoing, the Partner Institute may recover, by way of fees or other charges, from the students, the costs and expenses incurred by it in making the licensed Intellectual Property available to such students, such as the costs incurred in relation to faculty, the IT Infrastructure, etc.
2. NEN reserves the right to modify the MoU, if during the course of this program, it becomes evident that it is imperative to do so for the success of the program. Such communication will be sent via email to the registered email address which will be provided at the time of the registration on the Online Learning Platform.
3. NEN facilitate the impact assessment study (template is attached herewith as Annexure 2) of the overall Project and Partner institute to track and share the outcome information with NEN to ensure the Program achieves the necessary impact.

Terms and Conditions:

1. **Financial Terms:** Each Party will bear the costs of meeting its responsibilities described in Section "Roles and Responsibilities" above and will not owe the other Party any amounts pursuant to this MOU.
2. **Intellectual Property Rights**
 - "Intellectual Property" includes creations, domain names, inventions, know-how, trade or business secrets, patents, copyrights, trademarks, logos, designs, works of authorship, software programmes, papers, models, teaching techniques, research projects, databases and instruction manuals.
 - Each Party shall retain all rights to its IP and nothing contained in this MOU, nor the use of the IP in the publicity, advertising, or promotional or other material relating to the fulfillment of the obligations of the Parties contained herein shall be construed as giving to any Party any right, title or interest of any nature whatsoever to any of the other Party's IP.
 - Partner institute will not copy or reproduce in any form, WOF/NEN's IP.
 - The WOF/NEN licensed Intellectual Property is a product of WOF/NEN's knowledge and substantial-skills, intellectual efforts and funding, and is, as such, a valuable asset, but is provided herein free of cost to the Partner Institute under the terms of this MOU.
3. **Representations and Warranties:**
 - Each Party hereby represents and warrants that the use of IP made available or contributed by it does not violate the IP rights of any third party.
 - Each Party has all requisite power and authority to enter into this MOU and the execution, delivery and performance by such Party of this MOU has been authorised by all necessary and appropriate corporate or governmental action and will not, to the best of its

[Handwritten signature]

knowledge, violate any applicable law or approval presently in effect and applicable to it.

4. Confidentiality:

- The Parties acknowledge that during the term of this MOU each Party may obtain confidential and/or proprietary information of the other Party including, but not limited to, financial or business information, contracts and employee details (collectively, "Proprietary Information"). Such Proprietary Information shall belong solely to the disclosing Party. Proprietary Information shall not include information that is or becomes publicly known through no wrongful act of the receiving Party.
- The receiving Party shall not disclose Proprietary Information to third parties without the prior written consent of the disclosing Party and agrees to undertake reasonable measures to ensure that such is kept confidential and to disclose to its employees, officers, directors or representatives on a need to know basis only.
- The receiving Party also agrees to report immediately to the disclosing Party any unauthorized disclosure of Proprietary Information of which it has knowledge.

5. Third Party:

- Nothing in this MOU shall mean or shall be construed to mean that either Party is at any time precluded from having similar arrangements with any other person or third party.
- The Parties shall wherever necessary enter into definite written agreements with/without third parties to facilitate the implementation of specific initiatives with the prior written consent of the other Party. Such agreements will be independent and exclusive of this MOU.
- Each Party will promptly notify the other Party of any potential conflict of interest arising from the conduct of activity pursuant to this MOU as soon as it is known by the Party that becomes aware of the potential conflict.
- NEN shall not be liable for any acts done by any unauthorized person/(s) or individual/(s) claiming to act on its behalf.

6. Termination:

- This MOU is for the duration of three (3) years from the date of this MOU. However, either Party may terminate or extend this MOU by providing 60 days' notice in writing to the other Party. In the event that the Partner Institute would like to continue operating under the terms of the MOU because of student enrollment in courses conducted pursuant to this MOU, despite having received notice of termination from NEN, NEN will support the students until the end of the course, on submission of proof that the enrollments took place before the date of the termination notice.
- If the Partner Institute does not fulfil its responsibilities, NEN will discontinue the program and the Partner Institute shall cease to be a member.

