



St. Francis Institute of Management and Research (**SFIMAR**)

3.5.2

Number of functional MoUs with Institutions, other Universities, Industries, Corporate Houses etc. during the last five years

**MEMORANDUM OF
UNDERSTANDING(MOU)**

BETWEEN

**St. Francis Institute of Management &
Research**

"A" Grade by NAAC & ISO 9001-2015 Certified Institute

&

Ace Performance Consultants

MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (hereinafter called as the 'MOU') is entered into on this the 15th day of - May - Two Thousand Seventeen (15/05/2017).

To,

ACE Performance Consultants:

We are pleased to get into an association with your esteemed organisation as our Training and Placement partner.

Purpose:

1. To give a holistic development to students on Personality/ Softskills /Technical Skills by training our students as per industry requirement identified by the Institute.
2. To assist institute by sharing job leads received from your clients for Final Placement & Summer Internships

Internships and Placement of Students: Terms and Conditions

1. The company name, package, profile and job location will be communicated to the Institute and it will be kept confidential by the Institute till the consultancy notify for its disclosure.
2. The consultancy will not be approaching to the students directly, whose CVs are shared by the Institute for the current year placement till 30th June.
3. In case any student approaches you directly or indirectly for any job related issues, the consultancy will inform the concerned person of the Institute by an e-mail, giving student details.
4. The information about scheduling any selection process will be informed to the Institute well in advance and if possible can be consulted before fixing a date with the company.
5. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
6. There shall be no monetary transactions from either side.

You will be sharing the job profiles for the following fields of specialization. (Please Tickmark)

Marketing	<input type="checkbox"/>	Finance	<input type="checkbox"/>	Human Resources	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>	Operations	<input type="checkbox"/>	Not Applicable	<input type="checkbox"/>

Training Students : Terms and Conditions

1. The consultancy will not be approaching students directly for any monetary benefits.
2. Training should be conducted based on Skill requirement identified by the institute.
3. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
4. Training remunerations if applicable, will be as per the Institute's policy or with mutual consent with due approvals of institute's management.

You will be imparting Training to the students in the following areas. (Please Tickmark)

Soft Skills	<input checked="" type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
-------------	-------------------------------------	-----------	-------------------------------------

Other : _____

Validity:

This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, by way of communication, correspondence etc.
Both Parties may terminate this MOU upon 30 calendar days' notice in writing. In the event of Termination, both parties have to discharge their obligations.

I have gone through all the terms and conditions and have understood all the implications thereof. I agree to the above terms and conditions and in token of my acceptances I hereby affix my signature & Stamp to this document.

AGREED:

For
St. Francis Institute of Management & Research

Sangeeta Varma
15/05/17
Sangeeta Varma
Manager Corporate Relation & Placement
St. Francis Institute of Management & Research
Mt. Painsur, S. V. P. Road, Borivali (West),
Mumbai - 400 103. - Tel : 022 28917039

Authorized Signatory

Name : Ms. Sangeeta Varma
Designation: Manager Corporate Reations
& Placement

For
Ace Performance Consultancy


Ace Performance Consultants
Sheril Jennifer D'souza
Managing Director

Sheril Jennifer D'souza
15/05/2017

Authorized Signatory

Name :
Designation:

St. Francis Institute of Management & Research	Name of Industry ACE PERFORMANCE CONSULTANTS
Address: Mt. Painsur, S.V. P. Road, Borivali (W), Mumbai-400 103	Address: 102, DIVINE GRACE, 1-C COLONY, BORIVALI (W), MUMBAI - 400103
Contact Details: 022-28902202	Contact Details: 0091 9930441402
E-mails: placements@sfimar.org	E-mails ace.performance.consultants@gmail.com
Web: www.sfimar.org	Web: At LinkedIn



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website: www.sfimar.org

St. Francis Institute of Management and Research & Ace Performance Consultants

The MOU between St Francis Institute of Management and Research and Ace Performance Consultants was signed on 15/05/2017. Appended below is the list of activities organized under the MOU, yearwise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2016 - 17	Session on Personal Branding	13 th December 2016	13 th December 2016
2017 - 18	Session on HR Theories	11 th August 2017	11 th August 2017
2018 - 19	Training on Personal Interviews & Mock PI, Personal Branding	2 nd and 3 rd April 2019, 17 th April 2019	2 nd and 3 rd April 2019, 17 th April 2019

For
St. Francis Institute of Management and Research

Dr. G. Ramesh
Officiating Director

SEAL and Date

24/11/2021



For
Ace Performance Consultants

Authorized Signatory

SEAL and Date



Sheril Jennifer D'souza
Managing Director

29/11/2021



St. Francis Institute of Management and Research (SFIMAR)

3.5.2

Number of functional MoUs with Institutions, other Universities, Industries, Corporate Houses etc. during the last five years

1. Ace Performance

Academic Year (2016-2017)

Developing Students' Skills for Personal Branding

Objective – To train students to create a personal brand and pitch themselves to the employer during selection.

Summary: The training was conducted by senior HR alumina Ms. Sheril D'Souza, who has rich experience in various fields of HR and especially in training. She lives in Bahrain but is always keen to train the current students on various aspects related to corporate culture when she visits India. Ms. Sheril D'Souza taught them what Personal Branding is and its importance in the corporate world and individuals. As just learning the soft skills and technical skills is not enough these days. An individual needs to create their brand to be known through social media and networking.

Date of the activity: 13th December 2016

Name & Designation of Speaker: Sheril D'souza - Director - Ace Performance Consultant

Number of students enrolled: 49

Outcomes – Students learned about the meaning of personal Branding & the tips for creating your brand and how to make other people know about you as a brand. This workshop encouraged the students to think about their uniqueness, i.e., What is it that you want to be known for?

They also learned the 3Cs of personal Branding: Clarity, consistency, constancy. Be clear in who you are and are not. Do not sugar-coat your qualifications. Express your brand across all communications mediums. Determine where you want to fit in (industry and niche area of expertise) and then remain visible to your target audience.

Photos:



Alumina Ms. Sheril D'Souza taking a workshop on Personal Branding 13th December 2016

Ace Performance

Academic Year (2017-2018)

Training Topic: Upskilling students for HR Theories - Online Video Training from Bahrain

Objective – To give an overview of HR Theories relating to industry perspective.

Summary: This session was conducted by our Alumina through video conferencing from Bahrain. She is an experienced HR Professional in Bahrain. This session was conducted for 2nd year HR students. She emphasized HR theories to achieve two primary outcomes: more efficient and effective job performance and increased worker motivation or commitment. She also explained the four functions of management: planning, organizing, leading and controlling, emerging from this theory. Students liked the session.

Date of the activity: 11th August 2017

Name & Designation of Speaker: Sheril D'souza - Director - Ace Performance Consultant

Number of students enrolled: 23

Outcomes – Students got a revision of HR Theories. It was a desired session as they studied this in 1st year and with the perspective of interviews for final placement, many questions are asked from this topic. They also learned the correlation of these theories in HR jobs.

Photos:



Ms. Sheril D'Souza, conducting the session from Bahrain through video conferencing for HR students on 11th August 2017

Ace Performance

Academic Year (2018-2019)

Training Topic: Individual Mock Interview: Enhancing students Personal Interview skills

Objective – The objective of conducting this training is to make 1st-year students confident to face Interviews during the placement process.

Summary: Career Management Centre organizes this training for students to build up and raise their confidence level during the selection process of the companies. Senior Alumni members and corporate representatives are invited for the same. The interviews are conducted for HR and Technical rounds. The evaluation sheet is shared with interviewers by CMC and after the formal round of interviews, the student is given feedback for improvement by the interviewers. It is extremely useful training and helps students to improve immensely. For weaker students, more rounds of mock interviews are conducted by faculty and CMC.

Date of the activity: 2nd April 2019 & 3rd April 2019

Name & Designation of Speaker:

Ms. Bhuvaneshwari Venkatesh

Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Ms. Sheril D'souza - Director - Ace Performance Consultant

Number of students enrolled: 60 PGDM (ALL)

Outcomes – This Training helped students understand the improvement areas in the technical fields and their appearance, body language, and CV rectifications as per the individual's experience and projects. Students got confidence, and interviewers' feedback helped them perform confidently in company interviews during the placement process.

Photos:



Training on Personal Interview (Mock) conducted by Ms. Bhuvaneshwari Venkatesh & Ms. Sheril Dsouza 2nd April 2019 & 3rd April 2019

Training Topic:Elevator Pitch: Upskilling Students for Personal Branding

Objective – To prepare students for the most asked question in the personal interviews.

Summary: The students were trained to answer the most common question, i.e., "Tell me something about yourself." The expectation of an employer from students' replies and the sequence of information.

Date of the activity: 17th April 2019

Name & Designation of Speaker: Sheril D'Souza - Director - Ace Performance Consultant

Number of students enrolled: 60 PGDM students

Outcomes – This training raised the confidence level to face the personal interview. The students got the clarity to answer the commonly asked question almost in each interview: i.e., "Tell me something about Yourself" They prepared the information flow in the advised format for a quick reference and practice.

Photos:



Alumna Ms. Sheril D'souza - Upskilling Students for Personal Branding by training them on Elevator Pitch: 17/04/2019

**MEMORANDUM OF
UNDERSTANDING(MOU)**

BETWEEN

**St. Francis Institute of Management &
Research**

"A" Grade by NAAC & ISO 9001-2015 Certified Institute

&

Engaging Minds 99

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the 15th day of – May – Two Thousand Seventeen (15/05/2017).

To.

Engaging Minds 99

We are pleased to get into an association with your esteemed organisation as our Training and Placement partner.

Purpose

1. To give a holistic development to students on Personality/ Softskills /Technical Skills by training our students as per industry requirement identified by the Institute.
2. To assist institute by sharing job leads received from your clients for Final Placement & Summer Internships

Internships and Placement of Students: Terms and Conditions

1. The company name, package, profile and job location will be communicated to the Institute and it will be kept confidential by the Institute till the consultancy notify for its disclosure.
2. The consultancy will not be approaching to the students directly, whose CVs are shared by the Institute for the current year placement till 30th June.
3. In case any student approaches you directly or indirectly for any job related issues, the consultancy will inform the concerned person of the Institute by an e-mail, giving student details.
4. The information about scheduling any selection process will be informed to the Institute well in advance and if possible can be consulted before fixing a date with the company.
5. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
6. There shall be no monetary transactions from either side.

You will be sharing the job profiles for the following fields of specialization. (Please Tickmark)

Marketing	<input type="checkbox"/>	Finance	<input type="checkbox"/>	Human Resources	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>	Operations	<input type="checkbox"/>	Not Applicable	<input type="checkbox"/>

Training Students : Terms and Conditions

1. The consultancy will not be approaching students directly for any monetary benefits.
2. Training should be conducted based on Skill requirement identified by the institute.
3. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
4. Training remunerations if applicable, will be as per the Institutes policy or with mutual consent with the approvals of institute's management.

You will be imparting Training to the students in the following areas. (Please Tickmark)

Soft Skills Technical English.

Other : Business Communication, Communication skills, etc.

Validity:

This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, by way of communication, correspondence etc.

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

I have gone through all the terms and conditions and have understood all the implications thereof. I agree to the above terms and conditions and in token of my acceptances I hereby affix my signature & Stamp to this document.

AGREED:

For
St. Francis Institute of Management & Research

For
Engaging Minds 99



Manager Corporate Relations & Placement
St. Francis Institute of Management & Research
Mt. Painsur, S. V. P. Road, Borivali (W),
Mumbai - 400 103 - Tel: 022 28917089



Authorized Signatory & Stamp of Institute
Name : Ms. Sangeeta Varma
Designation: Manager Corporate Relations
& Placement

Authorized Signatory & Stamp of Company
Name : Ms. Bhuvaneshwari Venkatesh
Designation: Freelance Trainer/Instructor/Facilitator

St. Francis Institute of Management & Research	Name of Industry : Engaging Minds 99
Address: Mt. Painsur, S.V. P. Road, Borivali (W), Mumbai-400 103	Address: D-101, Bhoomi Classic CHS, opp. Smartbit Mall, Link Rd., Malad (W), - 64 Mumbai
Contact Details: 022-28902202	Contact Details: +91-9833067082
E-mails: placements@sfimar.org	Emails: engagingminds99@gmail.com bhuvana.nv3@gmail.com
Web: www.sfimar.org	Web:



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research (SFIMAR)

&

Engaging Minds 99

The MOU between St Francis Institute of Management and Research and Engaging Minds 99 was signed on 15/05/2017. Appended below is the list of activities organized under the MOU, yearwise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2017-2018	Business Communication Skills, Email Writing	31 st October 2017	3 rd November 2017
2018-2019	Soft Skills Training - Business Communication	30th October 2018. 1 st April 2019	30th October 2018. 17 th April 2019
2019-2020	Soft Skills Training – Non- Verbal Communication	30 th July 2019 24 th Sept 2019 14 th Jan 2020 28 th Jan 2020 25 th Feb 2020 11 th Feb 2020	9 th August 2019 27 th Sep 2019 21 st Jan 2020 4 th Feb 2020 3 rd March 2020 18 th Feb 2020

For

St. Francis Institute of Management and Research


Dr C Ramesh

Officiating Director

SEAL and Date

24/11/2021



For

Engaging Minds 99

Authorized Signatory


SEAL and Date

GST No: 27AEBPV4118BIZS

2. Engaging Minds 99

Academic Year (2017-2018)

Training Topic: Business Communication Skills- Email Writing

Objective – To train students on writing an email professionally.

Summary: The training was organized on two days as a finance and no-finance batch of students. Ms. Bhuvaneshwari N. Venkatesh conducted the training. She is a passionate and enthusiastic trainer with more than a decade's experience spanning various industry verticals. Her areas of expertise include English language development, Business Communications and behavioural & soft skills. She covered from the subject line till the closing of an email in a professional way. The trainer gave a class assignment too and discussed a few samples in the class and how they can be written more effectively.

Date of the activity: 31st October and 3rd November 2017

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh

Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: 181

Outcomes: The students learned to write a professional email and understood the following parts of an email.

1. Subject
2. Receiver's Address: To, Cc, Bcc
3. Salutation
4. Opening
5. Body (Paragraphs)
6. Closing
7. Enclosing Attachments
8. Signature

Photos:



Ms. Bhuvaneshwari N. V. conducting a session on email writing 31st October and 3rd November 2017

Engaging Minds 99
Academic Year (2018-2019)

Training Topic: Business Communication Skills: Verbal & Written

Objective: To train students to make a good impression in general, especially during interviews, by practicing correct body language and the proper use of words while communicating.

Summary: The students are trained by a professional soft skill trainer Ms. Bhuvaneshwari Venkatesh on verbal and non-verbal communication. The training included facial expressions, body movement, gestures and posture in non-verbal communication. **Verbal communication** included language, both written and spoken.

Date of the activity: 12th, 13th, 15th, 16th & 17th April 2019

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh
Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: 60 PGDM students

Outcomes – – Students got confident after this training and gained awareness about the usage of the correct body language and verbal communication, which extremely helpful to them during the selection process of companies and in everyday use of language in assignments etc.

Photos:



Enhancing Business Communication Skills Verbal & Written conducted by Ms. Bhuvaneshwari Venkatesh on 12th to 17th April 2019

Training Topic: Business Communication Skills- Email Writing

Objective: Email communication is an essential type of written communication. Today, communications are conducted among business firms, organizations and companies primarily via emails. This training aims to train students on the etiquette of writing an email following the business norms.

Summary: Email provides the most authentic and secure means of communication. The records of past emails can be retrieved very easily in moments. Hence, to write an email meeting purpose of business communication in a specific way is the need of the hour.

Ms. Bhuvaneshwari Venkatesh is a professional trainer and has taught the students to write an email professionally by following the tips given during the session.

Date of the activity: 30th October 2018

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh
Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: 87

Outcomes – This training gave the students a clear idea about writing a professional email by being specific, choosing the right subject line and using formal language.

Photos:



Ms. Bhuvaneshwari V. conducted Business Communication Skills- Email Writing on 30th October 2018

Training Topic: Enhancing Personal Interview (PI) Skills

Objective – To train students for personal interviews during campus placements.

Summary: The students were trained on PI skills by professional trainers. This training was conducted before summers for PGDM students under Student Skill Development Programme. The students also experienced mock rounds of Interviews and received suggestions for improvement.

Date of the activity: 1st April 2019

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh

Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: 60 PGDM students

Outcomes – Students got an understanding of HR's expectations while taking an interview. They also learned a professional way of facing interviews. This training has raised the confidence level of students.

Photos:



Enhancing Personal Interview (PI) Skills by Ms. Bhuvaneshwari Venkatesh on 1st April 2019

Engaging Minds 99
Academic Year (2019-2020)

Training Topic: Email Writing Skill (MMS Non-Finance & Finance)

Objective: Email communications are an essential type of written communication. Today, communications are conducted among business firms, organizations and companies primarily via emails. This training aims to train students on the etiquette of writing an email following the business norms.

Summary: Email provides the most authentic and secure means of communication. The records of past emails can be retrieved very easily in moments. Hence, to write an email meeting purpose of business communication in a specific way is the need of the hour.

Ms. Bhuvaneshwari Venkatesh is a professional trainer and has taught the students to write an email professionally by following the tips given during the session.

Date of the activity: 30th July 2019, 9th August 2019

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh

Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: 121

Outcomes – This training gave the students a clear idea about writing a professional email by being precise, choosing the right subject line and using formal language.

Photos:



Ms. Bhuvaneshwari Venkatesh conducted the Business Communication- EMAIL WRITING
30th July 2019, 9th August 2019

Training Topic: Non-Verbal Communication Skills: Body Language

Objective – To Train students to make a good impression in general, especially during interviews, by practicing correct body language and the proper use of words while communicating.

Summary: The students are trained by a professional soft skill trainer Ms. Bhuvaneshwari Venkatesh on verbal and non-verbal communication. The training included facial expressions, body movement, gestures and posture in non-verbal communication. **Verbal communication** included language, both written and spoken.

Date of the activity: 11th & 18th February 2020

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh

Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: MMS- 115

Outcomes – Students got confident after this training and brought awareness about the usage of the correct body language and verbal communication, extremely helpful to them during the selection process of companies.

Photos:



**Verbal and Non-Verbal Communication conducted by Ms. Bhuvaneshwari
11th & 18th February 2020**

Training Topic: Developing Skills to Face Personal Interviews

Objective – To train students for personal interviews during campus placements and on professional email writing skills

Summary: The students were trained on PI skills by professional trainers. This training was conducted before summers for PGDM students under Student Skill Development Programme. The students also experienced mock rounds of Interviews and received suggestions for improvement. The trainer also conducted a session on the professional way of email writing.

Date of the activity: 25th February & 3rd March 2020

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh

Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: 115 MMS students

Outcomes – Students got an understanding of HR's expectations while taking an interview.

Photos:



**Ms. Bhuvaneshwari Venkatesh conducted the Facing F2F Interviews
Feb 25th & Mar 3rd ,2020**

Training Topic: Verbal and Non-Verbal Communication Skills

Objective – To Train students to make a good impression in general, especially during interviews, by practicing correct body language and the proper use of words while communicating.

Summary: The students are trained by a professional soft skill trainer Ms. Bhuvaneshwari Venkatesh on verbal and non-verbal communication. The training included facial expressions, body movement, gestures and posture in non-verbal communication. **Verbal communication** included language, both written and spoken.

Date of the activity: 24th September 2019 & 27th September 2019

Name & Designation of Speaker: Ms. Bhuvaneshwari Venkatesh
Freelance Trainer, Instructor & Facilitator. English Language, Soft Skills, Business Communication
Founder, Engaging Minds 99

Number of students enrolled: MMS- 128

Outcomes – Students got confident after this training and gained awareness about the usage of the correct body language and verbal communication, which extremely helpful to them during the selection process of companies and in everyday use of language in assignments etc.



Verbal and Non-Verbal Communication conducted by Ms. Bhuvaneshwari 24th September 2019 & 27th September 2019



Memorandum of Understanding (MOU)

Date – 22nd day of October, 2019

This MOU is made between the Client and the Provider as defined below in consideration and mutual covenants hereinafter contained, the parties hereby agrees as follows:

1. The Client – **St. Francis Institute of Management and Research** having its office at Gate No. 5, Mt. Painsur, S.V.P. Road, Borivali West, Mumbai - 400103
2. The Provider - **Univibe Network Pvt. Ltd.** having its office at D-203, Laxmi Ratan CHS Ltd, 9, Ratan Nagar, Four Bungalows, Versova, Andheri West, Mumbai - 400053.
3. Website – The Website is the customized web and mobile based tool which will serve as the alumni relations platform. This website is being provided by the Provider to The Client on the choice of domain name subject to availability in the open market.

Service Subscription

1. By way of this MOU, the Client is subscribing from the Provider a license for a partially customized web and mobile based tool to manage alumni relations of the Client. The intellectual property of the tool is owned by the Provider and is not transferred to the Client. Any services if required by the Client, apart from features mentioned in annexure A, will be chargeable extra as per the mutual decision between Client and Provider.
2. Client shall use its best efforts to ensure that the Authorized Users (Alumni, Faculty, Students, Members of the Association or any other users) use the Services in accordance with the terms and conditions of this MOU. All authorized users will also be subject to agreement on End User Agreement, Terms of Use and/or Privacy Policy which will be available on the website.
3. The Provider is responsible for web hosting and maintenance of the application:
 - a. Web Hosting – Web and mobile based application server hosting and database management
 - b. Maintenance – Bug fixes and costs associated with ensuring up time and

STD

UNIVIBE NETWORK PRIVATE LIMITED
CIN: U74999MH2016PTC281962

continuous operation of the web and mobile application

4. The Provider shall to best of its efforts ensure integrity, security and up time of the website and mobile apps and data along with providing training and walkthroughs to the Client's point of contact designated to liaise with the Provider's point of contact.
5. The Provider shall also provide online support services to the Client, with respect to the working of the Application, from 10 AM to 7 PM on all business days, barring public holidays.
6. List of administrative rights (For the Client) and user features is as attached in Annexure A at the end of this MOU document. The Provider shall have super-administrative rights to the website and mobile apps for support and provision purposes.

Intellectual Property

1. The Client acknowledges that all right, title, and interest in and to the Services and the Software, together with its designs, layout, codes, sequences, derivative works, organization, structure, interfaces, any documentation, activity, trade names, trademarks, or other related materials (collectively, the "Provider's IP"), is, and at all times shall remain, the sole and exclusive property of Provider.
2. All user's profile data such as name, contact details, experience, educational background etc. is sole property of the Client and will be returned to the Client by the Provider in case of termination of services by either Party. The Provider assures that all copies of such data will be deleted from its system in the case of termination of services by either Party.
3. All exchanges of intellectual property will be done within the defined period as mutually agreed by both parties at the time of termination of the services.
4. The provisions of this section shall survive termination of this MOU.
5. In case the Provider shuts down business, the Provider agrees to transfer all of "Client's IP" mentioned in this MOU to the Client. The Provider also agrees to facilitate transfer of this IP to the new service provider as selected by the Client during.

