



Cranes Varsity Private Limited

Correspondence Address:

#82, Presidency Building, 3rd & 4th Floor,

St. Marks Road, Bengaluru - 560 001, Karnataka

Ph: +91 80 6764 4800/4848

Fax: +91 80 6764 4888

Email: training@cranessoftware.com

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the Twenty First March Two Thousand Twenty- Four (21/03/2024), by and between

Cranes Varsity Private Limited (A subsidiary Company of Cranes Software International Limited) (hereinafter referred to as the "First Party"), registered under the Companies Act, 2013 and having its office at # 82, Presidency Building, 3rd & 4th Floor, St Marks Road, Bengaluru, Karnataka 560001 (hereinafter referred to as "Cranes Varsity")

And

Department of Electronics & Communication Engineering of K. S. INSTITUTE OF TECHNOLOGY (KSIT) has been established in 1999 and having its registered office located at No. 14, Kanakapura Main Rd, Raghuvanahalli, Bangalore City Municipal Corporation Layout, Bengaluru, Karnataka 560109 here in after referred to as **second party**

The memorandum of understanding is proposed in order to establish high end technology training. Through this MOU, the two parties agree to the following:

- A. A steering committee will be set up to monitor the activities of the MoU. The committee will consist of the **Ms. Ashwini C I, General Manager of Cranes Varsity Bangalore** and **Dr. Dilip Kumar K, Principal & Director, KSIT, Bangalore** with mutual consent, the steering committee can be expanded to include more members from the two institutions. The steering committee will be the supreme body as far the implementation of the activities of the MoU, the continuation of the MoU, and termination of the MoU are concerned.
- B. The Parties are desirous of entering into this MoU to declare their respective intentions and to establish a basis of cooperation and collaboration between the Parties upon the terms as contained herein.
- C. It has been decided between the parties to provide support to deliver trainings & relevant service.
- D. The Parties intent to cooperate and focus their efforts on cooperation within area of Skill Based Training, Education.
- E. The Parties to this MoU agree to continue discussions and communication on the areas as identified in respect of their implementation and in identifying each Party's function.
- F. In the event the Parties so desire, they may enter into a separate legally binding agreement in respect of any area subject to terms and conditions as mutually agreed by both Parties.

OBJECTIVE

To be a quality skill enhancement partner and design, develop and deliver programs which in turn will lead to professional courses as per the industry requirements and making aspirants employable.

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. The parties shall keep each other informed of potential opportunities and shall share the information that may be relevant to secure additional opportunities for one another.

Cranes Varsity & ECE Department of KSIT co-operation will facilitate effective utilization of the trainers and the training methodology keeping in mind the needs of the industry.

SCOPE

The Budding Under Graduated / Graduates from the institution looking to up-skill could play a key role in technological up-gradation, innovation and competitiveness of an industry. Both parties believe that the close co-operation between the two would be of major benefit to the student community to enhance their skills and Knowledge.

The **Cranes Varsity** and the **ECE Department of KSIT** hereby agree to associate themselves towards delivering services as per the scope defined below:

Both parties to provide the following support:

Cranes Varsity will provide **Certification courses for undergraduates**

Skill Development Program – Cranés Varsity in Partnership with **KSIT** will provide training in Emerging technologies, the modules required by Industry in order to bridge the skill gap and make them industry ready. Provide skill-based trainings on Embedded, Automotive, IoT, Data Science, VLSI, Cyber Security, EV & Software Application.

1. **Curriculum Design** – curriculum will be suitably customized so that the students fit into the industry scenario meaningfully.
2. **Mode of Training** - It can be 100 % online / Offline OR Blended. Classroom mode training can be conducted both at **Cranes Varsity**, Bangalore or at **KSIT Blore** premises. Trainer will provide assignments & projects for the hands-on training to the students. Student's performance will be evaluated at frequent intervals and their performance will be notified to both Student's and College. Both parties to obtain all internal approvals, permissions and

Ashwin CA

Shamas

licenses of whatsoever nature required for offering the programs on the terms specified herein.