7. Dispute Resolution: If a dispute arises concerning the interpretation or implementation of this MOU the Parties agree to settle amicably by mutual consultation or negotiation and shall observe and comply with all laws, rules, and regulations of India. The location of any dispute resolution will be Bangalore.

8. Miscellaneous:

- a) **Entire MOU:** This MOU constitutes the entire understanding of the Parties with respect

to the Project and supersedes any prior or contemporaneous oral or written understanding or communication between the Parties.

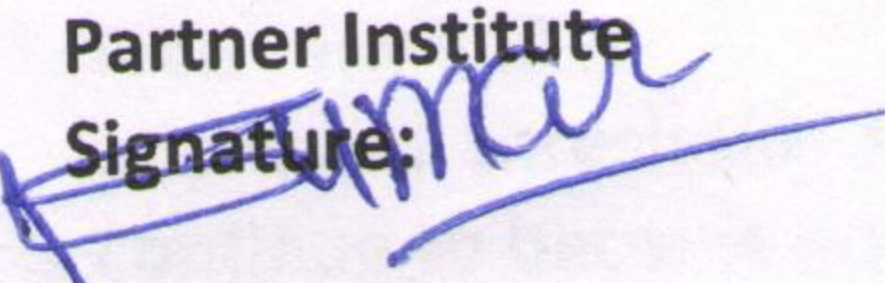
- b) **Amendment:** This MOU shall not be amended, changed, modified in whole or in part except by an instrument in writing signed by both the Parties hereto.
- c) **Relationship of Parties:** Nothing in this MOU shall be construed as creating a relationship of partnership, joint venture, agency or employment between the Parties. Neither Party shall be responsible for the acts or omissions of the other Party, nor shall either Party have the power or authority to speak for or assume any obligation on behalf of the other Party.
- d) **Assignment:** Each Party may assign its rights and obligations under this MOU with the prior written consent of the other Party. Notwithstanding the foregoing, NEN shall be entitled to assign any of its rights and obligations to any of its affiliates without the prior written consent of the Partner Institute. It is clarified that:
 - i. The assignment or alienation of any part or whole of the Partner Institute IP or WOF/NEN IP shall not be construed to be an assignment of rights or obligations under this MOU; and
 - ii. The delegation of any obligations under this MOU by WOF/NEN to any person or entity shall not be construed to be an assignment of rights or obligations under this MOU, so long as NEN remains at all times responsible for its obligations under this MOU.
- e) **Indemnity:** This MOU does not contemplate or provide for the exchange of any funds between the Parties. Therefore, save and except for fraud, no Party shall be liable to indemnify or pay damages to the other Party, its officers, directors, employees or agents from and against any liabilities, costs and expense incurred or suffered, or to be incurred or suffered by the other Party that arise out of or relate to, or result from any breach or termination by either Party of any of the provisions of this MOU. With regard to third party claims, each Party shall bear the liability of dealing with such claims that arise of breach by such Party of the terms of this MOU or the law for the time being in force.
- f) **Counterparts:** This MOU may be executed in two counterparts each of which when so executed and delivered in the English language shall be an original, but all of which shall together constitute one and same instrument.
- g) **Notice:** Either Party may, from time to time, change its respective address or representative for receipt of notices or other communications by giving to the other Party not less than 10 days prior written notice in English. **Please note you are required to notify NEN in writing upon making a change at nen-membership@wfglobal.org and legal@wfglobal.org.**

9. **Matters Not Covered by the MOU:** The WOF brand is upheld not only because of its thought leadership in entrepreneurship and best practices but also for the quality of its content, program management, delivery standards, material, tools, etc. Hence any co-branding, co-certification and marketing association for a program would be subject to quality assessment on a case-by-case basis with individual partners and respective programs. This MOU does not automatically include co-branding, co-certification or marketing of programs operated by the Partner Institute, and discussions regarding such matters would be on a case-by-case basis between the Partner Institute and NEN.