Service Disclaimers

The Provider will endeavor to the best of its efforts to keep the following services up to the expectations of the Client and delivered on time; However, the Client understands that there may be temporary interruptions or failures:

1. Website and Mobile Apps up-time



UNIVIBE NETWORK PRIVATE LIMITED
CIN: U74999MH2016PTC281962

2. Smooth functioning or bug free website and mobile apps
3. Internal & external security breaches
4. Compatibility across platforms, browsers & devices

Other Terms

The following terms are agreed by the Client and the Provider together:

1. **Single POC** – Both parties will designate a single point of contact responsible to review and coordinate for the service delivery. Any change by either Party must be informed in writing with a notice of 10 days.
2. **Acceptance of Content** – Any content item (Ex. News Post, Article, Webinar topic etc.) sent to the POC for approval must be approved/rejected/commented within a period of 10 - 15 working days from the date of sending. In case no response is received in this stipulated period the content item will be deemed to be accepted.
3. **Exclusivity** – The Client will not engage any competitor of the Provider or any other Party providing similar services in the space of alumni management portals.
4. **Payment Terms** – The Client can make payment through cheque, credit card or wire transfer only within 15 days of raising invoice as per the annual subscription fee and payment tranches mentioned in Annexure B.
5. **Confidentiality** – Both Parties agree to use reasonable efforts to ensure all data/website source code/content/communication on or off the website and mobile apps to be kept confidential and protected from misuse. This information should not be made public without the consent of the other Party in writing. In the case of default by either party, and no suitable action taken by the defaulting party within 30 business days to rectify the default, this MOU will stand to be null and void.
6. **Data Protection** – The Client agrees to the best of its efforts ensure protection of user data of the Client's Alumni. The Provider agrees to maintain security on the database of the website/mobile apps and internal servers and systems. The Provider also agrees to enforce confidentiality agreements with its employees and develop systems for preventing unauthorized copying of this data. The Provider agrees to not misuse, sell or lease this data to any third party or to use it for promotions.
7. **MOU Duration** – This MOU is valid for a period of 12 months from date of signing and can be extended to a duration of 36 months (3 years)



UNIVIBE NETWORK PRIVATE LIMITED
CIN: U74999MH2016PTC281962

8. **Termination** – Either party can terminate this MOU and services provided by providing a written notice of 30 days along with reason for termination. The terminating Party will allow the other Party in this period to ratify the cause of termination, at the end of this period the terminating Party may cancel the termination if they feel that appropriate action has been taken. If the termination continues the Provider assures to handover all Alumni Data (User Profile Data) generated on the website and mobile apps to the Client. In case of termination the fees already paid to the Provider by the Client will be non-refundable. Following are the parameters under which the Client may send notice to terminate the contract:

- a. No response is received from the Provider for any request within 15 days of sending the request in writing
- b. Website or Mobile Apps are not working for a period for 15 days
- c. Confidentiality breach as per the clause set above

Following are the parameters under which the Provider may send notice to terminate the contract:

- a. Payment is not made to the Provider even after 30 days from due date (Total of 45 days from Invoice date)
- b. Confidentiality breach as per the clause set above

In the event of shut down of business The Provider will provide a notice of minimum 3 months and maximum 6 months to The Client.

9. **Governing Jurisdiction** – Mumbai Courts Jurisdiction

SD

IN WITNESS WHEREOF the Parties hereto have entered into this MOU the day and year herein above written.

Signed and Delivered by The Authorized Representative of Parties to this Agreement:

Bro. Alphonse

For and on behalf of the Client

Name: Bro. Alphonse Nishan

Designation: Chairman

Seal:



Shray Desai

For and on behalf of the Provider

Name: Shray Desai

Designation: Co-founder

Seal:



UNIVIBE NETWORK PRIVATE LIMITED

CIN: U74999MH2016PTC281962



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research (SFIMAR) & Univibe Network Pvt. Ltd.

The MOU between St Francis Institute of Management and Research and Univibe Network Pvt. Ltd. was signed on 22/10/2019. Appended below is the list of activities organized under the MOU. year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2019-2020	For Alumni website building and maintenance	22 nd Oct 2019	21 st Oct 2020

For
St. Francis Institute of Management and Research

For
Univibe Network Pvt. Ltd.


Dr. G Ramesh
Officiating Director

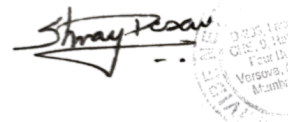
Authorized Signatory

SEAL and Date

24/11/2021



SEAL and Date



3. Univibe Network

Academic Year (2019-2020)

Introduction: Univibe Network is the alumni web portal designer and service provider. They have provided the alumni web portal “SAANS – SFIMAR ALUMNI NETWORK SIMPLIFIED”, with customisation as per the Institute’s requirements. They have also designed a mobile application for an easy access by all the members. It is a web-based tool which serves as the alumni relations platform. The service Provider is also responsible for the maintenance and up-dation of the portal and mobile application. The service provider arranges educative seminars for students and placement staff regularly.

Objectives: To provide Alumni Web Portal & Mobile application along with Customisation, Hosting, Updating and Maintenance to enhance Alumni Relations.

1. Customisation: To customise the web Portal and mobile app as per the Institute’s requirements

2. Web Hosting - Web and mobile based application server hosting and database management

3. Updating: Updating the Alumni web portal with the upcoming and current news and other details wherever institute’s admin needs assistance.

4. Maintenance - Bug fixing and continuous operation of the web and mobile application

Outcomes:

1. 2193 Alumni Registrations at the portal.
2. Sharing of Alumni-Newsletter at the portal: “Reflection”
3. Promotion of events through the Portal
4. Sharing of news related to the Institute & Alumni through the portal
5. Communication of Alumni Association Objectives and other necessary details
6. Communication of job opportunities to the alumni and from the alumni
7. Ease of networking amongst the alumni members and the institute.
8. Availability of Alumni real time data – for the use of holistic development of the institute.



St. Francis Institute of Management and Research

Approved by AICTE and affiliated to Mumbai University
(An ISO 9001-2015 Certified and NAAC 'A' Grade Accredited Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400 103

Tel.: 2891 7089 / 2892 9156 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)

Fax: 2890 6567 E-mail : info@sfimar.org Website : www.sfimar.org

10th September 2019

Memorandum of understanding (MOU)

Between

ST. Francis Institute of Management and Research (SFIMAR)

&


National Institute of Personnel Management (NIPM), Mumbai Chapter

SFIMAR has proposed to the Executive Council of NIPM that:

1. St Francis Institute of Management and Research, Borivali (W), Mumbai, the esteemed Institution has opted for institutional membership of NIPM.
2. The said institution will host one-day conference at the institute's premises at Borivali West in the month of November 2019 on the date convenient to the both the parties.
3. Theme of the conference "Paradigm Shift in HR "
4. NIPM will provide to the institute the speakers on the sub themes like:
 - a. Vuca world
 - b. Artificial Intelligence and any other sub theme or topic that may crop up during discussion.
 - c. The institute will charge the participants for participation in the conference for meeting with t-he expenses for Food & Beverages, Gifts to speakers, Audio Visual Facility and Stationary.
 - d. The institute will provide the jute bags which will also carry logo of NIPM along with its name as a co partner.
 - e. Students from the other institutes with whom NIPM is associated will be charged Rs. 500/-
 - f. The NIPM members will get 50% discount on the participation fees i.e. Rs. 2000/- per person.

National Institute of Personnel Management, Mumbai Chapter

1. Mr. Rajen Kanitkar
Chairman



2. Mr. Anand Gadgil
Member

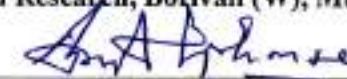


3. Mr. Suhas Basakhetre
Member

LIFE MEMBER

St Francis Institute of Management and Research, Borivali (W), Mumbai

1. Bro. Alphonse Nesamony
Chairman



2. Dr. D. Henry
Director



3. Ms. Sangeeta Varma
Head -Corporate Relations & Placements



4. National Institute of Personnel Management (NIPM)

Academic Year (2019-2020)

Report on "H.R. Leaders' Summit 2019"

Introduction

"H.R. Leaders' Summit 2019" was organized at SFIMAR Campus Auditorium in collaboration with the National Institute of Personnel Management (NIPM), Mumbai Chapter, on Saturday 23rd November 2019. The Theme was "Paradigm Shift in H.R."

NIPM is a professional association for human resource management professionals. It is headquartered in Kolkata, India. The organization was founded in 1980 and had about 11,000 members spread over 49 chapters all over the country.

"H.R. Leaders' Summit 2019" was focused on the latest and most relevant issues presented by industry experts from various organizations. H.R. delegates from diverse fields and academia were invited to attend the summit and gain insight by updating their knowledge and getting new ideas for managing people in this rapidly changing HRM environment.

The conference Structure:

- The function started with a Welcome by Director and lamp lighting by all the NIPM members, followed by the felicitation of all the guests, dignitaries, and Chairman Bro. Alphonse Nesamony felicitated Mr. Ashok Lad with Lifetime Achievement Award. Mr. Lad is the trustee of NIPM and has done much work for the H.R. fraternity. It was recommended by Chairman NIPM – Mumbai Chapter. There was an SFIMAR Presentation followed by an inaugural speech by Mr. Devarajan R.
- The Chief Guest and Keynote Speaker were Mr. Devarajan R., Currently associated with SS&C GlobeOP as Managing Director and Head of India Business. He inaugurated the summit and spoke about the theme of the conference.
- SS&C GlobeOP is the most prominent recruiter for SFIMAR. Hence, it was a privilege to invite Mr. Devarajan as our Chief Guest for the H.R. Leaders' Summit.
- Mr. Girish Karnad, Director and Board Member – SVC Co-operative Bank Limited, was the second keynote speaker and shared his knowledge and experience on 'Diversity and Inclusion.

- It was followed by a panel discussion on "H.R. challenges and trends for India Inc. 2.0". All the panelists were from a renowned corporate background, and they covered the topics viz. Finding and Grooming Talent, Fostering Sustainability and Placing the 'Human' back in Human Resource
- The panel discussion was followed by a brief presentation on 'Competency Mapping' by Dr. G. Ramesh and Col. Vanket Raman, highlighting the involvement of SFIMAR faculty in corporate consulting assignments. This slot was explicitly scheduled to highlight the capability of SFIMAR faculty, and both the faculty members did justice to the focus by presenting it excitingly.
- This presentation was followed by an activity on 'Employee Engagement' by our H.R. student Ms. Danica Lobo. It was also an involvement activity for H.R. delegates.
- This activity was followed by Lunch and Networking.
- Post lunch session was a very effective and exciting panel discussion on 'Digital Transformation in H.R.' The panel's chairperson, Mr. Pramod Sadarjoshi, took it ahead in a very effective way, and all the audience just loved the session. Again, the panel was excellent speakers from the relevant fields, and they spoke on: From data to insights, Artificial Intelligence (A.I.) in H.R. and Recruiting and Automation in H.R.
- It was followed by Hi tea and networking.
- The event was compered by Prof. Shilpa Peswani and Dr. Simmi Prasad. Ms. Sangeeta Varma gave the vote of thanks.

Sponsorship and Collection: SVC Co-operative Bank Limited and Axis Bank were the lead sponsors and committed for Rs. 25000/- each. CSB gave Rs. 15000/-

Total Sponsorship received = Rs. 65000/- and Collection by Registrations = Rs. 44858/-

TOTAL Collection: Rs. 109858/-

Besides this, there was a tie-up with Corporate galaxy as a Digital media partner and Hindu as a print media Partner. NIPM members and H.R. Recruiters were invited for free.

It was a successful event in terms of:

1. A good collection made in this event at SFIMAR
2. Branding on Digital media by the Institute as well as by digital media Partner

3. Branding of the Institute by print media partner HINDU in Business Line – pre-and post-event
4. NIPM Tie-up has resulted in around 40 H.R. representatives coming to campus
5. In all 164-people attended the conference (Only the focused crowd of H.R., Academicians and registered students from other colleges and H.R. students of SFIMAR)

Glimpses of H.R. Leaders' Summit 2019 @ SFIMAR CAMPUS on 23rd November 2019







MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter referred to as "MOU") is entered at Mumbai on this Tuesday, 30th July 2019

Between

Atal Incubation Centre - Rambhau Mhalgi Prabodhini (AIC - RMP)

Having its registered office at Rambhau Mhalgi Prabodhini, Keshav Srushti, Essel World Road, Uttan, Bhayander (W), Thane : 401106, hereinafter referred to as "AIC-RMP" which expression shall unless repugnant to the context thereof, mean and include its representatives, successors and permitted assignees of the FIRST PART

And

St. Francis Institute of Management and Research Mumbai

having its registered office at Mount Poincur, S,V,P, Road, Borivali (W), Mumbai-400103 expression shall unless repugnant to the context thereof, mean and include its representatives, successors and permitted assignees of the SECOND PART

This MoU is to lay down the structure of partnership between Atal Incubation Centre and St. Francis Institute of Management and Research'. AIC- RMP screens the innovative startup ideas and enable them to setup enterprises by providing structured mentoring support. AIC- RMP offers mentoring support and build strategies to create a strong startup eco-system.

About AIC-RMP

It has been set up in alignment with Atal Innovation Mission (AIM), NITI Aayog to nurture, handhold and support New Age Entrepreneurs for New Age India. The focus will be on job creation through entrepreneurship in the domains of Agriculture, Education & ICT. It also aims to create & support sustainable business models at grassroot level including social enterprises. We motivate youngsters and entrepreneurs to innovate, to build and run successful working (business) models and to use information communication technology to support and strengthen self-help groups, cooperatives, agriculture sector, education sector and social sector.

About St. Francis Institute of Management and Research

St. Francis Institute of Management & Research (SFIMAR) was established in 2002 by "The Society of the Congregation of Franciscan Brothers" to impart quality education in the field of Business Management. It is recognized by AICTE, New Delhi and has been granted permanent affiliation by the University of Mumbai. SFIMAR is Grade 'A' accredited by National Assessment and Accreditation Council (NAAC) and is recognized under Section 2 (f) & 12 (B) of UGC Act 1956. It is also ISO 9001:2015 Certified by DNV (Det Norske

~ Rambhau Mhalgi Prabodhini, Keshav
Srushti, Essel World Road, Uttan,
Bhayander (W), Thane - 401106

Q 022 28450109 | 28450110
022 28450101 | 02 | 03

~ contact@aic-rmp.org
@ www.aic-rmp.org

Verttas). The courses conducted at SFIMAR campus are in a state-of-the-art infrastructure environment with Air Conditioned Classrooms, Computer Labs, Conference Halls, Library and Other Amenities. A core team of experienced and qualified faculty member deliver various courses to the students. Additionally, experienced professionals from various industries are invited as Eminent Speakers/Guest Faculty to provide practical orientation to the application of management principles in various fields. SFIMAR believes in the overall development of students and runs a number of Personality Development Programmes. SFIMAR also provides its students additional certification Programmes such as, Alternative Investment Industry, Project Management, National Institute for Securities Markets (NISM) Mandatory Programmes, CIMA, Digital Marketing, etc. which improves their knowledge and employment prospects. SFIMAR has a very active Placement Department which assist students in achieving appropriate placements and has a track record of almost 100% placement for the past several years

MODE OF COLLABORATION:

Both parties shall offer the followings:

- Work on co-creation model so that entrepreneurs (student & alumni body) can be created & supported.
- Collaboration in ongoing 'St. Francis Institute of Management and Research' programs to support entrepreneurship, developing joint programs to support innovators and start-ups.
- The selected students / alumni will get access to infrastructure, expertise, networks and entrepreneurship ecosystem of the Parties on specific approval basis.
- Organization of workshops, networking events, & conferences; exchange visits for entrepreneurs and mentors involved with specific Program/s.
- Mentoring, industry expertise, and investors networks to the extent possible.
- Early feedback/ adoption of the startup solution as end user/s'.

AIC-RMP will enable/facilitate the following-depending on offerings

- Visibility/ branding on AIC-RMP website to St. Francis Institute of Management and Research' as 'Academic' partner
- Preference to ideas / start-ups from St. Francis Institute of Management and Research' for pre-incubation or Incubation at AIC-RMP
- Networking & showcasing opportunity in its events, workshops etc.
- Resources, Mentors, Experts etc. for conducting workshops/ training etc (on honorarium basis)

St. Francis Institute of Management and Research will enable/facilitate the following- depending on offerings

- Access to people, network, resources (including alumni)
- Speaker/ meeting opportunity during events, conferences etc.

- Visibility / branding to AIC-RMP during their entrepreneurship related events, programs, meetings etc.
- Program identification / needs, Documentation of success stories.

IMPLEMENTATION

- This MoU is non-binding and any binding obligations will be in any definitive agreement which Parties may sign as a result of discussions under this MoU.
- Nothing in this MOU shall be construed to make either party a partner, an agent or legal representative of the other for any purpose.
- All activities of co-operation implemented under the terms of this MoU shall be mutually agreed upon in writing, including the roles & responsibilities and budget, as the need may arise.
- Each of the parties shall be fully responsible financially for the activities carried out under its direction or by its staff, except as otherwise agreed by the parties.
- The parties will designate one representative each who will develop and coordinate specific programs or activities between them.
- The relationship of the Parties under this MOU shall be non-exclusive and both Parties, including their affiliates, subsidiaries and divisions, are free to pursue other agreements or collaborations of any kind. However, when entering into a particular agreement, the Parties may agree to limit each Party's right to collaborate with others on that subject.
- Col Venkat (Retd) will be the SPOC for SFIMAR Mumbai.

INTELLECTUAL PROPERTY

The Parties acknowledge that nothing in this MoU and NDA shall affect ownership of any intellectual property rights of the other party.

CONFIDENTIALITY

During the currency of the MoU, each Party agrees to consider as confidential all information disclosed by the other Party in written or tangible form or, if orally disclosed confirmed in writing within thirty days of disclosure and identified as confidential by the disclosing party. The obligations above shall not extend to any confidential information for which the receiving party can prove that this information:

- Is in the public domain at the time of disclosure or comes within the public domain without fault of the receiving party.
- Is already known or become known to the receiving party
- Is received from a third party having no obligations of confidentiality to the disclosing party.
- Is independently developed by the receiving party; or
- Is required to be disclosed by law or court order.

DURATION & RENEWAL

This MoU will become effective immediately after signature by the representatives of the Parties. It will be initially valid for a period of two years from the date of execution of this MoU. Thereafter, the MoU will be automatically renewed for further periods of one year each until terminated by either party on prior written notice of 30 days to other party.

AMENDMENTS

This MoU may be amended by a written agreement signed by representatives of the parties. In the event of any unforeseen incident during collaborative activities in either country the parties agree to negotiate a mutually acceptable solution. Should any disagreement arise out of the application, interpretation or implementation of this Agreement, the Parties shall endeavour to exercise best efforts to negotiate their differences.

COMMUNICATION

All communication required or permitted to be made or given hereunder shall be in writing in English and deemed to be properly delivered when sent by registered mail, facsimile or email to the other Party's address as indicated below:

a) If to AIC-RMP :

- (i) Attention Pallavi Ramane- Incubation Manager
- (ii) Address AIC-RMP, Rambhau Mhalgi Prabodhini, Keshav Srushti, Essel World Road, Bhayander(W), Thane - 401106.
- (iii) Tel. No. 022-28450109/10
- (iv) Fax No.
- (v) Email pallavir@aic-rmp.org

b) If to St. Francis Institute of Management and Research:

- (i) Attention Col Venkat (Retd) Faculty SPOC
- (ii) Address C/0 SFIMAR, Gate No 5, Mount Poinisur, SVP Road Near Bhagwati Hospital, Borivili West, Mumbai 400103
- (iii) Tel. No. 022 - 28958403
- (iv) Fax No. 022 - 28906567
- (v) Email venkat@sfimar.org

DISPUTES

The parties will endeavour to resolve all disputes amicably and with mutual understanding. In case the parties are not able to resolve its differences, the MoU shall be terminated with one week's notice to the other parties. In case of termination of the MoU, neither of the parties shall be financially responsible to the other party unless agreed to otherwise in terms of any explicit understanding.

I, WITNESSESTHE Parties hereto have hereunto set and subscribed their respective hands and seal the day and year first hereinabove written.

Signed, Sealed and Delivered by



Signed
For and
Chief Executive Officer

DATE: '30/07/2019

PLACE: f3a Y' '1~' - Mumbai



Signed and Delivered:
For and behalf of **St. Francis Institute of Management and Research:**
DIRECTOR, ST FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH MUMBAI

DATE: 30/07/2019

PLACE: f(\ f'f'-b,

Signed and Delivered:

IN PRESENCE OF TWO WITNESSES

1. Pallavi Ramane

2. Sheetal Parchal

1. Vaishali Kulkarni

2.



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research (SFIMAR)

&

Atal Incubation Center – Rambhau Mhalgi Prabodhini (AIC-RMP)

The MOU between St Francis Institute of Management and Research and Atal Incubation Center – Rambhau Mhalgi Prabodhini (AIC-RMP) was signed on 30/07/2019. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2018-2019	Organized Visit to Atal Incubation Centre, RMP Uttan on the 9th of April 2019.	9 th April 2019	9 th April 2019
2019-2020	AIC -RMP' Bootcamp, 1st Cohort of Startup on 5th October, 2019	5 th October 2019	5 th October 2019
2019-2020	Guest Lecture by Mr. Uday Wankawala, CEO Atal Incubation Centre, RMP Uttan on 25th oct 2019. at SFIMAR	25 th Oct 2019	25 th Oct 2019

For

St. Francis Institute of Management and Research

Dr G Ramesh
Officiating Director

SEAL and Date

24/11/2021



For

Atal Incubation Center – Rambhau
Mhalgi Prabodhini (AIC-RMP)

Uday Wankawala,
CEO, AIC-RMP
Authorized Signatory

SEAL and Date

06-12-2021



5. Atal Incubation Centre- Rambhau Mhalgi Prabodhini (RMP) Foundation

Introduction

AIC - RMP: (AIC) Atal Incubation Centre- Rambhau Mhalgi Prabodhini (RMP) Foundation has been set up in alignment with Atal Innovation Mission (AIM), NITI Aayog to nurture, handhold, and support New Age Entrepreneurs for New Age India. The focus is on job creation through entrepreneurship in the domains of Agriculture, Education and ICT. It also aims to create and support sustainable business models at the grassroots level, including social enterprises.

Objective

Entrepreneurship is neither a science nor an art. It is a practice. – Peter Drucker. We see budding entrepreneurs today, and an incubator is designed to inspire such budding entrepreneurs. It provides a platform for aspiring and innovative startups to make their dreams happen. The students from St. Francis Institute of Management and Research and the faculty, Professor Col. Venkat Raman, got an opportunity to visit Rambhau Mhalgi Prabodhini on 9th April 2019 at Keshav Srushti, Essel World Road, Uttan Village, Bhayander. This visit was to understand a new initiative for Entrepreneurs which mainly focuses on creative and innovative entrepreneur empowerment. This renowned initiative is known as ATAL INCUBATION Centre. At Rambhau Mhalgi Prabodhini, they were welcomed by Mr. Uday Wankawala, the Atal Incubation Center CEO and his team, who constantly support and work for the Atal innovation mission. We were briefed about the following details:

- ATAL INCUBATION CENTRE comes under NITI Aayog, the National Institution for Transforming India. NITI Aayog encourages involvement and participation in the economic policy-making process, emphasizing making new innovative entrepreneurs.
- Atal Innovation Mission (AIM) would provide INR 10 Crores to set up a new Atal Incubation Centre in a period of 5years for capital investment with operation and maintenance expenses.

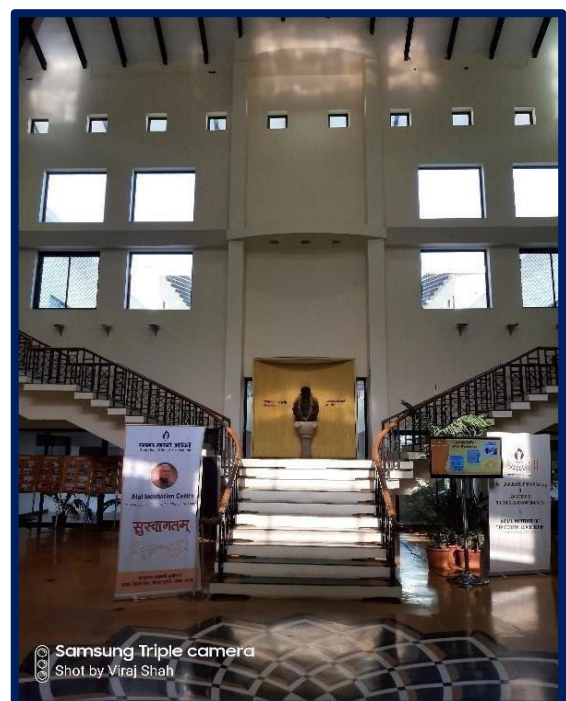
Objective: AIM is to establish 100 Atal Incubation Centre. Their focus is under three sectors, i.e., education, agriculture, Internet of things and cybersecurity. They are providing aid to the

New startups in terms of Infrastructure, funds, training facility, digital access, manufacturing, transport, energy, education, agriculture, water and sanitation etc., in India.