3. **Trainers /Technical Experts:** Provide technically qualified and certified trainers, Engaging, understanding, and knowledgeable technical trainer for each of the technical modules. Also provide list of training experts allotted to each Training Centre (in case of multiple centers for training delivery)
4. **Placement of Trained Students under Placement oriented program– Cranes Varsity** will actively engage to help the delivery of the training and placements of students into internships /jobs and will facilitate placements for at least 80% of the students. One-point touch base of students “**Journey from Training till Getting Placed**”
5. **Infrastructure - Cranes Varsity** will provide state of the art facility Class rooms with well-equipped labs and hardware’s, class rooms with high end system configurations and LCD projectors.
6. **Training certification – Globally recognized training certificate** will be provided to all participants after successful completion of training Students to benefit with Job Oriented Certification courses along with Engineering Degree, which will help to bridge the gap between education level and industry expectations.
7. **Financial arrangement:**
 - I. Course fee shall be decided by mutual agreement by both the parties for all the programs.
 - II. Course Fee will be excluding all taxes.
 - III. Installment and mode of payment should also be mutually agreed.

KSIT to provide the following:

1. Provide the available infrastructure, training rooms with right capacity of students & Basic amenities and with Computers & necessary software and hardware, suitable and ready for delivering the training programs.
2. Provide required students with relevant background for training
3. Provide a workable space / room with basic amenities for the staff of the associate
4. Accommodation for Technical trainers and staff visiting for training coordination.

The **Cranes Varsity** and **KSIT** are entering into this memorandum of understanding for the purpose of Technical Trainings. This agreement is being signed by the parties without any pressure, coercion, influence, or any type of compulsion.

It is hereby clarified between the parties to this agreement that **Cranes Varsity** is not giving any license or sub-franchise to the **ECE Department of KIST** and any such interpretation by the **Second party** shall not be valid and the **KSIT** will not

Johny - CA

Amal - 6


represent itself to be a licensor or sub-franchise of **Cranes Varsity** anywhere in respect of any support being provided by them under this agreement.

- b) **Force Majeure** - In the event of non-fulfillment of the contract terms and conditions due to any reason of force majeure namely fires, wars, riots, strikes, natural calamities, etc., neither the **Cranes Varsity** nor **KSIT** shall be held responsible for any loss or consequential loss.
- c) The **Cranes Varsity** shall ensure that all its software is legal. **ECE Department of KSIT** shall not be responsible in any way for any liabilities arising out of use of pirated software.
- d) **Breach of Agreement** – **ECE Department of KSIT** shall have the right to terminate the agreement with **Cranes Varsity**, in case the either fails to provide the services successfully as mentioned in the agreement, or violates any of the clause mentioned in the MOU, or exploits the students or misuses the partnership with **KSIT** in any way.
- e) **Amendment to the Agreement** - The obligation of the **Cranes Varsity** and **KSIT** have been outlined in this agreement. However, during the operation of the agreement, circumstances may arise which call for alteration or modifications of this Agreement. These modifications/alterations will be mutually discussed and agreed upon in writing.
- f) **Period of Validity** - This agreement shall be initially valid for one year from the date of signing the agreement and to be renewed subsequently by mutual consent of both the parties.
- g) **Arbitration** - Any dispute arising with regard to any aspect of this Agreement shall be settled through mutual consultations and agreements by the parties to the Agreement.
- h) **Confidentiality and Non-Disclosure:**
 - a. Both parties hereby agree and undertake to maintain the confidentiality of this Understanding and its provisions and of all negotiations and transactions caused subsequently.
 - b. Both parties agree and undertake to maintain the confidentiality of all Confidential Information and reveal the same to their Employees only on a need-to-know basis.
 - c. Both parties shall ensure the confidentiality of all and any information that may be divulged to the other pursuant to the execution of this Memorandum of Understanding and the negotiations thereafter.

IN WITNESS WHEREOF the parties have hereto executed this Memorandum of Understanding on the day and date first herein above written.

Ashwini C.G.

