

Memorandum of Understanding

between

RV Institute of Management, Bengaluru.

&

Boston IT Solutions (India) Private Ltd, Bangalore

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding ("**MoU**") is signed between RV Institute of Management, Bengaluru, referred henceforth as RVIM Bangalore with registered office at RVIM, CA 17, 36th Cross Rd, 4th T Block East, Jayanagar 9th Block, Jayanagar, Bengaluru, Karnataka 560041 and M/s BOSTON IT SOLUTIONS (I) PVT LTD, No.64, Ground Floor, Railway Parallel Road, Kumara Park West, Bengaluru, Karnataka 560020 (herein referred to as "BOSTON"). This MoU is executed at Bangalore on this 20 February 2023

RVIM was established in the year 1999 and is a part of RV Group of Institutions managed by Rashtriya Sikshana Samithi Trust (RSST). RVIM is an autonomous Institution with NAAC A+ accreditation and QS-I gauge Diamond Certification. The institution offers a 2 years' full time MBA Programme with specializations in Marketing, Finance, HR, Entrepreneurship and Start-up, Operations & SCM and Business Analytics in an independent, custom-designed and state of the art campus located at Jayanagar, Bangalore - the hub of Silicon Valley of India. RVIM aims at imparting value based holistic education in Business Administration to the budding talent and also to provide need based training, research and consultancy to the industry, Government and NGOs. To accomplish our mission of 'Transforming every student into a universal thought leader' we organize interactions with global thought leaders and experts from industry and academia on an ongoing basis regularly. We strongly believe that all such interactions kindle the required spark in the students and inspire them to excel in their careers.

AND

Boston IT Solutions India Pvt. Ltd, referred to hereafter as Boston having its registered office at Unit 64, Ground floor, Railway Parallel Road, Kumara Park West, Bengaluru, Karnataka 560020, has been operating in India since 2009. Boston India has been growing steadily since its inception and now has an on-ground presence in India, with key locations being at Mumbai, Hyderabad, Chennai, and Delhi. Boston Limited, its parenting company, was founded in 1992 in London, UK. Boston has expanded its operations globally and has been providing training in I.T. solutions and A.I. training for a long time. Its high performance, mission-critical server, and storage solutions are tailored for each specific client, helping create ideal solutions. Boston India helps clients solve the most challenging business problems simply and effectively from the initial specification, solution design, and even full custom branding. Boston has been providing cutting-edge technology.

It is agreed as follows :

1. The subject matter of this MOU is intended to cover & a specific collaborative effort between Boston India & RVIM to work towards designing, developing and offering an industry-specific application-oriented course Post Graduate Diploma in Business Analytics – referred to as PGDBA as per Annexure A. This Agreement between BOSTON and RVIM would be effective from the date of execution and valid up to 3 years.
2. This MOU is intended to take up various short-term Business Analytics students' training programs and other activities of mutual interest, between RVIM and BOSTON, specifically in research/projects and commercials if any. These will be discussed case to case basis and agreed upon mutually.

3. This MOU authorizes RVIM to use the services of Boston for the Post Graduate Diploma in Business Analytics course as per Annexure B terms of this MOU.

4. Boston will utilize the faculty expertise of RVIM for its R&D activities, consultancy and testing, and verification support on a mutually understanding.

ARTICLE 1:

MODES OF COLLABORATION

It is mutually agreed that upon the mutual consent of the institutions, collaboration shall be carried out to the extent feasible through such activities as listed below.

ARTICLE 2:

IMPLEMENTATION

In terms of such mutual collaboration envisioned and activity implemented under this agreement, the programs will be mutually discussed and jointly agreed upon in writing by authorized officials of either Institution before initiating a particular program or activity.

A program Review Committee shall be constituted with equal representation from both Boston and RVIM that will review all aspects of the implementation of the proposal. The committee will also look into new avenues of collaboration and cooperative working.