- The selection of the startup is based on the effectiveness of the business plan, which also focuses on market growth, potentiality, forecast and practicality of the idea.
- Also, several qualitative factors will be considered, such as the entrepreneur's capability, dedication, experience, and leadership attitude to mitigate any risks.
- Registered startups can avail these facilities.

Outcome

There is not much awareness about ATAL INCUBATION CENTRE, so they focus on digital media to make this popular to take advantage of it. It was an excellent experience for the students as they gained knowledge and awareness of how the Government of India is encouraging and empowering entrepreneurs for a bright economy.



Visit to Rambhau Mhalgi Prabodhini on 9th April 2019. (2018-2019)

AIC -RMP' Bootcamp, 1st Cohort of Startup on 5th October 2019. Academic Year (2019-2020)

Introduction

AIC - RMP: (AIC) Atal Incubation Centre- Rambhau Mhalgi Prabodhini (RMP) Foundation has been set up in alignment with Atal Innovation Mission (AIM), NITI Aayog to nurture, handhold, and support New Age Entrepreneurs for New Age India. The focus is on job creation through entrepreneurship in the domains of Agriculture, Education and ICT. It also aims to create and support sustainable business models at the grassroots level, including social enterprises.

Purpose of Visit: Interaction with the Startups, Experts / Mentors, Collaborators, Partners and other Stakeholders.

Outcome



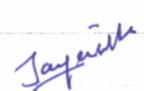

Atal signing of MoU Pics



Original

ICICI Securities

Details:

Partner Details:	St. Francis Institute of Management & Research
Agreement Details:	LOA for Foundation Of Equity Trading & Investments Program
Compliance Approval:	Abhijit Bhanushali 
Signature of ICFL HOD: (*All changes made by compliance have been incorporated by me)	Neeraj Joshi 
Department Name:	PAG - ICICIdirect Centre for Financial Learning
Name & Sign of the person:	Jaya Sikka 
Agreement Signed by:	Vineet Arora 
Date:	Wednesday, January 06, 2016

Date: December 24, 2015

To,

Bro. Alphonse Nesamony
Chairman
St. Francis Institute of Management and Research (SFIMAR)
Mumbai

Subject: ICICIdirect Centre for Financial Learning (ICFL) to offer programme on Foundation of Equity Trading and Investments to students of St. Francis Institute of Management and Research (SFIMAR)

Dear Bro. Alphonse,

This is with reference to the initial discussion dated November 27, 2015 and the subsequent reply from you dated December 15, 2015. Based on mutual discussion and documented through this letter of association (LOA), ICFL is glad to offer programme on Foundation of Equity Trading and Investments to eligible students of SFIMAR on fulfillment of terms & conditions mentioned herein.

General information about ICFL, NISM and the programme

About ICICIdirect Centre for Financial Learning (ICFL)

ICFL is an educational initiative of ICICI Securities Ltd. It is one of the leading providers of education on Capital Markets, Financial Planning and Wealth Management. With exhaustive suite of programme offerings, ICFL covers the learning needs of students and professionals in broad areas of Investment Education, Professional Certification and Professional Development. ICFL has associated with globally recognized certification bodies and trains its students to acquire these certifications

More than 3 lakh students and investors have acquired practical knowledge through ICFL and over the years, ICFL has delivered quality programmes in many premier colleges such as FMS D.U., IIFT Delhi, MDI Gurgaon, IMT Ghaziabad, IIMs, SRCC-DU, XIMB, Symbiosis etc. ICFL has joined hands with National Institute of Securities Market (NISM) to help students to acquire practical working knowledge of stock markets and derivatives.

About National Institute of Securities Markets (NISM)

National Institute of Securities Markets (NISM) is a society and public trust, established by the Securities and Exchange Board of India (SEBI), the regulator for securities markets in India, to improve the quality of the securities and financial markets through sustained capacity building and knowledge dissemination initiatives.



NISM caters to the educational needs of various constituencies such as investors, issuers, intermediaries, regulatory staff, policy makers, academia and future professionals in the financial sector. NISM's School for Certification of Intermediaries develops and conducts Certification Examinations and Continuing Professional Educational programmes to enhance the quality and standards of professionals employed in various segments of the financial industry. NISM certifications are essential for all those who are interested in building a successful career in the Indian financial sector.

Foundation of Equity Trading and Investments

A joint certification between ICICIdirect Centre for Financial Learning and National Institute of Securities Market aims to help students to acquire practical working knowledge of stock markets and derivatives. The Classroom lectures combined with practical training seeks to create knowledge for students to commence their journey in the exciting world of equities and derivatives and lay a strong foundation for students desiring to work in the Capital Market segment.

Duration of the course: 15 hours

Programme Outline:

- Overview of Equity
- Financial Market
- Capital Market
- Mechanism of Stock Trading- Virtual Stocks Demo
- Corporate Action and Taxation on Equity Investments
- Introduction to Fundamental and Technical Analysis
- Hedging Risks - Derivatives

ICFL Deliverable's:

1. Delivery pedagogy: 2 days training which includes appropriate usage of the virtual stocks trading platform for practical understanding of the concepts taught
2. Certification: Certificate of participation to all the students. SFIMAR logo will be placed on Certificate of participation stating them as Institute Partner
3. Faculty: Industry experts nominated by ICFL. The training could be delivered by one or more faculty depending on the availability of faculty and relevant expertise in the chosen module and the Institute Partner will be informed well in advance.
4. Study material: Soft copy of work book of NISM-Series XII: Securities market Foundation Examination
5. Virtual Stock trading platform: Continued access to virtual stocks trading platform for both equity and derivative. As a part of Program offering, **Virtual Stock ID** will be offered to the students exclusively that will be valid for a period of **12 months**.

Deliverables of SFIMAR

1. Allot 2 days for delivering training to the eligible students.
2. Provide the infrastructure for delivery of training, the infrastructure could be classroom, a Projector, White screen, board for writing, adequate number of computers / laptops with good and reliable internet connectivity etc and any other facility which could be required for seamless delivery of the training programme.



3. Share the list of eligible students with ICFL 07 days prior to the commencement of the training programme.
4. Seek prior written consent from ICFL before using or representing the name, logo of ICFL, ICICI Securities or any other ICICI Group company for the purpose of promoting the course offered through this association.
5. Pay the training fee to ICFL as per agreed payment schedule.

Other terms & conditions

1. The relationship established between ICFL and SFIMAR under this LOA is for limited purpose of ICFL providing classroom training for the programme on Foundation of Equity Trading and Investments to the students of SFIMAR.
2. Foundation of Equity Trading and Investments programme is a customized programme offered by ICFL and NISM to students and does not offer any placement, employment assurance, guarantee or assistance on successful completion either with ICICI Securities or ICICI group companies or any other company.
3. The delivery schedule of the training programme could vary due to any emergency situation beyond the control of ICFL.
4. ICFL is not bound by any liability in the event of any such incident any time during the delivery of this training programme.
5. ICFL reserves the right to stop or discontinue the delivery of training programme on not receiving its due fee payable by SFIMAR as per the agreed payment schedule.
6. ICFL does not undertake any responsibility on other course, content, coverage or syllabus which could lead to the Graduation, Master, Post Graduate Diploma or any other accreditation.
7. Term and Termination: The Letter of Association shall be effective from the date of signing this LOA till completion of the programme and may be extended for a further period after mutual discussions. Either Party shall have a right to terminate this LOA by giving 07 days advance written notice to the other party. On termination or expiry of this LOA, SFIMAR shall cease to use name and logo of ICFL.
8. Disclaimers: All services will be provided on a best effort basis only. ICFL hereby excludes any warranty (express or implied), as to the quality, accuracy, completeness or fitness for a particular purpose of the services and / or information provided hereunder and will not be liable for any damages arising from the use of such information and / or services. Certain information and / or assistance are provided by third parties, for use of which ICFL accepts no responsibility or liability
9. Confidentiality: ICFL & SFIMAR agree that any information including the information of the candidates/students/products which is disclosed by either of them pursuant to this LOA, in any form, shall be treated as Confidential during the term of this association and will be used solely for the purpose of this LOA. ICFL shall retain all right, title and interest to all of its trademarks, service marks, copyrights, patents, trade secrets. All discussions carried out during this association in respect of the products on which ICFL shall provide services would be treated as confidential. The

Obligation under this clause shall survive any termination or expiration of the arrangements or obligations of parties contained in the association.

10. Compliance: SFIMAR agrees to comply with all applicable legal and regulatory requirements of the country (if any). SFIMAR also warrants that its execution of this LOA has been duly authorized and approved by the Management of SFIMAR. SFIMAR agrees neither to use nor display the name, logos or mark of ICFL (or any logo or mark similar thereto) in any manner or for any purpose whatsoever, except as permitted in writing by ICFL
11. This arrangement shall be governed under the laws of India. In case of any dispute between ICFL & SFIMAR, the dispute should be referred to an Arbitration process as per the Arbitration and Conciliation Act, 1996 and Non breaching party will decide to submit to the exclusive jurisdiction of the courts of Mumbai.
12. Any notice required shall be in writing and given to the concerned authorities by personal delivery or by certified mail, postage prepaid, or recognized overnight delivery services
13. If ICFL fails on the mentioned deliverable's then entire of the paid fees would be refunded to SFIMAR within a week and Ifso facto own the responsibility to clarify the matter with the students.

Payment of Training Fee to ICFL by SFIMAR and the payment schedule

Fee payable to ICFL by SFIMAR

1. A sum of Rupees 2000/- per student including the applicable taxes.
2. A minimum commitment of fees equivalent to 50 students in the training batch or actual numbers of students in the batch whichever is higher.
3. Fee once paid is not refundable, unless this Letter of Association gets terminated.

Payment Schedule

- a 25% of the fee to be paid on signing of this Letter of Association
- b 75% of the fee to be paid on the day of commencement of the training programme

With Warm Regards

For ICICIdirect Centre for Financial Learning

Name: Mr. Vineet Arora

Date: 07/01/2016



To be acknowledged by St. Francis Institute of Management and Research

I confirm the above fully sets out our agreed terms of association and issue the 25% part payment of fee payable to ICFL calculated on the commitment of 55 students for the batch.

Signature: *At*

Name: *At. Alphonse*

Designation: *Chairman / SFIMAR*

Date: *29.12.2015*

CHAIRMAN

St. Francis Institute of Management & Research
Mount Poincur, S.V.P. Road,
Borivali (W), Mumbai - 400 103.

Original

Letter of Association

Date: January 29th, 2016

To,
Bro. Alphonse Nesamony
Chairman
St. Francis Institute of Management and Research (SFIMAR)
Mumbai

Subject: Virtual Stock Integration.

Dear Sir,

This is with reference to the ongoing discussion between St. Francis Institute of Management and Research and ICICIdirect Centre for Financial Learning ("ICFL") a knowledge initiative of ICICI Securities Ltd. Based on mutual discussion and documented through this letter, ICFL is glad to offer Virtual Stocks as platform to be used by SFIMAR to aid teaching. Currently, this is a one year association between ICFL & SFIMAR, unless terminated by either party by giving advance notice of 07 days to the other party.

General Information about Virtual Stocks

- It is a platform which mirrors live markets feeds with a delay
- Platform is similar to the award winning ICICIdirect platform and has almost live market trades. Top 100 stocks on NSE and BSE available for trading and Investing
- Creation of portfolio and tracking through regular report generation
- Cash, Margin and F&O (Nifty Futures and Nifty Options) functionality possible
- Logic of buying/selling is captured and option of Feedback by Faculty on trades

Deliverables of ICFL:

- 57 licenses valid for a year of both Equities and derivatives.

Other terms & conditions

- The fee is valid against a cumulative registration of 57 students



ICICI Securities Limited

Corporate Office (Retail Services):
Shree Sawan Knowledge Park,
Plot No. D-507, T.T.C. Ind. Area, M.I.D.C.,
Turbhe, Navi Mumbai - 400 705

Tel. (91-22) 4070 1000
Fax (91-22) 4070 1022
learning.icicidirect.com

Registered Office :
ICICI Centre, Churchgate,
Mumbai 400 020, India.

- ICFL owns all rights and Intellectual Property for which ICFL will provide services under this letter of association and SFIMAR shall defend and hold ICFL harmless against all loss, claims and liabilities in connection thereof.
- The performance of the virtual trading platform can be adversely impacted due to technical reasons which could be beyond the control of ICFL and under such circumstances the overall experience of the event may be affected. ICFL shall not be held responsible for any such situations under any circumstances whatsoever.
- ICFL reserves the right to alter the working and features of virtual stocks at its sole discretion.
- ICFL reserves the right to stop or discontinue the services of virtual stocks on not receiving its due fee payable by SFIMAR as per the agreed payment schedule mentioned below.
- ICFL is not responsible for use of virtual stock by SFIMAR.
- Fee once paid is not refundable.
- SFIMAR can use the tagline "Investment Lab in collaboration with ICICIdirect Centre for Financial Learning " and ICFL Logo in its marketing material and website with prior written consent of ICFL and to follow the guidelines provided by ICFL from time to time.
- SFIMAR agrees that the terms of this Agreement and all communication pursuant to the arrangement contemplated herein are confidential between the Parties and shall not be disclosed to any third party, except as may be necessary to perform this Agreement.

Payment Process

Payment can be made by SFIMAR through a Demand draft or cheque (payable at Mumbai) favoring "ICICI Securities Ltd."

Fees: Waived off as the college has subscribed to the "Foundation of Equity Trading and Investments" Certification.

With Warm Regards,

For ICICIdirect Centre for Financial Learning

Name: Mr. Vineet Arora

Date:

ICICI Securities Limited

Corporate Office (Retail Services):

Shree Sawan Knowledge Park,
Plot No. D-507, T.T.C. Ind. Area, M.I.D.C.,
Turbhe, Navi Mumbai - 400 705

Tel. (91-22) 4070 1000
Fax (91-22) 4070 1022
learning.icicidirect.com

Registered Office :
ICICI Centre, Churchgate,
Mumbai 400 020, India.

To be acknowledged by SFIMAR

I confirm the above fully sets out our agreed terms of association.

Signature

Name:

Mr. Alphonse Nesamony

Designation:

CHAIRMAN

Date:

22.01.2016

Date: January 11, 2017

To,

Dr. Subhansu Sekhar Mohanty

Director

St. Francis Institute of Management and Research (SFIMAR)

Mumbai

Subject: ICICIdirect Centre for Financial Learning (ICFL) to offer programme on Foundation of Equity Trading and Investments to students of St. Francis Institute of Management and Research. (SFIMAR)

Dear Dr. S. S. Mohanty,

Based on mutual discussion and documented through this letter of association (LOA), ICFL is glad to offer programme on Foundation of Equity Trading and Investments to eligible students of SFIMAR on fulfillment of terms & conditions mentioned herein.

General information about ICFL, NISM and the programme

About ICICIdirect Centre for Financial Learning (ICFL)

ICFL is an educational initiative of ICICI Securities Ltd. It is one of the leading providers of education on Capital Markets, Financial Planning and Wealth Management. With exhaustive suite of programme offerings, ICFL covers the learning needs of students and professionals in broad areas of Investment Education, Professional Certification and Professional Development. ICFL has associated with globally recognized certification bodies and trains its students to acquire these certifications

More than 4 lakh students and investors have acquired practical knowledge through ICFL and over the years, ICFL has delivered quality programmes in many premier colleges such as FMS D.U., IIFT Delhi, MDI Gurgaon, IMT Ghaziabad, IIMs, SRCC-DU, XIMB, Symbiosis etc.

ICFL has joined hands with National Institute of Securities Market (NISM) to help students to acquire practical working knowledge of stock markets and derivatives.



About National Institute of Securities Markets (NISM)

National Institute of Securities Markets (NISM) is a society and public trust, established by the Securities and Exchange Board of India (SEBI), the regulator for securities markets in India, to improve the quality of the securities and financial markets through sustained capacity building and knowledge dissemination initiatives.

NISM caters to the educational needs of various constituencies such as investors, issuers, intermediaries, regulatory staff, policy makers, academia and future professionals in the financial sector. NISM's School for Certification of Intermediaries develops and conducts Certification Examinations and Continuing Professional Educational programmes to enhance the quality and standards of professionals employed in various segments of the financial industry. NISM certifications are essential for all those who are interested in building a successful career in the Indian financial sector.

Foundation of Equity Trading and Investments

A joint certification between ICICIdirect Centre for Financial Learning and National Institute of Securities Market aims to help students to acquire practical working knowledge of stock markets and derivatives. The Classroom lectures combined with practical training seeks to create knowledge for students to commence their journey in the exciting world of equities and derivatives and lay a strong foundation for students desiring to work in the Capital Market segment.

Duration of the course: 15 hours

Programme Outline:

- Overview of Equity
- Financial Market
- Capital Market
- Mechanism of Stock Trading- Virtual Stocks Demo
- Corporate Action and Taxation on Equity Investments
- Introduction to Fundamental and Technical Analysis
- Hedging Risks - Derivatives

ICFL Deliverable's:

1. Delivery pedagogy: 2 days training which includes appropriate usage of the virtual stocks trading platform for practical understanding of the concepts taught
2. Certification: Certificate of participation to all the students. SFIMAR logo will be placed on Certificate of participation stating them as Institute Partner.
3. Faculty: Industry experts nominated by ICFL. The training could be delivered by one or more faculty depending on the availability of faculty and relevant expertise in the chosen module and the Institute Partner will be informed well in advance.



4. Study material: Soft copy of work book of NISM-Series XII: Securities market Foundation Examination
5. Virtual Stock trading platform: Continued access to virtual stocks trading platform for both equity and derivative. As a part of Program offering, **Virtual Stock ID** will be offered to the students exclusively that will be valid for a period of **12 months**.

Deliverables of SFIMAR

1. Allot 2 days for delivering training to the eligible students.
2. Provide the infrastructure for delivery of training, the infrastructure could be classroom, a Projector, White screen, board for writing, adequate number of computers / laptops with good and reliable internet connectivity etc and any other facility which could be required for seamless delivery of the training programme.
3. Share the list of eligible students with ICFL 07 days prior to the commencement of the training programme.
4. Seek prior written consent from ICFL before using or representing the name, logo of ICFL, ICICI Securities or any other ICICI Group company for the purpose of promoting the course offered through this association.
5. Pay the training fee to ICFL as per agreed payment schedule.

Other terms & conditions

1. The relationship established between ICFL and SFIMAR under this LOA is for limited purpose of ICFL providing classroom training for the programme on Foundation of Equity Trading and Investments to the students of SFIMAR.
2. Foundation of Equity Trading and Investments programme is a customized programme offered by ICFL and NISM to students and does not offer any placement, employment assurance, guarantee or assistance on successful completion either with ICICI Securities or ICICI group companies or any other company.
3. The delivery schedule of the training programme could vary due to any emergency situation beyond the control of ICFL.
4. ICFL is not bound by any liability in the event of any such incident any time during the delivery of this training programme.
5. ICFL reserves the right to stop or discontinue the delivery of training programme on not receiving its due fee payable by SFIMAR as per the agreed payment schedule.
6. ICFL does not undertake any responsibility on other course, content, coverage or syllabus which could lead to the Graduation, Master, Post Graduate Diploma or any other accreditation.
7. Term and Termination: The Letter of Association shall be effective from the date of signing this LOA till completion of the programme and may be extended for a further period after mutual discussions. Either Party shall have a right to terminate this LOA by giving 07 days advance written notice to the other party. On termination or expiry of this LOA, SFIMAR shall cease to use name and logo of ICFL.
8. Disclaimers: All services will be provided on a best effort basis only. ICFL hereby excludes any warranty (express or implied), as to the quality, accuracy, completeness or fitness for a particular purpose of the services and / or information provided hereunder and will not be liable for any damages arising from the use of



- such information and / or services. Certain information and / or assistance are provided by third parties, for use of which ICFL accepts no responsibility or liability
9. Confidentiality: ICFL & SFIMAR agree that any information including the information of the candidates/students/products which is disclosed by either of them pursuant to this LOA, in any form, shall be treated as Confidential during the term of this association and will be used solely for the purpose of this LOA. ICFL shall retain all right, title and interest to all of its trademarks, service marks, copyrights, patents, trade secrets. All discussions carried out during this association in respect of the products on which ICFL shall provide services would be treated as confidential. The Obligation under this clause shall survive any termination or expiration of the arrangements or obligations of parties contained in the association.
 10. Compliance: SFIMAR agrees to comply with all applicable legal and regulatory requirements of the country (if any). SFIMAR also warrants that its execution of this LOA has been duly authorized and approved by the Management of SFIMAR. SFIMAR agrees neither to use nor display the name, logos or mark of ICFL (or any logo or mark similar thereto) in any manner or for any purpose whatsoever, except as permitted in writing by ICFL
 11. This arrangement shall be governed under the laws of India. In case of any dispute between ICFL & SFIMAR, the dispute should be referred to an Arbitration process as per the Arbitration and Conciliation Act, 1996 and Non breaching party will decide to submit to the exclusive jurisdiction of the courts of Mumbai.
 12. Any notice required shall be in writing and given to the concerned authorities by personal delivery or by certified mail, postage prepaid, or recognized overnight delivery services
 13. If ICFL fails on the mentioned deliverables then entire of the paid fees would be refunded to SFIMAR within a week and if so facto own the responsibility to clarify the matter with the students.

Payment of Training Fee to ICFL by SFIMAR and the payment schedule

Fee payable to ICFL by SFIMAR

1. A sum of Rupees 2300/- per student including the applicable taxes.
2. A minimum commitment of fees equivalent to 50 students in the training batch or actual numbers of students in the batch whichever is higher.
3. Fee once paid is not refundable, unless this Letter of Association gets terminated.

Payment Schedule

- a. 25% of the fee to be paid on signing of this Letter of Association
- b. 75% of the fee to be paid on the day of commencement of the training programme

With Warm Regards



For ICICIdirect Centre for Financial Learning

Name: Mr. Vineet Arora

Date: 27/01/2017



To be acknowledged by St. Francis Institute of Management and Research

I confirm the above fully sets out our agreed terms of association and issue the 25% part payment of fee payable to ICFL calculated on the minimum commitment of 50 students for the batch

Signature:

A handwritten signature in black ink, appearing to read "Dr. S. S. Mahanty".

Name:

Dr. S. S. Mahanty

Designation:

Director

Date:

14/01/2017

DIRECTOR
ST. FRANCIS INSTITUTE OF
MANAGEMENT & RESEARCH

Date: December 21, 2017

To,

Dr.Subhransu Sekhar Mohanty
Director
St. Francis Institute of Management and Research (SFIMAR)
Mumbai

Subject: ICICIdirect Centre for Financial Learning (ICFL) to offer programme on Foundation of Equity Trading and Investments to students of St. Francis Institute of Management and Research. (SFIMAR)

Dear Dr.S.S.Mohanty,

Based on mutual discussion and documented through this letter of association (LOA), ICFL is glad to offer programme on Foundation of Equity Trading and Investments to eligible students of SFIMAR on fulfillment of terms & conditions mentioned herein.

General information about ICFL, NISM and the programme

About ICICIdirect Centre for Financial Learning (ICFL)

ICFL is an educational initiative of ICICI Securities Ltd. It is one of the leading providers of education on Capital Markets, Financial Planning and Wealth Management. With exhaustive suite of programme offerings, ICFL covers the learning needs of students and professionals in broad areas of Investment Education, Professional Certification and Professional Development. ICFL has associated with globally recognized certification bodies and trains its students to acquire these certifications

More than 5 lakh students and investors have acquired practical knowledge through ICFL and over the years, ICFL has delivered quality programmes in many premier colleges such as FMS D.U., IIFT Delhi, MDI Gurgaon, IMT Ghaziabad, IIMs, SRCC-DU, XIMB, Symbiosis etc.

ICFL has joined hands with National Institute of Securities Market (NISM) to help students to acquire practical working knowledge of stock markets and derivatives.