Cranes Varsity Pvt Ltd


PRINCIPAL
K.S. INSTITUTE OF TECHNOLOGY
BENGALURU - 560 109
KSIT



Cranes Varsity Private Limited

Correspondence Address:

#82, Presidency Building, 3rd & 4th Floor,
St. Marks Road, Bengaluru - 560 001, Karnataka

Ph: +91 80 6764 4800/4848

Fax: +91 80 6764 4888

Email: training@cranessoftware.com

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the Twenty First March Two Thousand Twenty- Three (21/03/2023), by and between

Cranes Varsity Private Limited (A subsidiary Company of Cranes Software International Limited) (hereinafter referred to as the "First Party"), registered under the Companies Act, 2013 and having its office at # 82, Presidency Building, 3rd & 4th Floor, St Marks Road, Bengaluru, Karnataka 560001 (hereinafter referred to as "Cranes Varsity")

And

Department of Electronics & Communication Engineering of K. S. INSTITUTE OF TECHNOLOGY (KSIT) has been established in 1999 and having its registered office located at No. 14, Kanakapura Main Rd, Raghuvanahalli, Bangalore City Municipal Corporation Layout, Bengaluru, Karnataka 560109 here in after referred to as **second party**

The memorandum of understanding is proposed in order to establish high end technology training. Through this MOU, the two parties agree to the following:

- A. A steering committee will be set up to monitor the activities of the MoU. The committee will consist of the **Ms. Ashwini C I, General Manager of Cranes Varsity Bangalore** and **Dr. Dilip Kumar K, Principal & Director, KSIT, Bangalore** with mutual consent, the steering committee can be expanded to include more members from the two institutions. The steering committee will be the supreme body as far the implementation of the activities of the MoU, the continuation of the MoU, and termination of the MoU are concerned.
- B. The Parties are desirous of entering into this MoU to declare their respective intentions and to establish a basis of cooperation and collaboration between the Parties upon the terms as contained herein.
- C. It has been decided between the parties to provide support to deliver trainings & relevant service.
- D. The Parties intent to cooperate and focus their efforts on cooperation within area of Skill Based Training, Education.
- E. The Parties to this MoU agree to continue discussions and communication on the areas as identified in respect of their implementation and in identifying each Party's function.
- F. In the event the Parties so desire, they may enter into a separate legally binding agreement in respect of any area subject to terms and conditions as mutually agreed by both Parties.

Ashwini C.I.

Dilip Kumar K.

OBJECTIVE

To be a quality skill enhancement partner and design, develop and deliver programs which in turn will lead to professional courses as per the industry requirements and making aspirants employable.

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. The parties shall keep each other informed of potential opportunities and shall share the information that may be relevant to secure additional opportunities for one another.

Cranes Varsity & ECE Department of KSIT co-operation will facilitate effective utilization of the trainers and the training methodology keeping in mind the needs of the industry.

SCOPE

The Budding Under Graduated / Graduates from the institution looking to up-skill could play a key role in technological up-gradation, innovation and competitiveness of an industry. Both parties believe that the close co-operation between the two would be of major benefit to the student community to enhance their skills and Knowledge.

The **Cranes Varsity** and the **ECE Department of KSIT** hereby agree to associate themselves towards delivering services as per the scope defined below:

Both parties to provide the following support:

Cranes Varsity will provide Certification courses for undergraduates

Skill Development Program – Cranest Varsity in Partnership with **KSIT** will provide training in Emerging technologies, the modules required by Industry in order to bridge the skill gap and make them industry ready. Provide skill-based trainings on Embedded, Automotive, IoT, Data Science, VLSI, Cyber Security, EV & Software Application.

1. **Curriculum Design** – curriculum will be suitably customized so that the students fit into the industry scenario meaningfully.
2. **Mode of Training** - It can be 100 % online / Offline OR Blended. Classroom mode training can be conducted both at **Cranes Varsity**, Bangalore or at **KSIT Blore** premises. Trainer will provide assignments & projects for the hands-on training to the students. Student's performance will be evaluated at frequent intervals and their performance will be notified to both Student's and College. Both parties to obtain all internal approvals, permissions and

Shree C.A

Shree

licenses of whatsoever nature required for offering the programs on the terms specified herein.