ARTICLE 3:

PROCEDURES AND FUNDING

1. The overall program will be coordinated by the office of Boston, Bangalore, and the office of RVIM, Bangalore. And Joint certificate will be issued upon program completion. And the degree/diploma will be awarded to the students by RVIM on successful completion of the course
2. The financial arrangements for conducting the Post Graduate Diploma in Business Analytics Program as defined in Annexure B and other activities on a case-to-case basis discussion & will be negotiated through designated officials after the activity is finalized.

ARTICLE 4:

AMENDMENTS TO THIS MOU

Amendments to this Agreement may be made during its validity through mutual written consent of Boston and RVIM.

ARTICLE 5:

DURATION OF THIS MOU

This MOU will remain operative for three years from formally signing the MOU.

ARTICLE 6:

COMMERCIALS & PAYMENTS:

1. Industry partnership Programmes: PGDBA courses Boston share of responsibility

BOSTON will take up 35% delivery of the course in the PGD- BA Program curriculum coverage as per Annexure B on the application of knowledge on Business Analytics.

2. Fees Structure:

The fee structure for PGDBA is Rs. 1, 67,500 inclusive of all taxes and other fees for each student enrolled. The fee structure is enclosed in Annexure C

3. Consulting Projects

Collaborative research shall be encouraged between RVIM BANGALORE and BOSTON involving interested faculty members and students. Key areas of joint R&D shall be in the domain of Business Analytics/Specific Domains. And commercials if any are involved will be mutually discussed and agreed upon.

ARTICLE 7

MOU ADMINISTRATORS

Said otherwise provided in the MOU all actions to be taken and all notices to be given or taken hereunder by RVIM, to be taken or given by the Director, RVIM or his authorized representative and on behalf of Boston, Mrs. Laxmi Nageswari, Global Head A.I. Education, Boston, his/her authorized representative from Boston

ARTICLE 8:

TERMINATION

Any of the Parties may terminate this agreement by serving a written notice on the other Parties three months prior to the intended date of termination. The termination by either of the parties shall not relieve that party of its obligations accrued before such termination under a specific Project.

ARTICLE 9:

NOTICES

All communications by Boston involving financial, administrative, key technical objectives & decisions, and other matters shall be sent to the Director RVIM. All communications by RVIM involving financial, administrative, key technical objectives & decisions, and other matters shall be sent to Global Head A.I. Education, Boston. All information on incremental technical details and day-to-day working may be exchanged directly between the RVIM faculty and appropriate Boston personnel as identified from time to time.

ARTICLE 10:

PUBLICATIONS

Acknowledges the importance to the institute of publishing results arising from projects done. If RVIM wishes to publish such results, then the written permission from Boston shall be sought in good time before publication or other disclosure, and Boston will respond to such requests within 15 days of the receipt thereof. Similarly, Boston will get prior permission from RVIM and acknowledge the same when it uses any of RVIM's information or knowledge in any forum.

ARTICLE 11:

GENERAL

- (a) The headings of various clauses herein are inserted for convenience of reference and are not deemed to affect the meaning or construction of relative provisions.
 - (b) RVIM will have the right to continue to utilize the Information, kits, and Software given for its teaching purposes under the MoU duration period.
 - (c) This Agreement and its Appendices constitute the entire agreement amongst the Parties and supersede all other representations, understandings, or communication, whether written or verbal, with respect to the subject matter hereof.
 - (d) Neither this MoU nor any activities described herein shall be construed as creating a partnership, joint venture, agency or other such relationship. Both parties agree that this MoU represents an exclusive relationship between the parties only for the duration of the MoU, and nothing contained herein shall preclude either party from participating/initiating a similar connection with third parties.
 - (e) The term confidential shall not include information available or through prior expertise or lawfully obtained or available from a third party or other legally available sources.
 - (f) As both parties are engaged in various aspects associated with Research and Technology innovation, any Intellectual property developed by either party individually would belong to the respective parties. If developed jointly, then it would belong to both parties. The terms and conditions, including the right to use or refuse, period of exclusivity, revenue sharing, and royalty
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with respect to the individual or joint I.P.s, may be decided by both parties on a case-by-case basis.