Member of National Stock Exchange of India Ltd. & Bombay Stock Exchange Ltd.
Capital Market : NSE Regn. No. INB 230773037, BSE Regn. No. INB 011286854
Futures & Options : NSE Regn. No. INF 230773037, BSE Regn. No. INF 010773035
Currency Derivatives : NSE Regn. No. INE 230773037
CIN No.: U67120MH1995PLC086241

ICICI Securities Limited
Registered Office (Institutional):
ICICI Centre, H. T. Parekh Marg,
Churchgate, Mumbai 400 020, India.
Tel (91 22) 2288 2460/70
Fax (91 22) 2288 2445

Corporate Office (Retail):
Shree Sawan Knowledge Park, Plot No. D-507,
T.T.C. Ind. Area, M.I.D.C., Turbhe, Navi Mumbai - 400 705
Tel (91 22) 4070 1000
Fax (91 22) 4070 1022

Name of Compliance Officer (Broking Operations) : Ms. Mamta Jayaram Shetty
Email Address: complianceofficer@icicisecurities.com / Tel (91 22) 4070 1000
Website Address: www.icicisecurities.com / www.icicidirect.com



About National Institute of Securities Markets (NISM)

National Institute of Securities Markets (NISM) is a society and public trust, established by the Securities and Exchange Board of India (SEBI), the regulator for securities markets in India, to improve the quality of the securities and financial markets through sustained capacity building and knowledge dissemination initiatives.

NISM caters to the educational needs of various constituencies such as investors, issuers, intermediaries, regulatory staff, policy makers, academia and future professionals in the financial sector. NISM's School for Certification of Intermediaries develops and conducts Certification Examinations and Continuing Professional Educational programmes to enhance the quality and standards of professionals employed in various segments of the financial industry. NISM certifications are essential for all those who are interested in building a successful career in the Indian financial sector.

Foundation of Equity Trading and Investments

A joint certification between ICICIdirect Centre for Financial Learning and National Institute of Securities Market aims to help students to acquire practical working knowledge of stock markets and derivatives. The Classroom lectures combined with practical training seeks to create knowledge for students to commence their journey in the exciting world of equities and derivatives and lay a strong foundation for students desiring to work in the Capital Market segment.

Duration of the course: 15 hours

Programme Outline:

- Overview of Equity
- Financial Market
- Capital Market
- Mechanism of Stock Trading- Virtual Stocks Demo
- Corporate Action and Taxation on Equity Investments
- Introduction to Fundamental and Technical Analysis
- Hedging Risks - Derivatives

ICFL Deliverable's:

1. Delivery pedagogy: 2 days training which includes appropriate usage of the virtual stocks trading platform for practical understanding of the concepts taught
2. Certification: Certificate of participation to all the students. SFIMAR logo will be placed on Certificate of participation stating them as Institute Partner.
3. Faculty: Industry experts nominated by ICFL. The training could be delivered by one or more faculty depending on the availability of faculty and relevant expertise in the chosen module and the Institute Partner will be informed well in advance.

4. Study material: Soft copy of work book of NISM-Series XII: Securities market Foundation Examination
5. Virtual Stock trading platform: Continued access to virtual stocks trading platform for both equity and derivative. As a part of Program offering, **Virtual Stock ID** will be offered to the students exclusively that will be valid for a period of **12 months**.

Deliverables of SFIMAR

1. Allot 2 days for delivering training to the eligible students.
2. Provide the infrastructure for delivery of training, the infrastructure could be classroom, a Projector, White screen, board for writing, adequate number of computers / laptops with good and reliable internet connectivity etc and any other facility which could be required for seamless delivery of the training programme.
3. Share the list of eligible students with ICFL 07 days prior to the commencement of the training programme.
4. Seek prior written consent from ICFL before using or representing the name, logo of ICFL, ICICI Securities or any other ICICI Group company for the purpose of promoting the course offered through this association.
5. Pay the training fee to ICFL as per agreed payment schedule.

Other terms & conditions

1. The relationship established between ICFL and SFIMAR under this LOA is for limited purpose of ICFL providing classroom training for the programme on Foundation of Equity Trading and Investments to the students of SFIMAR.
2. Foundation of Equity Trading and Investments programme is a customized programme offered by ICFL and NISM to students and does not offer any placement, employment assurance, guarantee or assistance on successful completion either with ICICI Securities or ICICI group companies or any other company.
3. The delivery schedule of the training programme could vary due to any emergency situation beyond the control of ICFL.
4. ICFL is not bound by any liability in the event of any such incident any time during the delivery of this training programme.
5. ICFL reserves the right to stop or discontinue the delivery of training programme on not receiving its due fee payable by SFIMAR as per the agreed payment schedule.
6. ICFL does not undertake any responsibility on other course, content, coverage or syllabus which could lead to the Graduation, Master, Post Graduate Diploma or any other accreditation.
7. Term and Termination: The Letter of Association shall be effective from the date of signing this LOA till completion of the programme and may be extended for a further period after mutual discussions. Either Party shall have a right to terminate this LOA by giving 07 days advance written notice to the other party. On termination or expiry of this LOA, SFIMAR shall cease to use name and logo of ICFL.
8. Disclaimers: All services will be provided on a best effort basis only. ICFL hereby excludes any warranty (express or implied), as to the quality, accuracy, completeness or fitness for a particular purpose of the services and / or information provided hereunder and will not be liable for any damages arising from the use of

such information and / or services. Certain information and / or assistance are provided by third parties, for use of which ICFL accepts no responsibility or liability

9. Confidentiality: ICFL & SFIMAR agree that any information including the information of the candidates/students/products which is disclosed by either of them pursuant to this LOA, in any form, shall be treated as Confidential during the term of this association and will be used solely for the purpose of this LOA. ICFL shall retain all right, title and interest to all of its trademarks, service marks, copyrights, patents, trade secrets. All discussions carried out during this association in respect of the products on which ICFL shall provide services would be treated as confidential. The Obligation under this clause shall survive any termination or expiration of the arrangements or obligations of parties contained in the association.
10. Compliance: SFIMAR agrees to comply with all applicable legal and regulatory requirements of the country (if any). SFIMAR also warrants that its execution of this LOA has been duly authorized and approved by the Management of SFIMAR. SFIMAR agrees neither to use nor display the name, logos or mark of ICFL (or any logo or mark similar thereto) in any manner or for any purpose whatsoever, except as permitted in writing by ICFL
11. This arrangement shall be governed under the laws of India. In case of any dispute between ICFL & SFIMAR, the dispute should be referred to an Arbitration process as per the Arbitration and Conciliation Act, 1996 and Non breaching party will decide to submit to the exclusive jurisdiction of the courts of Mumbai.
12. Any notice required shall be in writing and given to the concerned authorities by personal delivery or by certified mail, postage prepaid, or recognized overnight delivery services.
13. If ICFL fails on the mentioned deliverables then entire of the paid fees would be refunded to SFIMAR within a week and ifso facto own the responsibility to clarify the matter with the students.

Payment of Training Fee to ICFL by SFIMAR and the payment schedule

Fee payable to ICFL by SFIMAR

1. A sum of Rupees 2700/- per student including the applicable taxes.
2. A minimum commitment of fees equivalent to 50 students in the training batch or actual numbers of students in the batch whichever is higher.
3. Fee once paid is not refundable, unless this Letter of Association gets terminated.

Payment Schedule

- a. 25% of the fee to be paid on signing of this Letter of Association
- b. 75% of the fee to be paid on the day of commencement of the training programme

With Warm Regards

For ICICIdirect Centre for Financial Learning

Signature: 

Name: Mr. Abhishek Mathur

Date: 26/12/17



To be acknowledged by St. Francis Institute of Management and Research

I confirm the above fully sets out our agreed terms of association and issue the 25% part payment of fee payable to ICFL calculated on the minimum commitment of 50 students for the batch

Signature: 

Name: Dr. S.S. Mohanty

Designation: **DIRECTOR**
ST. FRANCIS INSTITUTE OF
MANAGEMENT & RESEARCH

Date: 22/12/17

To,

Date: December 07, 2018

Bro Alphonse Nesamony- Chairman
St. Francis Institute of Management and Research (SFIMAR)
Mumbai

Subject: ICICIdirect Centre for Financial Learning (ICFL) to offer programme on Foundation of Equity Trading and Investments to students of St. Francis Institute of Management and Research. (SFIMAR)

Dear Bro Alphonse Nesamony,

Based on mutual discussion and documented through this letter of association (LOA), ICFL is glad to offer programme on Foundation of Equity Trading and Investments to eligible students of SFIMAR on fulfillment of terms & conditions mentioned herein.

General information about ICFL, NISM and the programme**About ICICIdirect Centre for Financial Learning (ICFL)**

ICFL is an educational initiative of ICICI Securities Ltd. It is one of the leading providers of education on Capital Markets, Financial Planning and Wealth Management. With exhaustive suite of programme offerings, ICFL covers the learning needs of students and professionals in broad areas of Investment Education, Professional Certification and Professional Development. ICFL has associated with globally recognized certification bodies and trains its students to acquire these certifications

More than 5 lakh students and investors have acquired practical knowledge through ICFL and over the years, ICFL has delivered quality programmes in many premier colleges such as FMS D.U., IIFT Delhi, MDI Gurgaon, IMT Ghaziabad, IIMs, SRCC-DU, XIMB, Symbiosis etc. ICFL has joined hands with National Institute of Securities Market (NISM) to help students to acquire practical working knowledge of stock markets and derivatives.

About National Institute of Securities Markets (NISM)

National Institute of Securities Markets (NISM) is a society and public trust, established by the Securities and Exchange Board of India (SEBI), the regulator for securities markets in India, to improve the quality of the securities and financial markets through sustained capacity building and knowledge dissemination initiatives.

NISM caters to the educational needs of various constituencies such as investors, issuers, intermediaries, regulatory staff, policy makers, academia and future professionals in the

Capital Market : NSE Regn. No. INF 230773037, BSE Regn. No. INF 010773035
Futures & Options : NSE Regn. No. INF 230773037, BSE Regn. No. INF 010773035
Currency Derivatives : NSE Regn. No. INF 230773037
CIN No.: L67120MH1995PLC086241

ICICI Securities Limited
Registered Office (Institutional):
ICICI Centre, H. T. Parekh Marg,
Churchgate, Mumbai 400 020, India.
Tel (91 22) 2288 2460/70
Fax (91 22) 2288 2445

Corporate Office (Retail):
Shree Sawan Knowledge Park, Plot No. D-507,
T.T.C. Ind. Area, M.I.D.C., Turbhe, Navi Mumbai - 400 705
Tel (91 22) 4070 1000
Fax (91 22) 4070 1022

Name of Compliance Officer (Broking Operations) : Ms. Mamta Jayaram Shetty
Email Address: complianceofficer@icicisecurities.com / Tel (91 22) 4070 1000
Website Address: www.icicisecurities.com / www.icicidirect.com



financial sector. NISM's School for Certification of Intermediaries develops and conducts Certification Examinations and Continuing Professional Educational programmes to enhance the quality and standards of professionals employed in various segments of the financial industry. NISM certifications are essential for all those who are interested in building a successful career in the Indian financial sector.

Foundation of Equity Trading and Investments

A joint certification between ICICIdirect Centre for Financial Learning and National Institute of Securities Market aims to help students to acquire practical working knowledge of stock markets and derivatives. The Classroom lectures combined with practical training seeks to create knowledge for students to commence their journey in the exciting world of equities and derivatives and lay a strong foundation for students desiring to work in the Capital Market segment.

Duration of the course: 15 hours

Programme Outline:

- Overview of Equity
- Financial Market
- Capital Market
- Mechanism of Stock Trading- Virtual Stocks Demo
- Corporate Action and Taxation on Equity Investments
- Introduction to Fundamental and Technical Analysis
- Hedging Risks - Derivatives

ICFL Deliverable':

1. Delivery pedagogy: 2 days training which includes appropriate usage of the virtual stocks trading platform for practical understanding of the concepts taught
2. Certification: Certificate of participation to all the students. SFIMAR logo will be placed on Certificate of participation stating them as Institute Partner.
3. Faculty: Industry experts nominated by ICFL. The training could be delivered by one or more faculty depending on the availability of faculty and relevant expertise in the chosen module and the Institute Partner will be informed well in advance.
4. Study material: Soft copy of work book of NISM-Series XII: Securities market Foundation Examination




5. Virtual Stock trading platform: Continued access to virtual stocks trading platform for both equity and derivative. As a part of Program offering, **Virtual Stock ID** will be offered to the students exclusively that will be valid for a period of **12 months**.

Deliverable of SFIMAR

1. Allot 2 days for delivering training to the eligible students.
2. Provide the infrastructure for delivery of training, the infrastructure could be classroom, a Projector, White screen, board for writing, adequate number of computers / laptops with good and reliable internet connectivity etc and any other facility which could be required for seamless delivery of the training programme.
3. Share the list of eligible students with ICFL 07 days prior to the commencement of the training programme.
4. Seek prior written consent from ICFL before using or representing the name, logo of ICFL, ICICI Securities or any other ICICI Group company for the purpose of promoting the course offered through this association.
5. Pay the training fee to ICFL as per agreed payment schedule.


Other terms & conditions

1. The relationship established between ICFL and SFIMAR under this LOA is for limited purpose of ICFL providing classroom training for the programme on Foundation of Equity Trading and Investments to the students of SFIMAR.
 2. Foundation of Equity Trading and Investments programme is a customized programme offered by ICFL and NISM to students and does not offer any placement, employment assurance, guarantee or assistance on successful completion either with ICICI Securities or ICICI group companies or any other company.
 3. The delivery schedule of the training programme could vary due to any emergency situation beyond the control of ICFL.
 4. ICFL is not bound by any liability in the event of any such incident any time during the delivery of this training programme.
 5. ICFL reserves the right to stop or discontinue the delivery of training programme on not receiving its due fee payable by SFIMAR as per the agreed payment schedule.
 6. ICFL does not undertake any responsibility on other course, content, coverage or syllabus which could lead to the Graduation, Master, Post Graduate Diploma or any other accreditation.
- 

7. **Term and Termination:** The Letter of Association shall be effective from the date of signing this LOA till completion of the programme and may be extended for a further period after mutual discussions. Either Party shall have a right to terminate this LOA by giving 07 days advance written notice to the other party. On termination or expiry of this LOA, SFIMAR shall cease to use name and logo of ICFL.
8. **Disclaimers:** All services will be provided on a best effort basis only. ICFL hereby excludes any warranty (express or implied), as to the quality, accuracy, completeness or fitness for a particular purpose of the services and / or information provided hereunder and will not be liable for any damages arising from the use of such information and / or services. Certain information and / or assistance are provided by third parties, for use of which ICFL accepts no responsibility or liability
9. **Confidentiality:** ICFL & SFIMAR agree that any information including the information of the candidates/students/products which is disclosed by either of them pursuant to this LOA, in any form, shall be treated as Confidential during the term of this association and will be used solely for the purpose of this LOA. ICFL shall retain all right, title and interest to all of its trademarks, service marks, copyrights, patents, trade secrets. All discussions carried out during this association in respect of the products on which ICFL shall provide services would be treated as confidential. The Obligation under this clause shall survive any termination or expiration of the arrangements or obligations of parties contained in the association.
10. **Compliance:** SFIMAR agrees to comply with all applicable legal and regulatory requirements of the country (if any). SFIMAR also warrants that its execution of this LOA has been duly authorized and approved by the Management of SFIMAR. SFIMAR agrees neither to use nor display the name, logos or mark of ICFL (or any logo or mark similar thereto) in any manner or for any purpose whatsoever, except as permitted in writing by ICFL
11. This arrangement shall be governed under the laws of India. In case of any dispute between ICFL & SFIMAR, the dispute should be referred to an Arbitration process as per the Arbitration and Conciliation Act, 1996 and Non breaching party will decide to submit to the exclusive jurisdiction of the courts of Mumbai.
12. Any notice required shall be in writing and given to the concerned authorities by personal delivery or by certified mail, postage prepaid, or recognized overnight delivery services.
13. If ICFL fails on the mentioned deliverables then entire of the paid fees would be refunded to SFIMAR within a week and ifso facto own the responsibility to clarify the matter with the students.

Payment of Training Fee to ICFL by SFIMAR and the payment schedule

Fee payable to ICFL by SFIMAR

1. A sum of Rupees 2850/- per student including the applicable taxes.
 2. A minimum commitment of fees equivalent to 50 students in the training batch or actual numbers of students in the batch whichever is higher.
 3. Fee once paid is not refundable, unless this Letter of Association gets terminated.
- 

Payment Schedule

- a. 50% of the fee to be paid on signing of this Letter of Association
- b. 50% of the fee to be paid on the day of commencement of the training programme

With Warm Regards

For ICICIdirect Centre for Financial Learning

Name: ABHISHAKE MATHUR Sr. V.P.

Date: 07/12/2018



To be acknowledged by St. Francis Institute of Management and Research

I confirm the above fully sets out our agreed terms of association and issue the 50% part payment of fee payable to ICFL calculated on the minimum commitment of 50 students for the batch

Signature: 

Name: Bro. Alphonse Nesanony.

Designation: Chairman.

Date: 13/12/2018.



6. NISM Certification Course on Foundation of Equity and Stock Trading in Association with NISM, ICICI Direct and SFIMAR Academic Year (2015-2019)

Introduction

ICFL is an educational initiative of ICICI Securities Ltd. It is one of the leading providers of education on Capital Markets, Financial Planning and Wealth Management. With an exhaustive suite of programme offerings, ICFL covers the learning needs of students and professionals in broad areas of Investment Education, Professional Certification and Professional Development. ICFL has associated with globally recognized certification bodies and trains its students to acquire these certifications. More than 3 lakh students and investors have acquired practical knowledge through ICFL, and over the years, ICFL has delivered quality programmes in many premier colleges such as FMS D.U., IIFT Delhi, MDI Gurgaon, IMT Ghaziabad, LLMS, SRCC-DU, XIMB, Symbiosis etc. ICFL has joined hands with the National Institute of Securities Market (NISM) to help students acquire a practical working knowledge of stock markets and derivatives.

About National Institute of Securities Markets (NISM)

National Institute of Securities Markets (NISM) is a society and public trust established by the Securities and Exchange Board of India (SEBI), the regulator for securities markets in India, to improve the quality of the securities and financial markets through sustained capacity building and knowledge dissemination initiatives.

NISM caters to the educational needs of various constituencies such as investors, issuers, Intermediaries, regulatory staff, policymakers, academia and future professionals in the financial sector, NISM's School for Certification of Intermediaries develops and conducts Certification Examinations and Continuing Professional Educational programmes to enhance the quality and standards of professionals employed in various financial industry segments. NISM certifications are essential for all those interested in building a successful career in the Indian financial sector.

Foundation of Equity Trading and Investments A joint certification between the ICICIdirect Centre for Financial Learning and the National Institute of Securities Market aims to help students acquire a practical working knowledge of stock markets and derivatives. The Classroom lectures combined with practical training seek to create knowledge for students to

commence their journey in the exciting world of equities and derivatives and lay a strong foundation for students desiring to work in the Capital Market segment.

Duration of the course: 15 hours

Programme Outline:

- Overview of Equity
- Financial Market
- Capital Market
- Mechanism of Stock Trading- Virtual Stocks Demo
- Corporate Action and Taxation on Equity investments
- Introduction to Fundamental and Technical Analysis
- Hedging Risks - Derivatives

ICFL Deliverables:

1. Delivery pedagogy: 2 days training which includes appropriate usage of the virtual stocks trading platform for practical understanding of the concepts taught.
2. Certification: Certificate of participation to all the students. SFIMAR logo will be placed on Certificate of participation stating them as Institute Partner
3. Faculty: Industry experts nominated by ICFL; the training could be delivered by one or more faculty depending on the availability of faculty and relevant expertise in the chosen module, and the Institute Partner will be informed well in advance.
4. Study material: Soft copy of workbook of NISM-Series XII: Securities market Foundation Examination
5. Virtual Stock trading platform: Continued access to virtual stocks trading platform for both equity and derivative. As a part of the Program offering, Virtual Stock ID will be offered to the students exclusively, valid for 12 months.

Objective

ICICI Direct Centre for Financial Learning (ICFL) to offer a programme on Foundation of Equity Trading and investments to students of St. Francis Institute of Management and Research (SFIMAR)

Academic Year	Dates of the Programme	No of students enrolled
2015 - 16	10 and 11 January 2016	56
2016 - 17	29 and 31 January 2017	68
2017 - 18	7 and 9 January 2018	54
2018 – 19	20 and 22 January 2019	56



Photos of Session conducted during the NISM Certification Program

Training Session on 10 and 11 January 2016

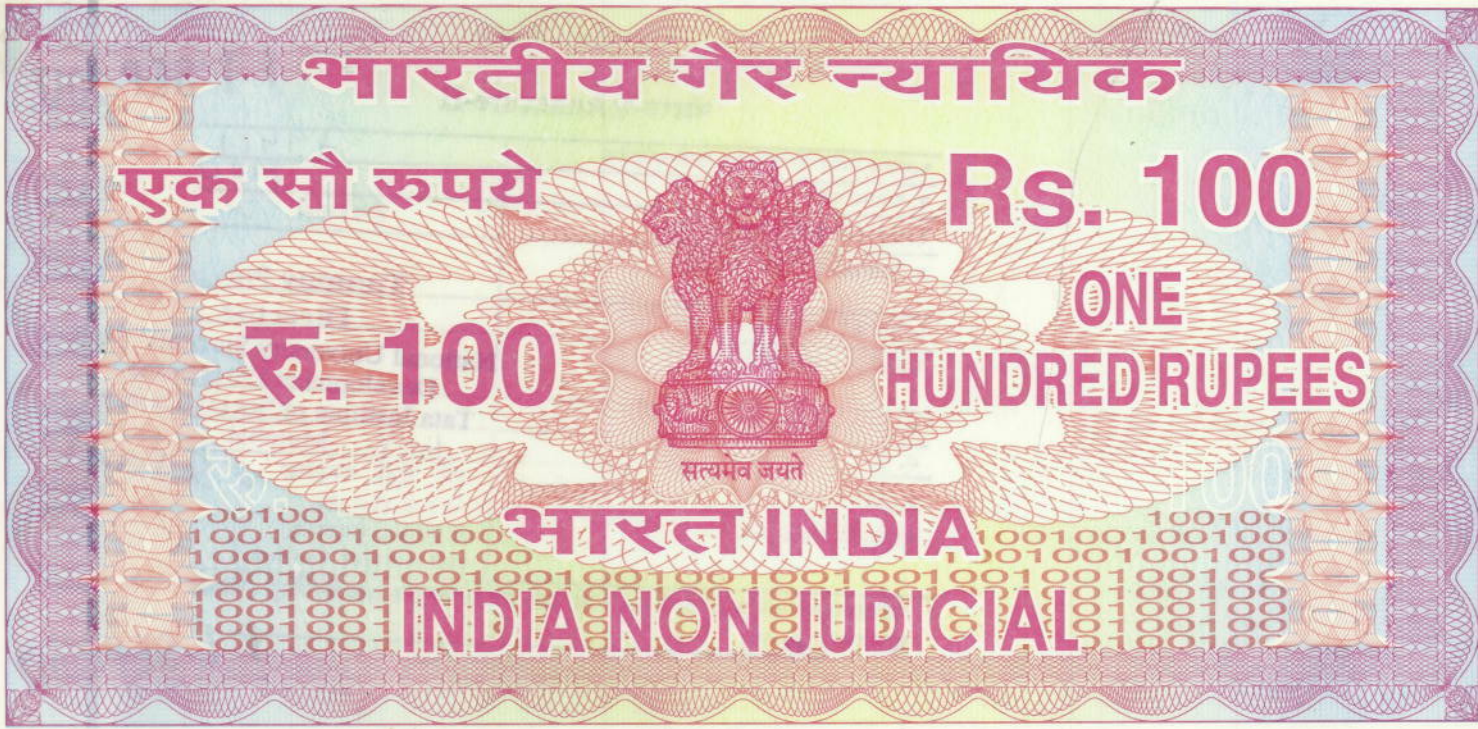


Training Session on 29 and 31 January 2017



Certificate Distribution for the sessions held on 7 and 9 January 2018





महाराष्ट्र MAHARASHTRA

2017

SL 089521



जिल्हा कोषालय कार्यालय,

MEMORANDUM OF UNDERSTANDING (MOU)

4 SEP 2017

BETWEEN

TATA INSTITUTE OF SOCIAL SCIENCES, MUMBAI

AND

ST. FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH

ON

NATIONAL UNIVERSITY STUDENTS' SKILL DEVELOPMENT
(NUSSD) PROGRAMME

NUSSD-TISS

1

SFIMAR

THIS MEMORANDUM of UNDERSTANDING (MOU) is made at Mumbai and entered into on ~~05.10~~.... in the year 2017

BY AND BETWEEN

Tata Institute of Social Sciences (herein after referred to as "TISS"), a Deemed University under section 3 of the University Grants Commission Act (UGC) of India, 1956, is a premier institute in India in social sciences, human development and public policy, having its main campus at V.N. Purav Marg, Deonar, Mumbai-400088 , herein referred to as '**First Party**';

AND

St. Francis Institute of Management and Research (hereinafter referred to as "SFIMAR"), a leading college affiliated to the University of Mumbai, having its main campus at Gate No.5, Mt. Painsur, S.V.P Road, Borivali, Mumbai, Maharashtra 400055, hereinafter referred to as '**Second Party**';

TISS and SFIMAR shall herein after collectively be called "the parties" and individually as "the party".