The Formal Approval Letter signed on _____ will be considered to be Annexure 1 of this MoU.

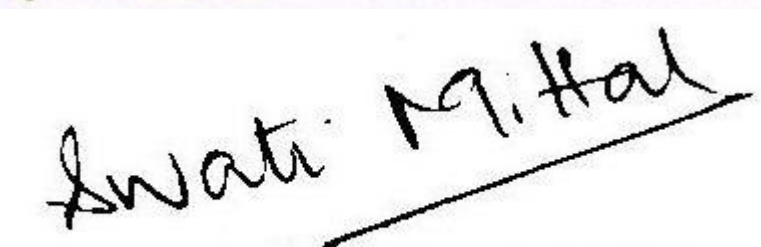
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We have read the above information and agree that the Partner Institute will engage in the NEN Entrepreneurship Development Affiliation. We understand that this guidance and support will enhance the value of our experience and speed of development in entrepreneurship education.

Partner Institute
Signature: 

Name: SATISHKUMAR
Designation: REGISTRAR
Date:



National Entrepreneurship Network
Signature: 

Name: Swati Mittal
Designation: Authorized Signatory
Date:

Annexure 2: Monitoring & Evaluation Requirements

Impact Measurement is an integral part of all NEN programs. It helps NEN and the partner establish the success of its program in benefitting the beneficiaries.

The success of the Entrepreneurship Development program is measured in the form of new ventures created by its students and the growth of these ventures in terms of business and employment, outlined below:

- **Accelerating start-ups:** How many more new ventures were created as a result of NEN's intervention?
- **Improved threshold:** How many startups were able to manage the critical initial period to continue to become going concerns?
- **Increased Growth:** How many additional jobs (at family sustaining wages) did these ventures create?

The following table is indicative of data needed from the institute and will be kept confidential and used purely to evaluate the success of our programs.

Cells in grey indicate that data is not needed. Actual data required may vary based upon needs.

		Baseline	Endline	Year 1	Year 2	Year 3	Year 4	Year 5
	Metric	At Institute Signup - last academic yr	At End of Course	Current Year (2018-19) (Students)	Next Year (2019-20) (Alumni)	Year after Next (2019-20)	Year 4 (2020-21) (Alumni)	Year 5 (2021-22) (Alumni)
OUTCOMES	Institute Level Data: Institute Name:							
	No. and % of Students who started ventures upon graduation and after							
	Student Startup Level Data							
	Name of the Student:							
	Name of the Venture:							
	No. of full-time Employees + Contractors (incl. Founders) on date							
	Average Salary (in INR) for New Employees/ Contractors							
	Annual Revenue (in INR for FY)							
	Gross Margin/ EBITDA (in INR for FY) - If avl.							
	No. of Customers/ No. of Users							
OUTPUTS	Funding + Debt Levels on date							
	Attribution % to WF							
	Engagement Threshold		Course Compl. w 80% quiz, Final	First Venture ~1h/week	~1h/week	~1h/week	~1h/week	~1h/week
	Motivation to start Venture*							
	Qualitative feedback on WF Offerings							
	Rating on WF Interventions (Courses, Accelerator Programs, connects)							

The data to be provided by the Institute faculty and students - at various stages is explained below.
• NEN needs commitment from the institute to facilitate and encourage their staff and students to provide this information:

Baseline Data: To be collected at the time of MOU Signup (institute) and registration (Student)

- Institute's track record of startups being created in prior years; and
- Student's motivation to become an entrepreneur and current plans after graduation.

Endline Data: To be collected at the end of the course

- Feedback on the Wadhwani Course.

Ongoing Tracking: To be collected upon graduation and, for select student volunteers, annually

- Outcomes in terms of better job prospects or venture creation (with associated job creation at family sustainable wages).

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