(g) From RVIM Mr. Mithun D J will be one point of contact from the Institution to implement and follow up on this agreement. From Boston, Mrs. Laxmi Nageswari, Global Head of A.I. Education, will be one point of contact.

(h) Both Boston and RVIM jointly work to promote the said course using their available channels, contacts, and expertise.

ARTICLE 12:

ARBITRATION

This MOU is based on mutual trust, confidence, and faith. Both the parties hereby agree to carry out the assignment in good faith. All matters will be kept confidential and will not be divulged to any other party. The MOU administrators will settle differences of opinion arising out of and in connections with the MOU on the basis of mutual consultation by the administrators. Finally, this MOU is wholly meant to contribute to the learning process of the faculty and the students belonging to RVIM and possible R&D and developmental activity of Boston and not any other purpose. If the said MOU administrators cannot resolve the differences of opinion, the matter shall be resolved by arbitration by the Arbitration and Conciliation Act, 1996. Each party shall appoint one arbitrator, and the two arbitrators will appoint a third arbitrator. A panel of three arbitrators shall conduct the arbitration. The venue of arbitration shall be exclusively in Bangalore. The decision of the panel of arbitrators shall be binding on both parties

(b) This Agreement shall be governed by the laws of India and subject to the jurisdiction of Courts in Bangalore.

ARTICLE 13

FORCE MAJEURE

Neither party shall be held responsible for non-fulfilment of their respective obligations under this agreement due to the exigency of one or more of the force majeure events such as but not limited to acts of God, War, Flood, Earthquakes, Epidemics, etc. provided on the occurrence and cessation of any such event the party affected thereby shall give notice in writing to the other party within one month of such occurrence or termination. If the force majeure conditions continue beyond six months, the parties shall jointly decide about the future course of action.

This memorandum is executed in the English Language in two originals, and each party holds one original.

1. General

- 1.1 It is understood and agreed that neither Party to this MOU shall be liable for any negligent or wrongful acts, either of commission or omission, chargeable to the other unless such liability is imposed by law, and that this MOU shall not be construed as seeking to either enlarge or diminish any obligation or duty owed by one Party against the other or against third parties.
- 1.2 This instrument contains the entire agreement between the parties and no statements, promises or inducements made by either Party or agent of either Party that are not contained in this written MOU shall be valid or binding; and this MOU may not be enlarged, modified, or altered except in writing, signed by the Parties.
- 1.3 Boston and RVIM extend joint support in terms of Placements assistance and Internships to PGDBA registered students in all possible manners.
- 1.4 Boston will, jointly with an industry partner provide global recognized Industry certification along with RVIM to students on successful completion of the PGDBA course.

Signatories of the MOU

V. Laxmi

for Boston IT Solutions (I) Pvt Ltd.

Signed on behalf of BTA

Global Head AI Edu & Solutions

Boston Training Academy

Boston IT Solutions (India) Private Ltd

[Handwritten Signature]
20.02.2023

for RV Institute of Management

Signed on behalf of RVIM

Director,

RVIM BANGALORE

Dr. Purushottam Bung
Professor & Director
RV Institute of Management
CA-17, 36th Cross, 26th Main, 4th 'T' Block,
Jayanagar, Bengaluru - 560041.

Annexure A

Proposed Course Matrix Subject to approval by the Governing Body

Course Matrix – I Semester (4+1 months)

Subject Code.	Name of the Course	Credits Assigned	Maximum Marks		
			Continuous Internal Assessment	Semester End Examination	Total
23PGB111	ADVANCED IT SKILLS (SEC)	03	50	50	100
23PGB112	BUSINESS STATISTICS (CC)	04	50	50	100
23PGB113	INTRODUCTION TO BUSINESS ANALYTICS, DATA WAREHOUSING & DATA MINING (CC)	03	50	50	100
23PGB114	DBMS & SQL (ELC)	03	50	50	100
23PGB115	PREDICTIVE ANALYTICS USING R (SEC)	04	50	50	100
23PGB116	EMERGING TECHNOLOGIES (CC)	03	50	50	100
23PGB117	ECONOMETRICS FOR DECISION MAKING (ELC)	04	50	50	100
Total		24	350	350	700