1. STATEMENT OF PURPOSE

The employability of India's university graduates continues to remain weak even while there is an acute shortage of skilled manpower in an increasing number of high demand sectors. The youth are thus disillusioned about job opportunities post their studies. Though they have educational degrees, they lack the skills and the experience to get employed.

Skilling the youth to enhance their employability and enabling them to be effective contributors to the nation's growth and development assumes paramount importance in the current context.

The Tata Institute of Social Sciences has been working to reach the youth through an innovative programme called '**National University Students' Skill Development (NUSSD)**' for the same purpose. The aim is to enable the youth enrolled in the various degree programs in Colleges and Universities in India to acquire skills that would give them a certificate/diploma in a specific high demand domain area in addition to their degree. Students will be introduced to

 SFIMAR

holistic education which encompasses components of employment oriented training, exposure to community services, life skills training and civic education to fulfill the changing requirement of higher education and thereby bringing about vocationalization of higher education. Eventually, this programme is poised to cover all the youth in the university system wanting to enhance their employment potential by gaining skills along with a graduate degree in their chosen discipline

2. PROGRAMME BACKGROUND

The National University Students' Skill Development (NUSSD) Programme is a unique initiative on skill development designed and delivered by the Tata Institute of Social Sciences (TISS). The programme was initiated in 2013 in collaboration with **Ministry of Youth Affairs and Sports, Government of India (GoI)** and **National Skill Development Agency (NSDA)**, GoI to enable graduating youth acquire employable skills while pursuing their graduation or post-graduation so that they are job-ready as and when they pass out from the colleges. After completion of a successful pilot in 34 colleges of 11 Universities, spread across 9 States, the programme is being implemented across 200 colleges, including Engineering and Management colleges. The programme is currently in its second phase and covers a student population of more than 20000, spread across several states in the country.

NUSSD offers **Certificate Programme in 'Management and Soft Skills'** for students who are pursuing their Engineering and Management and a skill-linked domain courses leading to a Diploma (e.g. Diploma in Entrepreneurship) in parallel to their regular coursework. The classes are held in the participating College or University and the programme is designed on a schedule that minimizes disruption of regular studies and personal pursuits of participating students.

3. OBJECTIVES OF THE PROGRAMME

The NUSSD programme aims at:

- 1. Enhancing employability skills of students to have a suitable career option after graduation.**
- 2. Develop skills, competencies and knowledge to intervene in an equal and sustainable manner in the social and economic development of people.**
- 3. Foster socially conscious students grounded in respect for people and concerned about the welfare of others.**

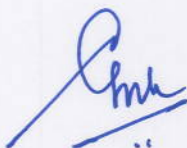
4. NUSSD COURSE STRUCTURE

NUSSD courses are developed by premier institutions/domain experts and subjected to scrutiny by accreditation bodies. Each course is reviewed by an expert committee on regular basis to incorporate and update the recent developments and changing requirements of the industry.

The NUSSD courses are built on the existing academic structure and add elements to enhance employability and build capacity to address key regional challenges and opportunities.

(i) Course Curriculum Details

- Credits earned
 - ✓ Foundation Course (20 credits)
 - ✓ Domain Certificate Course (Foundation + 20 credits)
 - ✓ Domain Diploma (Domain Certificate course + 20 credits)
- Curriculum Development Expert Group and Accreditation
 - ✓ Group of Skill Area Specialization Experts drawn from academia, government and industry in each of skill areas as well as competencies, develop curriculum in specific specializations.
 - ✓ The expert group evolves criteria for course delivery, assessment and accreditation.



SFIMAR

- ✓ The Course is accredited by the Academic Council of the Tata Institute of Social Sciences (TISS).

(ii) Course Design

- NUSSD Courses are designed in a modular, interlinked and interactive manner; cumulatively building knowledge, skills, and competencies administered through classes and field work.
- The course credits are spread over the years of graduation and in each semester, the students will gain 5 credits of taught courses (lectures and tutorials) followed by 15 to 30 days of Field work / Internship in appropriate work location (for 4 credits).
- Field work / internship in urban / rural contexts in community and industrial set up are organized during holiday /vacation for 15 days in winter and 30 to 45 days in summer to gain hands-on practical experience.
- During the training, students will be introduced to the purpose of NUSSD programme and need for skill development through a series of interactive sessions at the university and its affiliated colleges.

(iii) Foundation skills for professional competencies

All students enrolled for NUSSD will gain competency in following areas - (Compulsory Foundation Courses for professional competencies):

Foundation Courses (Phase 1) - Certificate in Management and Soft Skills

1. English Communication
2. Youth Leadership and People Skills
3. Analytical Skills
4. Legal Literacy
5. Financial Literacy
6. Introduction to Entrepreneurship

7. Digital Literacy
8. Employability Skills

Competency in digital application would be an integral part of gaining competency in other modules and subsequent skill development process. The students pursuing 3rd Year can opt for foundation course or Domain course parallel to their academic year.

(iv) Domain Specific Training

Domain Courses (Phase 2) - Certificate/Diploma in Specific Domain

These are specializations offered over a period of 2 to 3 years to students, beginning with the second year of their undergraduate studies. They are put through comprehensive and rigorous training in the domain that they choose so that they develop expertise in the domain. The objective is also to help increase their employability in the chosen domain.

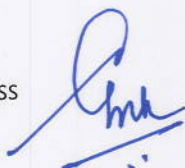
Indicative lists of courses are given below. The skill domain courses are provided on demand in the participating colleges.

- Diploma in Digital Marketing
- Diploma in Entrepreneurship
- Diploma in Sustainable Agriculture
- Diploma in Hospital Service Management
- Diploma in Physician Assistant
- Diploma in Travel and Tourism
- Diploma in Banking and Financial Services Management

A number of other domain areas will be added as per the regional requirements and employment opportunities at different locations.

(v) Training Methodology

NUSSD-TISS



6



SFIMAR

- From the catchment area of the College, a pool of experts from academia, industry, government, autonomous bodies and civil society are identified, assessed on competencies and enrolled to deliver course modules including lectures, tutorials and field work. Enrollment of teachers and trainers is done for each of the domain areas, and specific modules. The payment of teachers and trainers for each of the domain areas will be made on hourly basis after the successful delivery of particular course as per the NUSSD provisions.
- From the pool of part-time teachers and trainers, key resource persons are being identified to teach and mentors students for each of the domain areas and specific skills.
- Thus, a cohesive group of experts for each of the vocational education specialization is formed to deliver the course.
- NGOs and support agencies, industries and businesses are identified and enrolled to facilitate field work and internship. NGOs and support agencies may not be given financial compensation for the staff time provided.

5. CERTIFICATION

On successful completion of the programme, students will receive certification from the National University Students' Skill Development Programme of TISS.

Certification by the NUSSD-TISS may also carry the name of industry/academic partner to ensure that there is industry recognition to enhance employability of the graduates both locally and nationally.

6. OUTCOMES EXPECTED

It is expected that the successful implementation of NUSSD programme will enhance employability of the participants to a considerable level, enable them to gain certification which is recognized by Industry for skills and competencies, and also help in enhancing employability of the graduates both locally and nationally.

A good number of skilled graduates would emerge as transformation leaders after the successful completion of the course. Eventually, the availability of skilled human resources will be in several million college graduates.

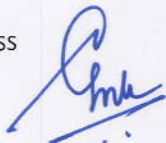
7. COLLABORATION AGREEMENT

The College and NUSSD-TISS agree to explore and assist in developing mechanisms that will serve to encourage and enhance cooperative work between the institutions in areas of mutual interest, such as delivery of NUSSD courses through a dynamic partnership.

The College shall provide all administrative and operational support to NUSSD programme by establishing an Office of NUSSD within the college campus. The roles and responsibilities of the parties are given below.

8. ROLES AND RESPONSIBILITIES:

Sr No	Tata Institute of Social Sciences	SFIMAR
	Designate a Programme Officer to manage the relationship with the participating college and deliver the NUSSD programme at the college. The Programme Officer shall be engaged and paid by NUSSD, TISS.	Designate a senior faculty member of the college as NUSSD Convener. The NUSSD-Convener will co-lead the NUSSD programme delivery process with the NUSSD Programme Management team. It is the responsibility of the Convener to work with the Program Officer for the smooth implementation of the programme
	Identify and empanel a pool of trainers for each course. Organize Training of Trainers (ToT) programmes to orient the trainers on course content and pedagogy. The trainers are paid honorarium by NUSSD, TISS	Ensure the enrolment of a good number of students in NUSSD programme in the college through advocacy and counseling




SFIMAR

	Develop and provide course curriculum and content for all the modules. Revise the course curriculum and content as and when required.	Help identify potential trainers and share their profiles with NUSSD, TISS
	Work with the college to prepare a training calendar. It is designed on a schedule that minimizes disruption of regular works at the college and personal pursuits of students.	May advice in-house trainers to attend Training of Trainers (ToT) programme at NUSSD, TISS.
	Deliver the training at the college as per the agreed training schedule.	Ensure allocation of required number of hours for NUSSD in the college academic timetable for smooth delivery of the programme.
	Conduct periodical assessment as per the norms prescribed by the Academic Council of TISS.	Provide infrastructure facilities including Class rooms, Computer lab, Projector, Seminar Halls / Auditorium to conduct NUSSD programmes
	Award certificate to students who complete the course successfully	Provide office space to the Programme Officer to operate smoothly from the college.
	Monitoring and evaluation of the programme	Connect with local Industry through the network of the college to identify opportunities for fieldwork and internship for students
	Develop and establish a feedback mechanism to receive feedback from all stakeholders, including the students to improve the quality of the programme.	
	Connect with local Industry through the network of the college to identify opportunities	

	for fieldwork and internship for students	

9. FINANCIAL IMPLICATIONS

NUSSD-TISS will charge course fee to students, thereby making the programme self-sustaining.

The course fee collected from the students will be remitted to NUSSD-TISS.

For Certificate in Management and Soft Skill

Cost per student	Rupees
Tuition (TISS Component) (80% of Tution Fee)	7200
Participating College (20 % of tution fee)	1800
Materials	500
Administrative fees	250
Total	9750

Domain Programmes:

Cost per student	Rupees
Tuition Fee for each Level (2 Levels) Level 1 – Certificate	12000

Level 2 - Diploma	
Materials	1200
Administrative fees	1000
Total per year	14200

Modular Course Fee: The colleges opting for one or more than one courses (and not the complete Certificate in Management and Soft Skills Course) will be guided by the following fee structure.

SN	Name of the Course	Course Fee	TISS (Course Fee Component)	College (20 % of tuition fee)
1	English Communication	3000	2400	600
2	Youth Leadership and People Skills	2250	1800	450
3	Analytical Skills	3000	2400	600
4	Legal Literacy	1500	1200	300
5	Financial Literacy or Introduction to Entrepreneurship or Digital Literacy	3750	3000	750
6	Employability Skills	1500	1200	300

The fees shall be increased year on year based on the programme delivery cost and mutual agreement between the PARTIES

10. DURATION / TERM OF THE MOU

This MoU shall be valid for a period of three years from the date of its being entered into and may be extended by the parties by mutual consent from time to time.


11. CHANGES / AMMENDMENTS

No change shall be made to this MoU without the written consent and signed approval of both the parties. Additions/deletions or alterations to this MoU may be effected with the prior written consent and approval concerning the particular change. Documents containing such additions, deletions and/or alterations should be signed by both the Parties and shall form a part of this MoU, and be deemed to be part of this MoU from the date of such amendment.

12. TERMINATION

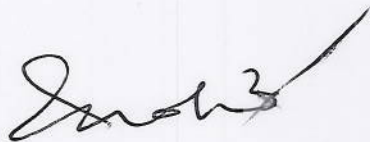
This MoU can be recommended for termination by the parties after serving 3 (three) months' notice in writing. However, if there is failure or breach of understanding or default by either party other than on force majeure grounds it shall be terminated with one month's notice. However based on unsatisfactory performance and or other reasons TISS-NUSSD may terminate or amend any of the understanding as stated above.

NUSSD-TISS



SFIMAR

This MOU shall be effective upon the signature of Parties through their authorized officials.



Director/ Principal

SFIMAR



Director / Registrar

TATA INSTITUTE OF
SOCIAL SCIENCES
REGISTRAR
Tata Institute of Social Sciences
Deonar, Post Box No. 8313
Mumbai-400 088

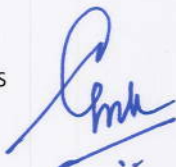
Annexure 1

Roles and responsibilities of the College Convener For TISS NUSSD Programme

Objective: To increase efficiency of NUSSD Programme in the college and to create an enabling environment for successful completion of the programme by a maximum number of students to reach the goal of shaping the character of students, building their competencies and making them employable to attain successful career in their chosen field.

Convener would act as a nodal person between college and NUSSD Team

1. Motivating students to join skill development programme of NUSSD
2. Facilitating the admission of students to the NUSSD Programme.
3. Planning and scheduling NUSSD programme in the University/College calendar for the successful implementation of its classes.
4. Coordinating with the Principal and other faculty/staff members for the smooth running of the Programme.



SFIMAR

5. Arranging infrastructure facilities for the NUSSD Programme.
6. Help the TISS Program Officer monitor and maintain the attendance of daily classes and activities. It will be the responsibility of the TISS Program Officer to update the attendance sheets regularly.
7. Motivating students to attend classes regularly.
8. Informing the Program Officer of any changes in academic calendar for the smooth functioning of the programme.
9. Supporting NUSSD Team to identify trainers for all the courses.
10. Taking feedback from the students with the help of the Program Officer
11. Preparing a weekly report on the programme including any challenges faced and any innovation required for the evolution of the programme.
12. Facilitating the collection of fees from the students and the distribution of workbooks.
13. Supporting NUSSD Programme Officer in day to day implementation of the programme
14. Constitute a students' core committee with the help of PO-NUSSD and a working group committee which consists of HoDs of all the stream, NSS coordinator, convener, Principal, NUSSD PO and NUSSD PM.
15. Organize a weekly meeting with students' core committee and monthly meeting with working group and prepare a report.

Annexure 2
Designate as the College Convener
For TISS NUSSD Programme

To,

We are pleased to designate you as the College Convener for the
_____ College from _____ to _____.

The responsibilities as the College Convener are as follows:

Convener would act as a nodal person between college and NUSSD Team

1. Motivating students to join skill development programme of NUSSD
2. Facilitating the admission of students to the NUSSD Programme.
3. Planning and scheduling NUSSD programme in the University/College calendar for the successful implementation of its classes.

4. Coordinating with the Principal and other faculty/staff members for the smooth running of the Programme.
5. Arranging infrastructure facilities for the NUSSD Programme.
6. Help the TISS Program officer monitor and maintain the attendance of daily classes and activities. It will be the responsibility of the TISS Program Officer to update the attendance sheets regularly.
7. Motivating students to attend classes regularly.
8. Informing the Program Officer of any changes in academic calendar for the smooth functioning of the programme.
9. Supporting NUSSD Team to identify trainers for all the courses.
10. Taking feedback from the students with the help of the Program Officer
11. Preparing a weekly report on the programme including any challenges faced and any innovation required for the evolution of the programme.
12. Facilitating the collection of fees from the students and the distribution of workbooks.
13. Supporting NUSSD Programme Officer in day to day implementation of the programme.
14. Constitute a students' core committee with the help of PO-NUSSD and a working group committee which consists of HoDs of all the stream, NSS coordinator, convener, Principal, NUSSD PO and NUSSD PM.
15. Organize a weekly meeting with students' core committee and monthly meeting with working group and prepare a report.

TISS - NUSSD and the College Principal reserves the right to extend or terminate this appointment based on your performance as the College Convenor.

Principal

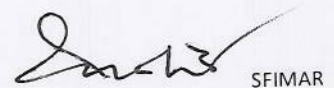
SFIMAR

Director

NUSSD-TISS

I hereby accept my appointment as the College convener along with the terms, conditions and responsibilities that are associated to the position of College Convener. I promise to deliver my best effort in this position.

<Appointee Name>



SFIMAR



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research (SFIMAR)

&

National University Students Skill Development (NUSSD) Program, TISS, Mumbai

The MOU between St Francis Institute of Management and Research and Tata Institute of Management and Research, Mumbai was signed on 05/10/2017. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2017-2018	Skill Development Program namely Youth Leadership and People Skill (YLPS) for the students	5 th Oct 2017	16 th Feb 2018
2018-2019	Skill Development Program namely Youth Leadership and People Skill (YLPS) for the students	12 th Oct 2018	9 th March 2019
2019-2020	Skill Development Program namely Youth Leadership and People Skill (YLPS) for the students	7 th Feb 2020	20 th May 2020

For
St. Francis Institute of Management and Research

For
(NUSSD), Tata Institute of Social Sciences,
Mumbai

Dr G Ramesh
Officiating Director

SEAL and Date

24/11/2021



Authorized Signatory

SEAL and Date



7. Tata Institute of Social Studies (TISS)

Academic Year (2017-2020)

Youth Leadership and People Skills (YLPS)

Program Developed by National University of Student Skill Development (NUSSD), Tata Institute of Social Sciences (TISS)

Introduction

The Youth Leadership and People Skills (YLPS) Course will take the student on a journey of self-discovery, awareness of one's own power and agency while simultaneously valuing diversity, becoming aware of what one does and the results that come forth, and solving problems in an interdependent and systemic manner.

Chief Seattle quotes,

"When you know who you are;

When your mission is clear and

You burn with the inner fire of unbreakable will;

No cold can touch your heart; no deluge can dampen your purpose."

Rationale/Scope

Knowing that our youth are soon to enter the world of work, the three threads that weave the different topics together are the notion of self and agency, Secondly upholding the dignity of self—moreover, others and thirdly embodying values for fairness and one's action in future.

Program Objective

- To inculcate the practice of self-awareness by knowing who I am, what I think and what I do.
- Practice deep listening and responsible speaking rather than give in to reactive and destructive behavior.
- Become aware of and practice positive and effective communication in student and work life.
- Become aware of interdependent connections and own my inner power for taking strategic action.

- Be more effective in interpersonal relationships, engage in dialogue, give feedback, cooperate as a team member and resolve conflict.
- Realize the potential of self and others and demonstrate it with confidence.

Program Duration

YLPS course has a duration of 45 teaching hours, including class inputs, audio-visuals and experiential exercises.

Pedagogy

The course will be delivered in a participatory classroom environment with group activities and individual exercises.

Syllabus

The Program on Youth Leadership and People Skills is divided into three sections. Each section looks at specific inputs to develop inner capacity, confidence, skills, knowledge, competencies, and understanding.

Module I is entitled 'Self-Awareness and Personal Effectiveness.' It deals with aspects of self and agency, articulating purpose, practicing deep listening, assertiveness and managing stress. It will create awareness of how one mentally filters what people say and, hence, discrimination in a person's thoughts. Recent studies reveal that self-awareness is the foundation for being effective in your work and life and is being used and developed by progressive corporations and social sector organizations, including some U.N. agencies.

Module II is entitled 'Interaction Competencies and Skills'. It deals with inculcating the ability to change one's behaviour based on one's values. It will develop practical verbal and non-verbal skills. Since the learning and the practice of the above are emotional, this section will seek to develop the desired competencies of handling feelings and managing conflicts and time. In the world of work, this is vital.

Module III is entitled Intervention Skills and Competencies and relates to developing one's capacity to transform daily activities to manifest one's full potential. This section is also about developing resilience as an essential quality for leadership and decision-making skills and working with and within teams. It will also cover how to speak powerfully and present ideas effectively, dialogue and have generative conversations.

Sr. No.	Module 1	Sr. No.	Module 2	Sr. No.	Module 3
1	Ice breaker	1	Seeing Connections: Story of Stuff-a film	1	Generating responses for Wellbeing
2	My Purpose	2	Managing Our Feelings	2	Actions based on my values-breaking ideas in my action
3	Sourcing Inner Power Self-awareness	3	Complaints – Seeing the commitment	3	Speaking Responsibly
4	My Four Profiles	4	Verbal Communication Skills	4	Team-Building Skills
5	Practicing Assertiveness	5	Non-verbal Communication Skills	5	Decision-Making
6	Background conversations and Listening	6	Influencing Skills for Change	6	Resilience- the Hallmark of Leadership
7	Ek Ruka Hua Faisala	7	Managing Interpersonal conflict	7	Stages of My Leadership
8	Managing Our Stress	8	Managing Time	8	Assessment of Module3
9	Assessment of Module 1	9	Assessment of Module 2	9	Overall Reflection

Assessment and Evaluation

Students will be assessed based on their participation in classroom activities.

Continuous classroom evaluation will be used to grade students.

Certificate of Completion

Based on assessment and evaluation, and subject to fulfilling the minimum requirement of attendance of 75%, each participant will be provided with a certificate of completion at the end of the program.

Academic Year	Number of Students enrolled
2017 – 18	40
2018 – 19	57
2019 - 20	27



**SFIMAR-TISS YOUTH LEADERSHIP AND PEOPLE SKILLS (YLPS)
CERTIFICATE DISTRIBUTION PROGRAM 28th SEP 2019**

Youth Leadership and People Skill (YLPS) offered by the National University of Students Skill (NUSSD) under the aegis of Tata Institute of Social Sciences (TISS). The Youth Leadership and People Skills (YLPS) Course will take the student on a journey of self- discovery, awareness of one's own power and agency while simultaneously valuing diversity, becoming aware of what one does and the results that come forth, and solving problems in an interdependent and systemic manner. The first edition of the program was completed in the year 2017. The second edition of the Youth Leadership and People Skills (YLPS) program was conducted for the MMS and PGDM students of the 2017-19 batch from 12th October 2018 to 9th March 2019.

The certification distribution ceremony of the program was carried out on 28th September 2019 in the Assembly Hall of SFIMAR campus during the MMS I 2019-21 batch Induction program. Ms. Ramya Balakrishnan, Coordinator of the program and Ms. Khusboo Mehta, faculty member, represented TISS. A total of 56 participants from MMS I (26) and PGDM (30) registered. However, only 49 qualified for the certification award based on 75% attendance compliance and evaluation at the end of the program. Rev. Bro graced the ceremony. Alphonse Nesamony, Chairman, SFIMAR, Dr. D Henry, Director, SFIMAR, Rev. Bro. Xavier Munda, Registrar, SFIMAR and Dr. G Ramesh, Program Coordinator, SFIMAR.







Certificate Copy of the SDP on YLPS

MEMORANDUM OF UNDERSTANDING(MOU)

BETWEEN

**St. Francis Institute of Management &
Research**

"A" Grade by NAAC & ISO 9001-2015 Certified Institute

&

CoCubes (An Aon Company)

MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (hereinafter called as the 'MOU') is entered into on this the 15th day of - May - Two Thousand Eighteen (15/05/2018).

To,

CoCubes (An Aon Company)

We are pleased to get into an association with your esteemed organisation as our Training and Placement partner.