3. **Trainers /Technical Experts:** Provide technically qualified and certified trainers, Engaging, understanding, and knowledgeable technical trainer for each of the technical modules. Also provide list of training experts allotted to each Training Centre (in case of multiple centers for training delivery)
4. **Placement of Trained Students under Placement oriented program– Cranes Varsity** will actively engage to help the delivery of the training and placements of students into internships /jobs and will facilitate placements for at least 80% of the students. One-point touch base of students “**Journey from Training till Getting Placed**”
5. **Infrastructure - Cranes Varsity** will provide state of the art facility Class rooms with well-equipped labs and hardware’s, class rooms with high end system configurations and LCD projectors.
6. **Training certification – Globally recognized training certificate** will be provided to all participants after successful completion of training Students to benefit with Job Oriented Certification courses along with Engineering Degree, which will help to bridge the gap between education level and industry expectations.
7. **Financial arrangement:**
 - I. Course fee shall be decided by mutual agreement by both the parties for all the programs.
 - II. Course Fee will be excluding all taxes.
 - III. Installment and mode of payment should also be mutually agreed.

KSIT to provide the following:

1. Provide the available infrastructure, training rooms with right capacity of students & Basic amenities and with Computers & necessary software and hardware, suitable and ready for delivering the training programs.
2. Provide required students with relevant background for training
3. Provide a workable space / room with basic amenities for the staff of the associate
4. Accommodation for Technical trainers and staff visiting for training coordination.

The **Cranes Varsity** and **KSIT** are entering into this memorandum of understanding for the purpose of Technical Trainings. This agreement is being signed by the parties without any pressure, coercion, influence, or any type of compulsion.

Shreeini - CA
It is hereby clarified between the parties to this agreement that **Cranes Varsity** is not giving any license or sub-franchise to the **ECE Department of KIST** and any such interpretation by the **Second party** shall not be valid and the **KSIT** will not

Shreeini

represent itself to be a licensor or sub-franchise of **Cranes Varsity** anywhere in respect of any support being provided by them under this agreement.

- b) **Force Majeure** - In the event of non-fulfillment of the contract terms and conditions due to any reason of force majeure namely fires, wars, riots, strikes, natural calamities, etc., neither the **Cranes Varsity** nor **KSIT** shall be held responsible for any loss or consequential loss.
- c) The **Cranes Varsity** shall ensure that all its software is legal. **ECE Department of KSIT** shall not be responsible in any way for any liabilities arising out of use of pirated software.
- d) **Breach of Agreement** – **ECE Department of KSIT** shall have the right to terminate the agreement with **Cranes Varsity**, in case the either fails to provide the services successfully as mentioned in the agreement, or violates any of the clause mentioned in the MOU, or exploits the students or misuses the partnership with **KSIT** in any way.
- e) **Amendment to the Agreement** - The obligation of the **Cranes Varsity** and **KSIT** have been outlined in this agreement. However, during the operation of the agreement, circumstances may arise which call for alteration or modifications of this Agreement. These modifications/alterations will be mutually discussed and agreed upon in writing.
- f) **Period of Validity** - This agreement shall be initially valid for one year from the date of signing the agreement and to be renewed subsequently by mutual consent of both the parties.
- g) **Arbitration** - Any dispute arising with regard to any aspect of this Agreement shall be settled through mutual consultations and agreements by the parties to the Agreement.
- h) **Confidentiality and Non-Disclosure:**
- Both parties hereby agree and undertake to maintain the confidentiality of this Understanding and its provisions and of all negotiations and transactions caused subsequently.
 - Both parties agree and undertake to maintain the confidentiality of all Confidential Information and reveal the same to their Employees only on a need-to-know basis.
 - Both parties shall ensure the confidentiality of all and any information that may be divulged to the other pursuant to the execution of this Memorandum of Understanding and the negotiations thereafter.

IN WITNESS WHEREOF the parties have hereto executed this Memorandum of Understanding on the day and date first herein above written.



Shamshir C

PRINCIPAL
K.S. INSTITUTE OF TECHNOLOGY
BENGALURU - 560 109
KSIT