Course Matrix – II Semester (4+1 months)

Subject Code.	Name of the Course	Credits Assigned	Maximum Marks		
			Continuous Internal Assessment	Semester End Examination	Total
23PGB121	MACHINE LEARNING USING PYTHON (SEC)	04	50	50	100
23PGB122	PRESCRIPTIVE ANALYTICS (ELC)	04	50	50	100
23PGB123	WEB & SOCIAL MEDIA ANALYTICS (ELC)	03	50	50	100
23PGB124	BIG DATA ANALYTICS (CC)	03	50	50	100
23PGB125	DATA VISUALIZATION & STORY TELLING USING TABLEAU (SEC)	04	50	50	100
FUNCTIONAL ELECTIVES: (Any One)					
• 23PGB221	• Finance & Risk Analytics	04	50	50	100
• 23PGB222	• HR Analytics				
• 23PGB223	• Marketing & Retail Analytics				
• 23PGB224	• Health Care Analytics				
• 23PGB225	• Operations & Supply Chain Analytics				
OPEN ELECTIVES: (Any One)					
• 23PGB321	• Design Thinking	02	50	50	100
• 23PGB322	• Project Management				
Total		24	350	350	700

Course Matrix – Project (2 months)

Subject Code.	Name of the Course	Credits Assigned	Maximum Marks		
			Continuous Internal Assessment	Semester End Examination	Total
23DBA421	REAL WORLD CAPSTONE PROJECT	06	50	50	100
Total		06	50	50	100

Annexure B

Boston responsibility:

- Total 21 Credits: 315 Hours
- No of Students: The target is 60: with an expected batch size of 30 students to begin with. There is no explicit ceiling
- 35 % Workload for Boston
- All Boston courses are to be covered on Saturdays

Boston: Courses to be covered

Sem 1: 11 Credits

- Predictive Analytics using R- 4 Credits
- Econometrics (time series/LP Model etc)- 4 Credits
- Emerging Technologies – 3 Credits

Sem 2: 10 Credits

- ML (Deep learning to be there within the module) using Python – 4 Credits
- Web Analytics and Social Media Analytics - 3 Credits
- Big Data Analytics(Parallel Processing, Hadoop) – 3 Credits

Internship:

- Boston will provide Industry problem statements through their industry connect and provide internship opportunities. RVIM along with Boston will mentor the students for the Internship
- Two opportunities per student: Placement Assistance will be executed by Boston(on students best effort basis)

Billing:

- Billing will be Sem wise with GST Exclusive
- Revenue Sharing: Below 20 students revenue sharing will be 30% for Boston & 70% for RVIM
- above 20 students revenue sharing will be 25 % for Boston & 75% for RVIM

Annexure C**Fee Structure & Fees Sharing:**

- Total tuition fee for PGDBA is Rs. 1,50,000 per student
- Billing will be Semester wise with GST Exclusive
- Revenue Sharing: Up to 20 students revenue sharing will be 30% for Boston & 70% for RVIM of the term fees only
- For above 20 students revenue sharing will be 25 % for Boston & 75% for RVIM of the term fees only

Sl. No	FEE STRUCTURE	(in Rupees.)
1.	Application Fee & Entrance Fee (will be collected separately)	INR 500
2.	Term 1 Tuition Fees	INR 75,000
3.	Term 2 Tuition Fees	INR 75,000
5.	Examination Fees (will be collected separately)	INR 5000
6.	Graduation Fees (will be collected separately)	INR 2000
7.	Other Fees (Provision for GST)	INR 10,000

Boston Share:

Total Tuition Fee: Rs. 150000 per student

Boston share: per student

30% up to 20 number of students: Rs. 45000+ GST

25% above 20 number of students: Rs. 37500+GST