Purpose:

1. To give a holistic development to students on Personality/ Softskills /Technical Skills by training our students as per industry requirement identified by the Institute.
2. To assist institute by sharing job leads received from your clients for Final Placement & Summer Internships

Internships and Placement of Students: Terms and Conditions

1. The company name, package, profile and job location will be communicated to the Institute and it will be kept confidential by the Institute till the consultancy notify for its disclosure.
2. The consultancy will not be approaching to the students directly, whose CVs are shared by the Institute for the current year placement till 30th June.
3. In case any student approaches you directly or indirectly for any job related issues, the consultancy will inform the concerned person of the Institute by an e-mail, giving student details.
4. The information about scheduling any selection process will be informed to the Institute well in advance and if possible can be consulted before fixing a date with the company.
5. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
6. There shall be no monetary transactions from either side.

You will be sharing the job profiles for the following fields of specialization. (Please Tickmark)

Marketing	<input checked="" type="checkbox"/>	Finance	<input checked="" type="checkbox"/>	Human Resources	<input checked="" type="checkbox"/>
Information Technology	<input checked="" type="checkbox"/>	Operations	<input checked="" type="checkbox"/>	Not Applicable	<input type="checkbox"/>

Training Students : Terms and Conditions

1. The consultancy will not be approaching students directly for any monetary benefits.
2. Training should be conducted based on Skill requirement identified by the institute.
3. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
4. Training remunerations if applicable, will be as per the Institutes policy or with mutual consent with due approvals of institute's management.

You will be imparting Training to the students in the following areas. (Please Tickmark)

Soft Skills Technical

Other : - Not Available -

Validity:

This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, by way of communication, correspondence etc.


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

I have gone through all the terms and conditions and have understood all the implications thereof. I agree to the above terms and conditions and in token of my acceptances I hereby affix my signature & Stamp to this document.

AGREED:

For
St. Francis Institute of Management & Research

For
CoCubes (An Aon Company)


Sangeeta Varma
Manager Corporate Relation & Placement
St. Francis Institute of Management & Research
Mt. Poincur, S. V. P. Road, Borivali (West),
Mumbai - 400 103 - Tel: 022 28917089




Authorized Signatory & Stamp of Institute
Name : Ms. Sangeeta Varma
Designation: Manager Corporate Relations
& Placement

Authorized Signatory & Stamp of Company
Name : Mr. Anup Agarwal
Designation: Lead – MBA Institutions

St. Francis Institute of Management & Research	Name of Industry : CoCubes (An Aon Company)
Address: Mt. Poincur, S, V. P. Road, Borivali (W), Mumbai-400 103	Address: Raheja Towers, Unit #302, 3rd Floor Plot No. C-30, Bandra Kurla Complex Bandra (E), Mumbai - 400051
Contact Details: 022-28902202	Contact Details: 0124-4919800/9406377396
E-mails: placements@sfimar.org	E-mails: anup.agarwal@cocubes.in
Web: www.sfimar.org	Web: www.cocubes.com



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research (SFIMAR)

&

Cocubes (An Aon Company)

The MOU between St Francis Institute of Management and Research and Cocubes (An Aon Company) was signed on 15/05/2018. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2018-2019	Placement through Sankey Solutions Pvt Ltd.	July 2018	June 2019
2018-2019	Placement through Carwale	July 2018	June 2019
2018-2019	Placement through Swiggy	July 2018	June 2019
2018-2019	Placement through DocOn Technologies	July 2018	June 2019
2018-2019	Placement through Future Supply Chain Solutions Ltd.	July 2018	June 2019
2018-2019	Placement through Cloudfront Technologies Pvt Ltd	July 2018	June 2019
2019-2020	Placement through NoBroker Technologies Solution Pvt Ltd	July 2019	June 2020
2019-2020	Placement through Coviam	July 2019	June 2020

For

St. Francis Institute of Management and Research

Dr G Ramesh

Officiating Director

SEAL and Date



24/11/2021

For

Cocubes (An Aon Company)

Authorized Signatory

SEAL and Date



28/12/2021

8. CoCubes (An Aon Company)

Introduction: Cocubes is into assessment solutions and provide job opportunities for the students.

Objectives:

To share Job leads for students as an aid to Final Placements

Outcome:

- 1) There were 8 Placement activities were organized since July 2018 till 2020,
- 2) 1 student was placed with the company 'Carwale' in A.Y. 2018-19
- 3) 4 students were placed with 'NoBroker Technologies Pvt Ltd.' in A.Y. 2019-20.

Fwd: SFIMAR CMC & CoCubes (An Aon Company)- Partnership for better Placement prospects

Inbox



Chairman SFIMAR <chairman@sfimar.org> Nov 10, 2018, 1:30 PM

to sfimartm

Information!

----- Forwarded message -----

From: **SFIMAR Placements** <placements@sfimar.org>
Date: Fri, Nov 9, 2018 at 7:07 PM
Subject: SFIMAR CMC & CoCubes (An Aon Company)- Partnership for better Placement prospects
To: <afreen90.9cat@gmail.com>, akshay pawar <akshaypwr001@gmail.com>, <alister.sequeira@yahoo.com>, Alston Dsouza <alstondsz31@gmail.com>, <annsjooseph9049@gmail.com>, Anushka Naidu <anushkanaidu27@gmail.com>, Arison Almeida <arison.almeida97@gmail.com>, ashish bargotra <ashishbargotra73@gmail.com>, Ashley Fargose <ashleyfargose@gmail.com>, ashu kavali <ashu17mar@gmail.com>, bhushan kadam <bhushankadam2016@gmail.com>, <binoy103@yahoo.com>, Brendon D'souza <brendon.a.dsouza@gmail.com>, <carolmariajohn@gmail.com>, <chinmay_desai@rocketmail.com>, claudia noronha <claudianoronhamountz18@gmail.com>, darryl lopes <darryl21lopes@gmail.com>, <dcostaruel@gmail.com>, Diane Dale <dianedale1996@gmail.com>, Andrea Dias <diasandrea18@gmail.com>, Dharmendra pasi <druv@live.com>, <elaine_alva@yahoo.com>, <ericamiranda394@gmail.com>, Jagruti Bhoir <jagrutibhoir9096@gmail.com>, Jigar Shah <jigarshah2712@yahoo.com>, joel correia <joelcorreia03@gmail.com>, <joelrebello3095@gmail.com>, Kunal Makwana <kunalmakwana14@gmail.com>, Larentia Nunes <larentianunes10@gmail.com>, <lolitadsouza23@gmail.com>, <m_darshini@yahoo.in>,

maxwell tuscano <maxwelltuscano@gmail.com>, Meghna Kanchan <meghnakanchan03@gmail.com>, melbourne d'costa <melbournedcosta@gmail.com>, ryan zeon mendonca <mendoncaryan10@gmail.com>, Merwyn Pinto <merwynpinto20@gmail.com>, Mihir Doshi <mihirdoshi@hotmail.com>, <mrunalideshmukh261295@gmail.com>, Mukul sharma <mukul8149@gmail.com>, Nasline Dmello <nasline.dmello21@gmail.com>, Nestor Sequeira <nestors06@gmail.com>, Nitin Gowda <nitingowda91@gmail.com>, Onkar Patole <onkarbat40@gmail.com>, SURAJ PAWAR <pawarsuraj1203@gmail.com>, Pranay Bisht <Pranaybisht07@gmail.com>, Queeni Colaco <queenicolaco@gmail.com>, <rodricksgavin@yahoo.com>, Rohan Dsouza <rohansouza9419@gmail.com>, rahul potdar <rp6436@gmail.com>, Saeer Taware <saeer.taware@gmail.com>, Salen Dbritto <salend17@gmail.com>, <sandeshmohite007@gmail.com>, gayatri sawant <sawantgayatri24@gmail.com>, Sean Braganza <seanchrisb04@gmail.com>, SHARON D'SILVA <sharondsilva7695@gmail.com>, Indian Football FC <sijuchacko.414749@gmail.com>, smisha varghese <smishav27@gmail.com>, <snehal.dhawale@yahoo.com>, Soumya Sunish <soumyasunish31@gmail.com>, Stanessa Fernandes <stana0208@gmail.com>, Swapnil Kapadi <swapnilkpd@gmail.com>, <sylviakhandagale2@gmail.com>, AARON ANTONY <trackaaron@gmail.com>, Vipul Shetty <vipulshetty07@gmail.com>, Vivek Jethava <vivekjethava@gmail.com>, Yogita Naik <yogitanaik950@gmail.com>, Abel George <Abelgeorge24@gmail.com>, Aditya Shashidharan <adityashashidharan91@gmail.com>, Annet Mudaliar <annetmudaliar@gmail.com>, bhushan parekh <bhushanparekh31@gmail.com>, deena dcosta <deenadcosta2626@gmail.com>, diana dcosta <dianadcosta50@gmail.com>, Divya KB <kbddivya9@gmail.com>, Glenn Issac <glenn.issac25@gmail.com>, HARSHIL SHAH <harryshah96@gmail.com>, Jeena Thomas <jeenabt1994@gmail.com>, Jesslina Dabre <jesslinadab12@gmail.com>, Jimmy Dmello <jimmy.crnlido@yahoo.com>, Joann Correia <correiajoann@gmail.com>, Johann Henriques <johann.henriques@gmail.com>, jordan tuscano

<jtuscano25@gmail.com>, Joshua Dsouza
<joshuadsouza0013@gmail.com>, Joyna d'souza
<dsouza.joyna@gmail.com>, Lavanya Jose
<goldstar20814@gmail.com>, Marvin Nunes
<Nunes.marvin95@gmail.com>, Michelle Ferrão
<michellesferrao@gmail.com>, Minal Patil
<minalpatil818@gmail.com>, neha bole
<nehabole1994@gmail.com>, Neha C Yadav
<nehacy@rediffmail.com>, Pranav Panchal
<pranav_dp@yahoo.com>, Prince D
<dprincelee3@gmail.com>, Priyesh Chamudia
<chamudiapriyesh@gmail.com>, rini aranha
<riniaranha1994@gmail.com>, Rohini Save
<rohinisave12@gmail.com>, Romario Gomes
<romariogomes09@gmail.com>, Sampras Alphanso
<alphanso96@gmail.com>, Sanket Kumbhar
<sanketkumbhar11@gmail.com>, Sasha Dias
<smariedias@gmail.com>, shalet binu
<Shalet13b@gmail.com>, siddesh nayak
<siddeshsai5@gmail.com>, smitesh paralkar
<smaty.paralkar@gmail.com>, Sowmya Acharya
<acharyasowmya234@gmail.com>, SWATI
SURENDRANATH <swatisurendranath@gmail.com>, Ankita
tawade <ankitatawade1994@gmail.com>, Arvind Gupta
<arvind140694@gmail.com>, Azlan Shaikh
<azlanshaik40@gmail.com>, Bhavesh Waghela
<bhaveshwaghela1695@gmail.com>, Dhanashree Chavan
<chavandhanashree71@yahoo.com>, Chitra Salian
<chitu.salian@gmail.com>, Radha Chauhan
<cradha106@gmail.com>, parichay de
<deparichay7@gmail.com>, yash Doshi
<DYASH100@gmail.com>, <jinuoseph1994.ji@gmail.com>,
Karan Karkera <kkarkera6@gmail.com>, Daniel Prem
Kumar <kuppaladanieljs@gmail.com>, Mallika Mishra PG 19
<mallika2708@gmail.com>, Miral Lad
<mirallad1996@gmail.com>, Mitesh Gohil
<miteshgohil27@gmail.com>, Mayur jhawar
<mrjhawar3@gmail.com>,
<nandaniyadav1129@gmail.com>, Nikhil Tanna
<ndtanna10@gmail.com>,
<pramanickanupama@yahoo.in>, prasad pardeshi
<prasadpardeshi17295@gmail.com>, Rachna Vyas
<rachnavyas_21@rediffmail.com>, Rishita Thakker
<rishitathakker1995@gmail.com>, Rushikesh Naik
<rushikeshnaik2@gmail.com>,
<sanjukta.k51995@gmail.com>, Aishwarya Soni

<soniaishwarya786@gmail.com>, Vikasmani Tiwari
<t.vikasmani91@gmail.com>, Shubhankar Thakur Pgdm
<thakurid@outlook.com>, <usha.gawade02@gmail.com>,
Aditya Bane Fin 19 <bane.aditya@gmail.com>, Amar
Shirgavi <amar.shirgavi@gmail.com>, Ashna Nambiar
<ashnanambiar18@gmail.com>, bansri patel
<bansripatel456@gmail.com>, Charmilicious Things
<charmipanchal680@gmail.com>, Harshit Shetty
<harshitshetty93@gmail.com>, Jimi Rakesh Shah
<prshah1995@gmail.com>, jinal shah
<sjinal2296@gmail.com>, Joslyn Gomes
<joslyn05@rediffmail.com>, JYOTI GUPTA
<gjyoti1807@gmail.com>, Kundan Kannaujiya
<kannaujiyakundan@gmail.com>, Manthan Valand
<manthanvaland@gmail.com>, Marzina Pasware
<marzinapasware@yahoo.in>, nidhim1994
<nidhim1994@gmail.com>, nilakshi naik
<nilakshinaik888@gmail.com>, Nithun Narayan
<nithun.narayan4@gmail.com>, rakesh kamati
<rakeshkamati616@gmail.com>, Rebekah Rodrigues
<rodriguesrebekah600@gmail.com>, Ruchika Rane
<raneruchika3@gmail.com>, Saiju Jose
<saijujose007@gmail.com>, sanket bagwe
<sanketbagwe211@gmail.com>, savio lobo
<savvykuk@gmail.com>, simon quinny ÆzZ
<simonquinny@gmail.com>, sophia deva
<devasophia159@gmail.com>, Vaibhavi Dhanawde
<vaibhavidhanawde16@gmail.com>, yash rakholiya
<batu.rakholiya123@gmail.com>, Surya Sharma
<suryasharma382@gmail.com>, ANJU ABRAHAM
<anjuabrahamthomas@gmail.com>
Cc: <faculty@sfimar.org>, Chairman SFIMAR
<chairman@sfimar.org>

Dear Students,

We are happy to share a good news that SFIMAR - CMC has partnered with [Aon CoCubes](#) for their newest product **“PRE-ASSESS® for B-Schools”**.

Aon CoCubes is going to conduct 1 PRE-ASSESS® for the entire MBA/PGDM final year batch and will share job opportunities only with students who have appeared for **“PRE-ASSESS® for B-Schools”**.

We hope that you will take advantage of this exclusive offer by appearing for this exclusive test and utilize the **Job opportunities** created via PRE-ASSESS® and shared by CoCubes.

We seek your 100% commitment during the execution and expect you to prepare as per the syllabus shared as an attachment.

Further, I am summarizing the assessment details.

PRE-ASSESS®:- It is 2 hours 15 minutes “Standardized” assessment, which will evaluate students with respect to Industry benchmarks and help the leadership to understand the job/industry fitment of all the students across campuses.

The assessment will be conducted at our institute under the supervision of CoCubes proctors.

All the unplaced students are required to register at the below link **by tom 11 am**.

<https://goo.gl/forms/eKLd8N00qUUen1wB2>

Below attached is the Test structure and syllabus for you to refer for the test and the sample Report you will get after Pre Assess.

NOTE: Only Registered students at the above link will be eligible to apply to the leads of premiere companies provided by Co cubes.

Date of assessment will be confirmed in the next week.

Happy Placements!

Sangeeta Varma
Manager
Corporate Relations & Placements
Direct : 022 28902202, Mobile: 09833899397

St. Francis Institute of Management & Research
"A" Grade by NAAC & ISO 9001-2015 Certified Institute
Mt. Poinzur, S.V. P. Road, Borivali (W), Mumbai-400 103
Direct : 022 28902202

THINK BEFORE YOU PRINT: Please consider the environment before printing this mail.

2 Attachments

**MEMORANDUM OF
UNDERSTANDING(MOU)**

BETWEEN

**St. Francis Institute of Management &
Research**

"A" Grade by NAAC & ISO 9001-2015 Certified Institute

&

Bejobbed Incorporation Pvt. Ltd.

MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (hereinafter called as the 'MOU') is entered into on this the 15th day of – May – Two Thousand Eighteen (15/05/2018).

To,

Bejobbed Incorporation Pvt. Ltd.

We are pleased to get into an association with your esteemed organisation as our Training and Placement partner.

Purpose:

1. To give a holistic development to students on Personality/ Softskills /Technical Skills by training our students as per industry requirement identified by the Institute.
2. To assist institute by sharing job leads received from your clients for Final Placement & Summer Internships

Internships and Placement of Students: Terms and Conditions

1. The company name, package, profile and job location will be communicated to the Institute and it will be kept confidential by the Institute till the consultancy notify for its disclosure.
2. The consultancy will not be approaching to the students directly, whose CVs are shared by the Institute for the current year placement till 30th June.
3. In case any student approaches you directly or indirectly for any job related issues, the consultancy will inform the concerned person of the Institute by an e-mail, giving student details.
4. The information about scheduling any selection process will be informed to the Institute well in advance and if possible can be consulted before fixing a date with the company.
5. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
6. There shall be no monetary transactions from either side.

You will be sharing the job profiles for the following fields of specialization. (Please Tickmark)

Marketing	<input checked="" type="checkbox"/>	Finance	<input type="checkbox"/>	Human Resources	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>	Operations	<input type="checkbox"/>	Not Applicable	<input type="checkbox"/>

Training Students : Terms and Conditions

1. The consultancy will not be approaching students directly for any monetary benefits.
2. Training should be conducted based on Skill requirement identified by the institute.
3. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
4. Training remunerations if applicable, will be as per the Institutes policy or with mutual consent with due approvals of institute's management.

You will be imparting Training to the students in the following areas. (Please Tickmark)

Soft Skills	<input type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
-------------	--------------------------	-----------	-------------------------------------

Other : _____

Validity:

This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, by way of communication, correspondence etc.

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

I have gone through all the terms and conditions and have understood all the implications thereof. I agree to the above terms and conditions and in token of my acceptances I hereby affix my signature & Stamp to this document.

AGREED:

For
St. Francis Institute of Management & Research


Sangeeta Varma
Manager Corporate Relation & Placement
St. Francis Institute of Management & Research
Mt. Painsur, S. V. P. Road, Borivali (West),
Mumbai - 400 103. Tel: 022 28917009

Authorized Signatory & Stamp of Institute
Name : Ms. Sangeeta Varma
Designation: Manager Corporate Relations
& Placement

For
Bejobbed Incorporation Pvt. Ltd.




Authorized Signatory & Stamp of Company
Name : ADWITIYA TIWARI
Designation: BUSINESS MANAGER

St. Francis Institute of Management & Research	Name of Industry : Bejobbed Incorporation Pvt. Ltd.
Address: Mt. Painsur, S.V. P. Road, Borivali (W), Mumbai-400 103	Address: 305, Jay Antiksh Makwana Road Mumbai, 400059, Marol, Andheri East, Mumbai, Maharashtra 400059
Contact Details: 022-28902202	Contact Details: 8291-950698/259385
E-mails: placements@sfimar.org	Emails: campus@bejobbed.com contactus@bejobbed.com
Web: www.sfimar.org	Web: www.bejobbed.com

9. Bejobbed Incorporation Pvt. Ltd.

Introduction

Bejobbed Incorporation Private Limited is a private company. This company is registered under the Registrar of Companies (RoC-Mumbai) and classified as the Indian Non-Government Company. Its authorized capital is Rs. 5,000,000 and its paid-up capital is Rs. 400,000.

Objective:

- To groom the students on technical skills by training our students as per industry requirements
- To assist Institute by sharing job leads received from your clients for final Placement and Summer Internships.

Outcomes

1. One student has completed a training course on Retail.

SSAPL/HRD/2019

Date: 5th Feb 2019

Ms. Claudia Noronha

Mumbai

Dear Claudia Noronha,

We welcome you to join the Samsonite family as “**Management Trainee - HR**” in the HR department and you will be based at our Mumbai location.

You will join on or before 11th Feb 2019.

Your gross emoluments have been fixed at Rs. 350000/- (Rupees Three Lakhs Fifty Thousand only)

Your probation period will be for one year from date of joining.

Your services with the company will be governed by the existing service rules of your grade and you will be entitled to all benefits thereof.

Kindly submit proof of your resignation from your present employment, within 7 working days from the date of this offer letter.

Kindly confirm the acceptance of this offer by signing the copy of this letter.

Thanking You,

For Samsonite South Asia Pvt Ltd.



Ajitkumar Nair
Dy. Director – HR & Admin

Samsonite South Asia Pvt. Ltd.

Factory & Regd. Office : Gat Nos. 159 To 163 | Village Gonde (Dumala) | Taluka Igatpuri | Nashik-422403. | Phone : 91-2553-229700 | Fax : 91-2553-229702

Corporate Office : 402 Ackruti Star | Central Road | MIDC | Andheri (E) | Mumbai - 400 093 | Phone : 91-22-33212600 | Fax : 91-22-28352510

CIN NO : U19120MH1995PTC094287 | Website : www.samsoniteindia.com

COMPENSATION BREAKUP		
Name :	Claudia Noronha	
Department:	HR	
Designation:	Management Trainee - HR	
Grade :	Management Trainee	
Location:	Mumbai	
Earning Heads	Monthly (Rs)	Annual (Rs)
Basic	16050	192600
HRA	6805	81660
Conveyance Allowance	1600	19200
Education Allowance	200	2400
Medical Allowance	1250	15000
Gross Salary p.m.	25905	310860
Yearly Earnings		
Bonus		16050
PF Employer Contribution		23112
TOTAL	25,905	3,50,022
In-hand (Pre TDS)		23,779
Note :-		
i) Bonus will be calculated for the financial year(April to March) and will be paid during Diwali.		
ii) PF Employer contribution is paid through monthly challan to employees PF account.		
iii) Employee is expected to take a mediclaim policy for self and family.		

MEMORANDUM OF UNDERSTANDING(MOU)

BETWEEN



St. Francis Institute of Management & Research (SFIMAR)

"A" Grade by NAAC & ISO 9001-2015 Certified Institute

Mt. Painsur, S.V. P. Road, Borivali (W), Mumbai-400 103

&



WATER AND SHARK INTERNATIONAL INC

A/203 Lancelot, SV Rd, Borivali (W), Mumbai, Maharashtra 400092



St. Francis Institute of Management and Research

Approved by AICTE, DTE (Govt. of Maharashtra) and affiliated to Mumbai University
(An ISO 9001-2015 Certified and NAAC 'A' Grade Accredited Institute)

Gate No. 5, Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400 103.

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (MoU) is

Between

St. Francis Institute of Management & Research

AND

Water and Shark International Inc.

Definitions and Recitals :

St. Francis Institute of Management & Research

Approved by AICTE, DTE (Govt. of Maharashtra) and affiliated to Mumbai University
(An ISO 9001-2015 Certified and NAAC 'A' Grade Accredited Institute)

St. Francis Institute of Management & Research, situated at Gate No.5, SVP Road, Borivali West, Mumbai, Maharashtra Managed by SOCIETY OF CONGREGATION OF FRANCISCON BROTHERS.

Water and Shark International Inc.

Water and Shark is multinational professional service network of accounting and consulting firms head quarter in Delaware, USA. Water and Shark Mumbai office is situated at A/203 Lancelot, SV Rd, Borivali (W), Mumbai, Maharashtra 400092. Water and Shark offers all range of expert services of Taxation, Assurance and Auditing, Intenational Taxation, Transaction Advisory and Consultancy services to all kind of business and individuals.



St. Francis Institute of Management and Research

The Parties to the MOU record the following agreement between them.

WATER AND SHARK INTERNATIONAL INC. (W&SI – For short) shall be engaged as a Training Partner of SFIMAR to provide the latter service such as :

1. To give a holistic development to students on Personality/ Softskills /Technical Skills by training our students as per industry requirement identified by the Institute.
2. To Bridge the GAP between Industry & academia by providing valuable inputs to update the Currciulam.
3. To provide business opportunities, live projects to the students, wherever possible during the course or after completion of the course.
4. To guide students on Entrepreneurship Management and motivates them to become Entrepreneur.

W&SI agree to the following terms and conditions mentioned herein.

1. The consultancy will not be approaching students directly for any monitory benefits.
2. Training should be conducted based on Skill requirement identified by the institutie.
3. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
4. Training remunerations if applicable, will be as per the Intitute's policy or with mutual consent with due approvals of institute's management.



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research (SFIMAR)

&

Water and Shark International Inc.

The MOU between St Francis Institute of Management and Research and Water and Shark International Inc. was signed on 28/11/2019. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2017-2018	GST certification for the Batch	22nd Aug 2017	22nd Aug 2017
		6th Sept 2017	6th Sept 2017
		7th Sept 2017	7th Sept 2017
2018-2019	GST certification for the Batch	6th July 2018	6th July 2018
		13th July 2018	13th July 2018
		20th July 2018	20th July 2018
		27th July 2018	27th July 2018
		3rd Aug 2018	3rd Aug 2018
2019-2020	GST certification for the Batch	25 th July 2019	25 th July 2019
		1 st Aug 2019	1 st Aug 2019
		08 th Aug 2019	08 th Aug 2019
		22 nd Aug 2019	22 nd Aug 2019
		29 th Aug 2019	29 th Aug 2019

For

St. Francis Institute of Management and Research

For

Water and Shark International Inc.

Bro. Alphonse Nesamony

Chairman

Authorized Signatory

SEAL and Date

26/11/2021



SEAL and Date




2021-12-06



Signature Certificate

Document Ref.: HNGE9-MNVKW-YJOCG-PFURJ

Document signed by:

	<p>CA Harsh Patel Verified E-mail: harsh@waterandshark.com</p>	 
<p>IP: 217.165.121.88 Date: 06 Dec 2021 08:05:08 UTC</p>		

Document completed by all parties on:
06 Dec 2021 08:05:08 UTC

Page 1 of 1



Signed with PandaDoc.com

PandaDoc is a document workflow and certified eSignature solution trusted by 25,000+ companies worldwide.



10. Water and Shark International Inc.

Academic Year (2017-2020)

Certification Program on GST (Goods and Service Tax)

Introduction

Water and Shark is an international professional service network of accounting and consulting firm's headquarters in Delaware, USA. The water and Shark Mumbai office is located at A1203 Lancelot, SV Rd, Borivali (W), Mumbai, Maharashtra 400092. Water and Shark offer a range of expert services of Taxation, Assurance and Auditing, International Taxation, Transaction Advisory and Consultancy services to all kinds of businesses and individuals.

Objective

Water and Shark International Inc. shall be engaged as a Training Partner of SFIMAR to provide the latter service such as:

1. To give a holistic development to students on Personality/ Soft skills /Technical Skills by training our students as per industry requirement identified by the Institute.
2. To Bridge the CAP between Industry and academia by providing valuable inputs to update the Curriculum.
3. To provide business opportunities, live projects to the students, wherever possible, or complete the course.
4. To guide students on Entrepreneurship Management and motivates them to become an entrepreneur

Outcome

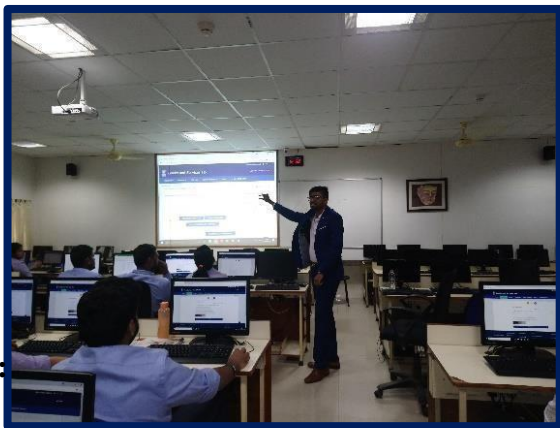
They conducted a certificate Program on GST (Goods and Service Tax) for 2017-2018, 2018-2019, and 2019-2020.

GST Certification photos and report for the year 2017-2020

Certification Program on GST (Goods and Service Tax). Institute provides a certification program on GST (Goods and Service Tax) for PGDM first-year students by C.A. Harsh Patel – Chairman Water and Shark Advisors Pvt. Ltd. In that C.A. The total duration of the

workshop is 10 hrs. Harsh Patel guided PGDM first-year students about GST and how to file GST online. Various topics related to GST are covered in the workshop, including GST set up in Tally, E- way billing, GST adjustment and Payment, generating reports in Tally, GST return etc. All participant students were also awarded certification authorized by C.A. Harsh Patel – Chairman Water and Shark Advisors Pvt.

Academic Year	Date of the Programme	Name of the Trainer and Collaborative Agency	No of students enrolled
2017 – 18	August 2017 to September 2017	CA Harsh Patel CEO – Water and Shark	60
2018 – 19	July 2018 to August 2018	CA Harsh Patel CEO – Water and Shark	60
2019 - 20	July 2019 to August 2019	CA Harsh Patel CEO – Water and Shark	60



Sessions organized on GST Certification Program

Sessions organized on GST Certification Program



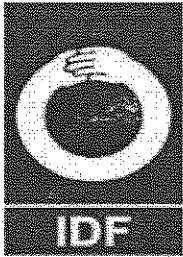


Certificate copy of the GST certificate Program

Student Social Responsibility (SSR) Memorandum of Understanding

For Participation in Student Social Responsibility Projects

BETWEEN



INDIAN DEVELOPMENT FOUNDATION (Formerly Indian Leprosy Foundation)

(Registered under Societies Registration Act 1860 and Bombay Public Trusts Act 1950
Donations eligible for deduction under Sec. 80-G of Income Tax Act)

Regd. Off.: L10/3 & 4, Jai Ratan Deep, Bangur Nagar, Goregaon (West), Mumbai - 400 104.

Tel.: +91-22-2878 2008 / 2876 3008

Email: idfimumbai@gmail.com • idfark@gmail.com

AND



SFIMAR

ST FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH

(Society of Congregation of Franciscan Brothers)

Gate No.5, Mt. Poinzur, S.V.P Road, Borivali (W),

Mumbai 400 103. Maharashtra, India

Approved by AICTE and affiliated to University of Mumbai

An ISO: 9001:2015 certified and NAAC 'A' Grade Institute

Students Social Responsibility (SSR)
Memorandum of Understanding

This Memorandum of Understanding (MoU) is

between

INDIAN DEVELOPMENT FOUNDATION

AND

ST FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH (SFIMAR)

Definitions and Recitals

- ❖ **Indian Development Foundation (IDF)** (formerly Indian Leprosy Foundation), is a Non-Government Organization, registered under the Bombay Public Trust Act, 1950, having its registered office at: L 10 / 3 & 4 Jal Ratan Deep, Bangur Nagar, Goregaon (West), Mumbai 400 104, and Southern Region Administrative Office at: Block 6, # PP, School Street, Mogappair West, Chennai – 600 037, and acting through its authorized representative, Dr. Narayan B. Iyer, CEO, shall be deemed to mean and include and referred to as “IDF”, for the sake of brevity and conciseness; and shall include all its office bearers, assigns and authorized representatives. IDF focuses on Health, Education and Development of the poor & the marginalized people in the tribal/rural/urban areas.

- ❖ **ST FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH**, situated at Gate No.5, SVP Road, Borivali West, Mumbai, Maharashtra, managed by SOCIETY OF THE CONGREGATION OF FRANCISCAN BROTHERS acting through Authorized Signatory/Representative SFIMAR Abhimaan ISR Club Prof. Dr. G Ramesh, “St Francis Institute of Management and Research” shall be deemed to mean and include and referred to as “SFIMAR”, for the sake of brevity and conciseness, and shall include all its office bearers, assigns and authorized representatives.

Terms/Conditions/Duties and Responsibilities:

ST FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH shall undertake to perform the following:

- 1) Allocate approximately 40 willing students minimum this academic year (2018-2019) for involvement in social service activities, through IDF’s Student Leadership Programme (SLP). The students of SFIMAR will be called Social Ambassadors and those who take the training of IDF SLP shall be called as the Mentors.

- 2) The duration of social work, assisted by IDF, will be a minimum of 20 hours per student, during the academic year. IDF will ensure commitment of assistance to SFIMAR.



- 3) The time table for deputing the students will be on a mutually agreed schedule.
- 4) The students shall work under the guidance and directive of IDF representatives/their Partner Project heads, located in Mumbai and neighboring districts, as applicable.
- 5) The students will work on a purely voluntary basis and to the satisfaction of IDF team.
- 6) The students will participate in awareness programs, resource generation, social marketing, service to the sick/poor students and allied areas, on the basis of training given by IDF.
- 7) The students will be entitled to get a 'Certificate of Participation' for the agreed number of hours on successful completion of the project. For those involved in IDF SLP project will be given IDF Certificate of Mentorship too.

Indian Development Foundation shall undertake to perform the following:

- 1) Before initiating any project/s or programs, IDF will ensure that necessary permission from all statutory/local body authorities are taken. Unless the same is in order, IDF shall not initiate any project which requires such approvals/permissions from the statutory authorities.
- 2) Address the student volunteers and form groups according to their strengths and skills. An activity plan and schedule will be prepared and given to SFIMAR.
- 3) The schedule for the SLP will be worked out in consultation with the participating schools and the Mentors.
- 4) IDF shall make a time-table for conducting SLP sessions, according to the mutual convenience of the schools and the Mentors.
- 5) IDF shall train up individual groups of Mentors, on their selected activities, and supervise the Mentors, to ensure conformity with the agreed plans.
- 6) IDF shall be training the students purely on a voluntary basis.
- 7) IDF will impart training to student volunteers on areas, like; leadership, communications, writing, news-gathering, report-writing, editing, resource mobilization, social marketing, teaching, health awareness programmes; and ensure that they produce good results in their areas of choice.



SFIMAR and IDF agree that this MoU will be in vogue on an experimental basis for 2 years and they may extend it further in the light of experience gained.

We mutually agree for the participation in Student Social Responsibility Programme and to the terms outlined above.

For

For

INDIAN DEVELOPMENT FOUNDATION

ST FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH


Student Witness



Mrs. Mallika Ramchandran
Head, SLP, IDF


Prof. Dr. G. Ramesh,

SFIMAR Abhimaan ISR Club Coordinator



Dr. Narayan Iyer
CEO and National Coordinator
Indian Development Foundation (IDF)



Bro. Alphonse Nesamony
Chairman



Date : 30/01/19





St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research(SFIMAR)

&

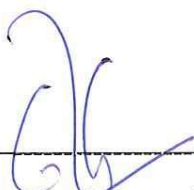
Indian Development Foundation (IDF)


The MOU between St Francis Institute of Management and Research and Indian Development Foundation was signed on 30/01/2019. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2018-2019	Student Leadership Program	21 st Feb 2019	3 rd March 2019
2019-2020	Student Leadership Program	25 th Jan 2020	21 st March 2020

For
St. Francis Institute of Management and Research

For
Indian Development Foundation


Dr G Ramesh
Officiating Director


Dr. Narayan AB Iyer
CEO, IDF
Authorized Signatory

SEAL and Date

24/11/2021



SEAL and Date



11. Indian Development Foundation (IDF)
Academic Year (2018-2020)
Student Leadership Programme (SLP)

Introduction

IDF is a Non-Governmental organization registered under the Bombay Public Trust Act, 1950. It focuses on the Health, Education and Development of the poor and the marginalized people in the tribal/rural/urban areas. The Student Leadership Program (SLP) is a community program designed to equip students with tangible skills to explore options beyond the classroom. SLP encourages higher grades, lifelong learning and personal development. The program focuses on giving students skills and life experiences that will benefit them.

Description

- A student leadership program will be worked out in consultation with the participating schools and the Mentors.
- IDF shall make a timetable for conducting SLP sessions according to the mutual convenience of the schools and the Mentors.
- IDF shall train up individual groups of Mentors on their activities and supervise the Mentors to ensure conformity with the agreed plans.
- IDF shall be training the students purely voluntarily.

Objectives

- To create young leaders in school
- To involve students in educating kids in govt. schools

Outcomes

Develop the Management Students into socially responsible citizens and induce social sensitiveness into students, which is an essence of a prudent and ethical manager.

Social Services Activities through IDF's Student Leadership Programme (SLP).

(A. Y. 2018-2019)



(A.Y. 2019-2020)





Certificate of Appreciation for excellent participation and support extended Mentoring in the Student Leadership Program

**MEMORANDUM OF UNDERSTANDING
(MOU)**

BETWEEN

**St. Francis Institute of Management &
Research**

"A" Grade by NAAC & ISO 9001-2015 Certified Institute

&

**GlobeOp Financial Services (India)
Private Limited**



St. Francis Institute of Management and Research

Approved by AICTE and affiliated to Mumbai University
(An ISO 9001-2015 Certified and NAAC 'A' Grade Accredited Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400 103
Tel.: 2891 7089 / 2892 9156 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
Fax: 2890 6567 E-mail : info@sfimar.org Website : www.sfimar.org

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter referred as the 'MOU') is entered on 14/08/2019 (On 14th day of August Two Thousand Nineteen).

To,
GlobeOp Financial Services (India) Private Limited (hereinafter referred as the 'Company')

Purpose:

1. To give a holistic development to students on Personality/ Soft skills /Technical Skills by training our students as per industry requirement indented by the Institute.
2. To assist institute by sharing job leads received from your clients for Final Placement & Summer Internships

Internships and Placement of Students: Terms and Conditions

1. The Company name, package, profile and job location will be communicated to the Institute and it will be kept confidential by the Institute till the Company approves notification of its disclosure.
2. The Company will not approach the students directly, whose CVs are shared by the Institute for the current year placement till 30th June.
3. In case any student approaches the Company directly or indirectly for any job-related issues, the Company will inform the concerned person of the Institute by an e-mail, giving student details.
4. The information about scheduling any selection process will be informed to the Institute well in advance and if possible can be consulted before fixing a date with the company.
5. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
6. There shall be no monetary transactions from either side.

You will be sharing the job profiles for the following fields of specialization. (Please Tick mark)

Marketing	<input type="checkbox"/>	Finance	<input checked="" type="checkbox"/>	Human Resources	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>	Operations	<input type="checkbox"/>	Not Applicable	<input type="checkbox"/>

Training Students: Terms and Conditions

1. The Company will not approach students directly for any monetary benefits.
2. Training should be conducted based on Skill requirement identified by the institute.
3. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
4. Training remunerations if applicable, will be as per the Institutes policy or with mutual consent with due approvals of institute's management.

You will be imparting Training to the students in the following areas. (Please Tick mark)

Soft Skills	<input type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
-------------	--------------------------	-----------	-------------------------------------

Other: _____



St. Francis Institute of Management and Research

Approved by AICTE and affiliated to Mumbai University
(An ISO 9001-2015 Certified and NAAC 'A' Grade Accredited Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400 103
Tel.: 2891 7089 / 2892 9156 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
Fax: 2890 6567 E-mail : info@sfimar.org Website : www.sfimar.org

Validity:

This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, by way of communication, correspondence etc.

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

I have gone through all the terms and conditions and have understood all the implications thereof. I agree to the above terms and conditions and in token of my acceptances I hereby affix my signature & Stamp to this document.

AGREED:

For
St. Francis Institute of Management & Research

Authorized Signatory & Stamp of Institute
Name: Ms. Sangeeta Varma
Designation: Manager Corporate Relations & Placement

Name of Institute: St. Francis Institute of Management & Research

Address: Mt. Painsur, S, V. P. Road, Borivali (W),
Mumbai-400 103

Contact Details: 022-28902202

E-mails: placements@sfimar.org

Web: www.sfimar.org

For
GlobeOp Financial Services (India) Private Limited

Authorized Signatory & Stamp of the Company
Name: Mr. Sunil Nair
Designation: Director- Human Resources

Name of Industry: GlobeOp Financial Services (India) Private Limited

Address: Unit 3, 8th Floor Office, Building 5 & 6,
Mindspace Business Park Private Limited SEZ,
Thane, Belapur Road, Airoli, Navi Mumbai -
400708

Contact Details: +91 22 6753 9033

E-mails: sunnair@sscinc.com

Web: www.ssctech.com | www.sscglobeop.com

**MEMORANDUM OF UNDERSTANDING
(MOU)**

BETWEEN

**St. Francis Institute of Management &
Research**

"A" Grade by NAAC & ISO 9001-2015 Certified Institute

&

**GlobeOp Financial Services Technologies
(India) Private Limited**



St. Francis Institute of Management and Research

Approved by AICTE and affiliated to Mumbai University
(An ISO 9001-2015 Certified and NAAC 'A' Grade Accredited Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400 103
Tel.: 2891 7089 / 2892 9156 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
Fax: 2890 6567 E-mail : info@sfimar.org Website : www.sfimar.org

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter referred as the 'MOU') is entered on 15/11/2016 (On 15th day of November Two Thousand Sixteen).

To,
GlobeOp Financial Services Technologies (India) Private Limited ((hereinafter referred as the 'Company')
We are pleased to get into an association with your esteemed organization as our non-exclusive Internship Training and Placement partner.

Purpose:

1. To give a holistic development to students on Personality/ Soft skills /Technical Skills by training our students as per industry requirement indented by the Institute.
2. To assist institute by sharing job leads received from your clients for Final Placement & Summer Internships

Internships and Placement of Students: Terms and Conditions

1. The Company name, package, profile and job location will be communicated to the Institute and it will be kept confidential by the Institute till the Company approves notification of its disclosure.
2. The Company will not approach the students directly, whose CVs are shared by the Institute for the current year placement till 30th June.
3. In case any student approaches the Company directly or indirectly for any job-related issues, the Company will inform the concerned person of the Institute by an e-mail, giving student details.
4. The information about scheduling any selection process will be informed to the Institute well in advance and if possible can be consulted before fixing a date with the company.
5. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
6. There shall be no monetary transactions from either side.

You will be sharing the job profiles for the following fields of specialization. (Please Tick mark)

Marketing	<input type="checkbox"/>	Finance	<input checked="" type="checkbox"/>	Human Resources	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>	Operations	<input type="checkbox"/>	Not Applicable	<input type="checkbox"/>

Training Students: Terms and Conditions

1. The Company will not approach students directly for any monetary benefits.
2. Training should be conducted based on Skill requirement identified by the institute.
3. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein.
4. Training remunerations if applicable, will be as per the Institutes policy or with mutual consent with due approvals of institute's management.

You will be imparting Training to the students in the following areas. (Please Tick mark)

Soft Skills	<input type="checkbox"/>	Technical	<input type="checkbox"/>
-------------	--------------------------	-----------	--------------------------

Other: _____



St. Francis Institute of Management and Research

Approved by AICTE and affiliated to Mumbai University
(An ISO 9001-2015 Certified and NAAC 'A' Grade Accredited Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400 103
Tel.: 2891 7089 / 2892 9156 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
Fax: 2890 6567 E-mail : info@sfimar.org Website : www.sfimar.org

Validity:

This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, by way of communication, correspondence etc.

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

I have gone through all the terms and conditions and have understood all the implications thereof. I agree to the above terms and conditions and in token of my acceptances I hereby affix my signature & Stamp to this document.

AGREED:

For
St. Francis Institute of Management & Research

Authorized Signatory & Stamp of Institute
Name: Ms. Sangeeta Varma
Designation: Manager Corporate Relations & Placement

Name of the Institute : St. Francis Institute of Management & Research

Address: Mt. Painsur, S, V. P. Road, Borivali (W), Mumbai-400 103

Contact Details: 022-28902202

E-mails: placements@sfimar.org

Web: www.sfimar.org

For
GlobeOp Financial Services Technologies (India) Private Limited

Authorized Signatory & Stamp of the Company
Name: Mr. Sunil Nair
Designation: Director – Human Resources

Name of Industry: GlobeOp Financial Services Technologies (India) Private Limited

Address: 501/502, 5th Floor | Malad Link Rd Interface | Bldg. No. 16 Malad West, Mumbai 400 064

Contact Details: +91 22 6753 9033

E-mails: sunnair@sscinc.com

Web: www.ssctech.com | www.sscglobeop.com



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research(SFIMAR)

&

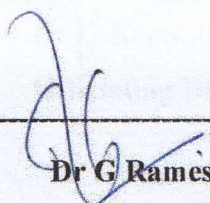
GlobeOp Financial Services Technologies (India) Pvt. Ltd.

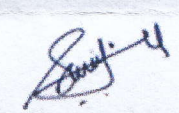
The MOU between St Francis Institute of Management and Research and GlobeOp Financial Services Technologies (India) Pvt. Ltd. was signed on 15/11/2016. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2017-2018	CAII Certification Course	4th Dec 2017	13th Dec 2017
2018-2019	CAII Certification Course	Feb 2019	March 2019
2019-2020	CAII Certification Course	Nov 2020	19th Dec 2020

For
St. Francis Institute of Management and Research

For
GlobeOp Financial Services
Technologies (India) Pvt. Ltd.


Dr G Ramesh
Officiating Director

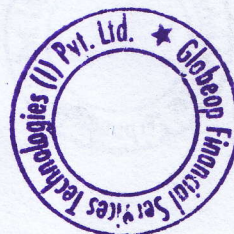

Authorized Signatory

SEAL and Date



01/12/2021.

SEAL and Date





St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research(SFIMAR)

&

GlobeOp Financial Services (India) Pvt. Ltd.

The MOU between St Francis Institute of Management and Research and GlobeOp Financial Services (India) Pvt. Ltd. was signed on 15/11/2014. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2015-2016	CAII Certification Course	28th Nov 2015	15th Dec 2015
2016-2017	CAII Certification Course	10th Nov 2016	25th Nov 2016

For

St. Francis Institute of Management and Research

For

GlobeOp Financial Services (India) Pvt.
Ltd.

Dr G Ramesh
Officiating Director

Authorized Signatory

SEAL and Date



01/12/2021



SEAL and Date

12. Training Topic: Certificate Course in Alternative Investment Industry (CAII) - Making students skilled in Alternative Investment Industry.

Objective – The objective of conducting this training is to make 2nd-year Finance students eligible to participate in the placement process of the renowned company SS&C GlobeOp under the corporate onboarding program. This certification program imparts knowledge in Hedge funds, Derivatives, etc., and helps students appear for other companies' placement processes.

Summary: SFIMAR initiated the Corporate Onboarding Program with its first company SS&C GlobeOp in 2014, wherein the company representatives train students on various profiles available for recruitment purposes at the company. SS&C GlobeOp has a structured syllabus and launched it at SFIMAR as a certification program.

The students who can clear the company's assessment become eligible and the company recruits them as management trainees based on their clearing of the technical interview round.

The training was conducted for 2nd-year students of finance.

Date of the activity: 28th November to 15th December 2015

Name & Designation of Speaker: Professional Trainers from the company SS&C GlobeOp Coordinated by HR Mr. Sasmit Ghodke

Number of students enrolled: 55 (Only Finance)

Outcomes – This Training helped students understand the various profiles in the core finance field available in the company and got their knowledge enhancement in Hedge Funds, Financial operations, Derivatives, etc. 16 students got selected in SS&C GlobeOp this year.

Photos -



SFIMAR Chairman felicitating Mr. Sunil Nair - Director HR on 02/11/2015



Mr. Sunil Nair, Director HR & Mr. Sasmit Ghodke, Associate HR address on 02/11/2015



SS&C GlobeOp Manager training our students



CAII Certification Ceremony on 27/01/2016

GlobeOp Financial Services (India) Pvt. Ltd./GlobeOp Financial Services Technologies (India) Pvt. Ltd.
Academic Year (2016-2017)

Training Topic: Certificate Course in Alternative Investment Industry (CAII) - Making students skilled in Alternate Investment Industry.

Objective – The objective of conducting this training is to make 2nd-year Finance students eligible to participate in the placement process of the renowned company SS&C GlobeOp under the corporate onboarding program. This is a certification program imparting knowledge in Hedge funds, Derivatives, etc., and help students while appearing for other company's placement processes.

Summary: SFIMAR initiated the Corporate Onboarding Program with its first company SS&C GlobeOp in 2014. Since then, the company visits to campus with a defined program for campus recruitment. During this program, the company representatives train students on various profiles available for recruitment purposes at the company. SS&C GlobeOp has a structured syllabus and launched it at SFIMAR as a certification program.

The students who can clear the company's assessment become eligible and the company recruits them as management trainees based on their clearing of the technical interview round. The training was conducted for 2nd-year students of finance.

Date of the activity: 10th November to 25th November 2016

Name & Designation of Speaker: SS&C GlobeOp Managers

Number of students enrolled: 53

Outcomes – This Training helped students understand the various profiles in the core finance field available in the company and got their knowledge enhancement in Hedge Funds, Financial operations, Derivatives, etc. 14 students got selected in SS&C GlobeOp this year.

Photos:



**Global Head HR: Mr. Devarajan
Launch & address the students**



**Willis D'Cunha –HR Associate
introducing the trainer**



SS&C GlobeOp Manager training our students



CAII Certification Ceremony on 27/01/2016

GlobeOp Financial Services (India) Pvt. Ltd./GlobeOp Financial Services Technologies (India) Pvt. Ltd.
Academic Year (2017-2018)

Training Topic: Certificate Course in Alternative Investment Industry (CAII) - Making students skilled in Alternate Investment Industry.

Objective – The objective of conducting this training is to make 2nd-year Finance students eligible to participate in the placement process of the renowned company SS&C GlobeOp under the corporate onboarding program. This is a certification program imparting knowledge in Hedge funds, Derivatives, etc., and help students while appearing for other company's placement processes.

Summary: SFIMAR initiated the Corporate Onboarding Program with its first company SS&C GlobeOp in 2014. Since then the company visits to campus with a defined program for campus recruitment. During this program, the company representatives train students on various profiles available for recruitment purposes at the company. SS&C GlobeOp has a structured syllabus and launched it at SFIMAR as a certification program.

The students who can clear the company's assessment become eligible and the company recruits them as management trainees based on their clearing of the technical interview round. The training was conducted for 2nd-year students of finance.

Date of the activity: 4th December to 13th December 2017

Name & Designation of Speaker: SS&C GlobeOp Managers

Number of students enrolled: 66

Outcomes – This Training helped students understand the various profiles in the core finance field available in the company and got their knowledge enhancement in Hedge Funds, Financial operations, Derivatives, etc. 11 students got selected in SS&C GlobeOp this year.

Photos:



**Global Head HR: Mr. Devrajan
Launching the CAII program**



**SasmitGhodke & Willis D'Cunha – HR
Associate introducing the trainer**



Certificate Distribution of CAII Program



SS&C GlobeOp HR round In Campus

GlobeOp Financial Services (India) Pvt. Ltd./GlobeOp Financial Services Technologies (India) Pvt. Ltd.

Academic Year (2018-2019)

Training Topic: Certificate Course in Alternative Investment Industry (CAII) - Making students skilled in Alternate Investment Industry.

Objective – The objective of conducting this training is to make 2nd-year Finance students eligible to participate in the placement process of the renowned company SS&C GlobeOp under the corporate onboarding program. This certification program imparts knowledge in Hedge funds, Derivatives, etc. and helps students appear for other companies' placement processes.

Summary: SFIMAR initiated the Corporate Onboarding Program with its first company SS&C GlobeOp in 2014. Since then the company visits to campus with a defined program for campus recruitment. During this program, the company representatives train students on various profiles available for recruitment purposes at the company. SS&C GlobeOp has a structured syllabus and launched it at SFIMAR as a certification program.

The students who can clear the company's assessment become eligible and the company recruits them as management trainees based on their clearing of the technical interview round.

The training was conducted for 2nd-year students of finance.

Date of the activity: February to March 2019

Name & Designation of Speaker: GlobeOp Financial Services

Number of students enrolled: 64

Outcomes – This Training helped students understand the various profiles in the core finance field available in the company and got their knowledge enhancement in Hedge Funds, Financial operations, Derivatives etc. 24 students got selected in SS&C GlobeOp this year.

Photos:



Certificate Course in Alternative Investment Industry (CAII) conducted by GlobeOp Financial Services February to March 2019

GlobeOp Financial Services (India) Pvt. Ltd./GlobeOp Financial Services Technologies (India) Pvt. Ltd.

Academic Year (2019-2020)

Training Topic: Certificate Course in Alternative Investment Industry (CAII) - Making students skilled in Alternate Investment Industry.

Objective – The objective of conducting this training is to make 2nd-year Finance students eligible to participate in the placement process of the renowned company SS&C GlobeOp under the corporate onboarding program. This certification program imparts knowledge in Hedge funds, Derivatives, etc. and helps students appear for other companies' placement processes.

Summary: SFIMAR initiated the Corporate Onboarding Program with its first company SS&C GlobeOp in 2014. Since then, the company visits to campus with a defined program for campus recruitment. During this program, the company representatives train students on various profiles available for recruitment purposes at the company. SS&C GlobeOp has a structured syllabus and launched it at SFIMAR as a certification program.

The students who can clear the company's assessment become eligible and the company recruits them as management trainees based on their clearing of the technical interview round.

The training was conducted for 2nd-year students of finance.

Date of the activity: Nov to 19th December

Name & Designation of Speaker: GlobeOp Financial Services

Number of students enrolled: 68

Outcomes – This Training helped students understand the various profiles in the core finance field available in the company and got their knowledge enhancement in the area of Hedge Funds, Financial operations, Derivatives etc. 21 students got selected in SS&C GlobeOp this year. It was a year of a pandemic, but still, the company established many students from the Institute.

Photo:



Certificate Course in Alternative Investment Industry (CAII) conducted by GlobeOp Financial Services Nov to 19th December



TRAINING PROPOSAL

About us

Skillwise Solutions is located in Mumbai and is happy to offer its expertise in Digital Marketing Training. Our tried and true system is based off over 12 years of cumulative experience shared between our trainers. We pride ourselves on setting up our students for success in Digital marketing and are sure that you will leave our sessions more prepared than you have ever been before.



Digital Marketing (Foundation Course)

Our training sessions are meticulously planned by our trainers and are designed in a manner geared toward the maximization of efficiency. Your time is valuable, so our goal is to best prepare you while taking up the least amount of your time possible.

Training will be conducted over the 40 Hour session. Dates and the time split can be decided mutually. Training sessions will be comprised of both activities and lectures that will touch upon the following subjects:

What Do You Learn?

1. Latest Course Content
2. Adopting Trending Skills
3. Live Project Work Experience
4. Creative Skill Development for use within Internet Marketing
5. Ways to Build an Appealing Website
6. Web Analysis and Tracking Methods, Testing, and Reporting



7. Analyzing Customer's behaviour, Markets and Planning
8. Regulations
9. Search Engine Optimization (SEO)
10. Search Engine Marketing (SEM)
11. Organic and Paid Search Multi-Channel Marketing and Integrated Campaigns
12. Creating an Online Brand
13. Website Analytics Monitoring

Course Curriculum:

- **Module 1 - Website development**

Learn to make websites through various technologies and create beautiful UI/UX using front end technologies.

- **Module 2 - Web Analytics**

Learn to make optimum use through analytics terminology such as bounce rate, session time, page views, etc.

- **Module 3 - SEO**

Learn how to develop a search-friendly website through better structure, design and usability. Discover keyword analysis techniques and link building plans that will increase your rankings in search engines.

- **Module 4 - Search Engine Marketing**

Learn to create and run Search Engine marketing campaigns on Google AdWords and optimise campaigns. Application of techniques for ROI, campaigns for online sales and lead generation or brand building.



- **Module 5 - Social Media Marketing**

Get a comprehensive knowledge that delves into social media marketing and advertising on various platforms such as Facebook, Twitter, Instagram, YouTube and LinkedIn. The course deals with identifying the right potential customers, building marketing strategies, campaigns, and creating online contests.

- **Module 6 - Email marketing**

Learn to use the power of emails to acquire and retain customers, build brand awareness or even drive sales. It involves insights into building the right database, subscriber list and segmenting them on the basis of factors like target group, demographics, mode of acquisition, etc.

- **Module 7- Digital Marketing Strategy**

Learn to develop a planning framework to ensure your strategy lays the foundation for powerful strategy development focusing your targeting decisions, driving proposition development and supporting CX across each customer journey touchpoint.

- **Module 8- Affiliate Marketing**

Affiliate marketing is one of the oldest forms of digital marketing wherein you refer someone to any online product and when that person buys the product based on your recommendation, you receive a commission



PAYMENT

The total cost to be paid to the Trainer by the Client for the services hereunder shall be three thousand Rupees per Student, **INR 3000 per student**. The amount shall be paid after the official sign off process followed by your organization.

Terms

1. The above quote is valid for a minimum of 15 people in a batch.
2. The training will be conducted in your facility.
3. The certificate will be provided jointly by your organization & us with a pre-approved design.
4. Each student will be eligible for a one-on-one career counselling session on Digital Marketing. This needs to be shared with the trainer at least 5 days in advance.
5. Each student will be eligible for a Free internship opportunity with us. The students will be selected based on their performance on the above course & a personal interview. These will be conducted on a mutually decided date & time.
6. Each student needs to conduct & submit a presentation to showcase their work & results throughout the course.
7. The training material & sources will be provided to the students on an on-going basis during the course of the classes.



We will be happy to assist you on any queries & clarifications needed to you.

Thanks for giving us an opportunity to connect our business with your goals.

For Skillwise Solutions

Mitul Shingadia

Thank You For Your Business



St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

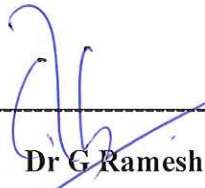
St. Francis Institute of Management and Research(SFIMAR) & Skillwise Solutions

The MOU between St Francis Institute of Management and Research and Skillwise Solutions was signed on 04/12/2019. Appended below is the list of activities organized under the MOU, year wise.

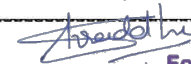
Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2019-2020	Digital Marketing Workshop	4 th Dec 2019	10 th Dec 2019

For
St. Francis Institute of Management and Research

For
Skillwise Solutions


Dr G Ramesh
Officiating Director

For SKILLWISE SOLUTIONS


Founder
Shradha Shetty
Authorized Signatory

SEAL and Date



24/11/2021

SEAL and Date

24/11/2021

SKILLWISE SOLUTIONS
Room No. 48, 3rd Floor,
Sonawala Building, 5/D
Sleator Road, Tardeo
Mumbai - 400 055

13. Skillwise Solutions
Academic (Year (2019-2020))

Basic Course in Digital Marketing

Introduction

Every marketer needs to understand how to exploit digital marketing assets, tools and techniques to improve their customer value proposition and help achieve their organizational objectives. As every student of marketing specialization is a potential marketer, their understanding and updating the knowledge of Digital marketing is of paramount importance. The workshop is a step towards achieving this initiative.

Objectives

This workshop aims to familiarize the participants on designing an accessible, usable and value-adding website and using a range of inter-related digital marketing tools and techniques – integrated with traditional tools and techniques. The workshop will also help to create an understanding of how to drive traffic, make conversions, and develop engagement and referrals

Description

Digital marketing is conducted for non-finance specialization students. The topics covered are Search Engine Marketing, E-commerce marketing, social media planning and Google Analytics.

Academic Year	Dates of the Programme	Name of the Trainer and Collaborative Agency	No of students enrolled
2019 - 20	4 to 10 December 2019 15 December 2019 to 5 January 2020	Skillwise Solutions	20 (MMS) 14 (MMM and MFM)

Outcomes

Demonstrate proficiency in the applications of Search Engine Marketing, E-commerce marketing, social media planning and Google Analytics.



Certificate of completion of Digital Marketing during 2019 - 20

Memorandum of Understanding

Between

St Francis Institute of Management & Research

and

Binary University

1. Preamble

- 1.1. St Francis Institute of Management & Research located in Mumbai, India (promoted by the Society of the Congregation of Franciscan Brothers) and Binary University, located in Selangor Darul Ehsan, Malaysia, are willing to enter into and formally establish this "Memorandum of Understanding" (hereinafter referred to as MOU).
- 1.2. The purpose of this MOU is to promote and expand international understanding, development, and friendship as well as stimulate and support academic pursuits among the students and faculty of the two institutions (St Francis Institute of Management & Research and Binary University hereinafter referred to as SFIMAR and Binary respectively). Identified general areas of mutual interest may include but not limited to the following:
 - student exchange programs;
 - faculty exchange programs;
 - cooperative/collaborative research projects;
 - exchange of publications; and
 - short-term training, workshops, seminars and conferences.
- 1.3. Both institutions realize that in general the language of instruction in both the institutions is English.
- 1.4. The term "host" institution refers to the Institute/University the student or faculty member plans to visit. The term "home" institution refers to the Institute/University where a student is studying or, in the case of faculty members, the university where the faculty member is regularly employed.
- 1.5. Both institutions understand that this MOU is not exclusive and each institution is permitted to enter into other such agreements with other universities.

2. Terms and Termination of the MOU

The term of this MOU shall be five years (2017 - 2022) from the date of signing. The MOU may be renewed for additional periods by written agreement of the institutions, prior to the end of the

initial five-year term (or any subsequent extension of the MOU). During the initial five-year term (and subsequent extensions, if any), the parties shall consult at least annually to discuss the program, any problems that have arisen, and opportunities for improvement. Either party may terminate this MOU at any time (during the initial five-year period or any extension period) by giving six months advance written notice.

3. Contact Person

Both the institutions will designate a contact person assigned with the responsibility of coordinating MOU activities in general terms. For SFIMAR, the contact person will be the Director of the Institute. For Binary, the contact person will be Mr Gilbert Alvin, Director of International Collaborations.

4. Scope of Co-operation

While a wide range of activities, in the academic and education field is identified within the MOU, any specific program will be addressed under separate written agreements between the two institutions which will serve as appendixes to this master MOU.

5. Student Exchange

- 5.1. Participation in the student exchange programs is meant for advanced skilling, training and gaining advance knowledge and does not constitute admission into any academic degree program or lead to the award of any academic degree at the host institution, unless otherwise permitted under the various rules and regulations governing such participation in both the countries. The terms and conditions of each student exchange program will be the subject matter of a properly laid out agreement, as referred in Clause 4 above.
- 5.2. Each institution will accept students from the other institution on an approximate one-for-one basis for the specified program during an academic year. Such students will bear the participation costs charged by the host institution as mutually decided by both the Institutions. A special fee may be approved by the Governing Council or Senate as a recognition of this MOU. The selection procedure by which reciprocal exchange students are nominated is the responsibility of the home institution.
- 5.3. The numbers of exchange students to be sent by each institution each year will be decided upon by mutual agreement between the two institutions. Exchange students may join specialized skilling, training and knowledge enhancement programs at the host institution, depending upon their needs and on the policies of the home institution.
- 5.4. Each institution shall try to exchange the same number of students each year. If either institution is unable to designate the full quota of qualified students during any given academic year, this will not affect the other institution's ability to send its exchange students for any of the areas under the student exchange program.
- 5.5. The host university shall normally accept students recommended by the home university. However, each institution reserves the right to accept or reject any exchange program student. Notification of acceptance or rejection of each student shall be provided to the other university within 30 days of the host institution's receipt of the home institution's nomination.





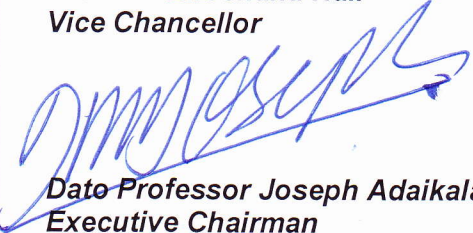
- 5.6. The acceptance of exchange is conditional on obtaining the necessary immigration and travel clearance from respective government authorities in the host country and the host institution will endeavor to assist in obtaining proper documents and will guide each student through the respective immigration and visa procedures. However, immigration matters are the responsibility of the exchange student.
- 5.7. All exchange students shall be subject to fulfil the academic and other regulatory provisions of the host institution. Exchange students will have the same privileges and enjoy the same access to campus facilities and amenities.

6. Faculty/Staff Exchange

- 6.1. The faculty/staff of an institution under the terms of the MOU may participate in a variety of activities at the other institution.
- 6.2. Such activities may include faculty exchange for instructional and/or research activities for short term or extended periods of time; conducting conferences, seminars, workshops, training programs and/or lecture series; providing professional expertise as consultants on special projects within the institutions; short term visits for observation purposes including exploration of further development activities between the two institutions; working with the businesses, industries and the community in which the institutions are located; and for all other activities as may be identified during the term of the MOU.

This MOU will be subject to compliance with all governing rules and regulations in the respective countries.

IN WITNESS THEREOF, the parties representing the two institutions have offered their signatures below:

FOR St Francis Institute of Management & Research	FOR Binary University
 Dr. Subhransu Sekhar Mohanty Director  Bro. Alphonse Nesamony Chairman  St. Francis Institute of Management & Research, Mumbai, India Date: 24 th November, 2017	 Prof. Dr Sulochana Nair Vice Chancellor  Dato Professor Joseph Adaikalam Executive Chairman Binary University, Kuala Lumpur, Malaysia Date: 24 th November, 2017

**14. Binary University
Academic Year (2017-2018)**

Workshop on 'Global Issues on Entrepreneurship' at Binary University on 24-11-2017

Introduction

An International Industrial Visit to Malaysia and Singapore was organized for the students of MMS and PGDM in November 2017. Fourteen students accompanied by Chairman, Director, Dr. Ramesh and CMA Shilpa Peswani participated in the international industrial visit. The visit to Binary University on 24-11-2017 facilitated the students to attend a workshop on 'Global Issues on Entrepreneurship' conducted by Associate Professor Puan Sri Datin Dr.Rohini Devi. The session covered the issues faced by entrepreneurs in managing global businesses.

Objectives of the Workshop

1. To understand the fundamental concepts of entrepreneurship and its application globally
2. To understand the strategies for managing entrepreneurial units with a global perspective.

Topics Covered

- Identify business opportunities available within specific industries
- Strategies to capitalize on the industry-specific business opportunities or use technical skills to create a business (technopreneurs).
- Identify the suitable funding mechanism that will be the best option for the chosen business opportunity.
- Pitch for investors locally and globally.

Outcomes of the session

2. To analyze the challenges faced by entrepreneurs in managing their businesses with a global perspective.
3. To analyze the global competencies required by a management graduate for setting up and managing a global entrepreneurial unit.

Student Participation List

SR. NO.	NAME	PROGRAMME
1	JESLINA FRANCO DABREO	MMS
2	JOANN SAVIA CORREIA	MMS
3	LOLITA VEERA D'SOUZA	MMS
4	JOYNA JOHN DSOUZA	MMS
5	DIANA DCOSTA	MMS
6	DEENA DCOSTA	MMS
7	BANSARI PATEL	PGDM
8	ABEL ABRAHAM GEORGE	MMS
9	PRATIK PRATAP PAGARE	MMS
10	ALSTON DSOUZA	MMS
11	GAVIN GLEN RODRICKS	MMS
12	MELBOURNE FRANCIS DCOSTA	MMS
13	NITIN NAGESH GOWDA	MMS
14	SIMON VICTOR QUINNY	PGDM



Students Visit to Binary University on 24.11.2017





Certificate of Participation for the session on 'Global Issues on Entrepreneurship.'

on 24.11.2017

Binary University
Academic Year (2019-2020)

Report on session on 'Producing Intrapreneurs and Entrepreneurs for the World Market'
on 13th November 2019

Introduction

An International Industrial Visit to Malaysia and Singapore was organized for the PGDM II Year Students, Batch 2017-19 from 11th November to 17th November 2019. Industries/sight visit covered in Malaysia is as follows.

1. Putrajaya Tour
2. Batu Caves
3. City Tour
4. Visit to Matic Chocolate Factory
5. Visit to YAKULT Factory
6. BINARY UNIVERSITY

Industries/ sight visit covered in Singapore is as follows.

1. SENTOSA
2. Entrepreneur Hub visit (Singapore chamber of commerce and industry)
3. Experiential Singapore Tour, Cable car etc.
4. Gardens by the Bay Light Show
5. Singapore Zoo, Maritime Sea Aquarium
6. Night Safari

Objectives

1. To expose the students to entrepreneurial skill sets
2. To expose the students to the roles and responsibilities of entrepreneurs
3. To create awareness among the students towards entrepreneurial and intrapreneurial opportunities in Malaysia.

Description of the Session

The session provided an overview of intrapreneurs; who possess an entrepreneurial mindset and are ready to assume entrepreneurial managers, entrepreneurial accountants and entrepreneurial IT professionals. As a result, their behavior and attitude are different when they hit the job market. As entrepreneurial managers, accountants, or IT professionals, they are more innovative, creative, and positive-minded than most graduates. The session also described that the entrepreneurs should be innovative and highly charged creative individuals. Students should be engaged in a wide range of entrepreneurship-focused activities and platforms to hone their entrepreneurial skills during their academic careers. They must uncover their hidden talents and lift their entrepreneurial spirit to achieve tremendous success.

Outcome

The session brought clarity to the critical entrepreneurial and intrapreneurial concepts. They were a deep motivational session for the students who intend to be entrepreneurs and intrapreneurs in the future.



Visit to Binary University by the PGDM students on 13.11.2019



Session on 'Producing Intrapreneurs and Entrepreneurs for the World Market' was conducted during the International Industry Visit



**MEMORANDUM OF UNDERSTANDING
FOR
ACADEMIC COOPERATION
BETWEEN
ST. FRANCIS INSTITUTE OF MANAGEMENT AND RESEARCH, INDIA
AND
OTTAWA UNIVERSITY, U.S.A.**

St. Francis Institute of Management and Research (hereinafter SFIMAR), located at Gate No.5, Mount Painsur, S.V. P. Road, Borivali (West), Mumbai, INDIA, represented by its Chairman, Bro. Alphonse Nesamony, and Ottawa University (hereinafter Ottawa), located at 1001 South Cedar Street, Ottawa, Kansas, USA, represented by its Dean, Global Initiatives, Dr. Marylou DeWald agree to cooperate in regard to international programs based on the principle of reciprocity. SFIMAR and Ottawa are referred to individually as a “party” and collectively as “parties”

This Memorandum of Understanding (hereinafter MOU) serves as a legal document for both parties to establish and develop their bilateral relationships. This will also help enhance research and educational processes at both institutions and thereby expand the academic spectrum and culture awareness between the institutions’ respective faculties, staffs and students.

The parties hereby agree as follows:

1. Both parties will work together to develop mutual agreements for cooperation based on their respective academic and educational needs. The activities in which specific agreements may be developed include:

- Exchange of faculty members and students at the undergraduate and graduate level;
- Study abroad opportunities in both the USA and India;
- Exchange of academic information, materials and programs;
- Developing and implementing joint academic programs;
- Co-organizing joint conferences and workshops as well as international training programs; and
- Other cooperative activities as appropriate

2. The development and implementation of each exchange/activity based on this MOU shall be separately discussed and determined by both parties under a supplemental agreement, which shall reflect the parties’ mutually agreed objectives, the funding arrangements, and the allocation of responsibility for that activity. Each Supplemental Agreement will be appended to this MOU, and the terms of the Supplemental Agreement will control the administration of the activity or activities described therein.

3. Nothing in this Agreement shall diminish the full autonomy of either institution or impose constraints on either party in carrying out the agreement. Each party acknowledges and agrees that this MOU creates no financial obligations between the parties.
4. Both parties agree that, in the event of research collaboration leading to patent rights, copyrights, or other intellectual property rights, a further agreement must be negotiated in each case in accordance with the policies of the two parties on intellectual property.
5. All programs and activities under this MOU will be operated in accordance with the laws and regulations of the respective countries.
6. If either party wishes to disclose confidential data and/or information resulting from the cooperation activities under this MOU to any third party, the disclosing party must obtain prior consent from the other party before any disclosure can be made. Consent is not to be unreasonably withheld.
7. Any differing viewpoints and interpretations of this MOU shall be settled amicably by mutual consultation or negotiation. Both parties agree to refrain from unilateral action and to consult and negotiate mutually agreeable decision. In the event that the process of discussion and mutual consultation fails to achieve a resolution of the disagreement, which is acceptable to both parties, the disagreement will be submitted to arbitration. Any such arbitration shall be governed by a separate agreement.
8. This MOU shall become effective on the first day after both parties have signed the document and shall remain in effect for a period of three years from that date. It will be automatically renewed for further periods of equal time, if it is not resigned by either party. Any necessary modifications or early termination of this MOU require written notice six months in advance. In case this MOU ceases to be effective on account of termination, the provisions of all valid supplemental agreements shall continue to apply to the extent necessary to secure the implementation of existing activities as agreed upon in the supplemental agreements.

9. This MOU is executed in English in two copies, one for each party, which have equal legal effects.

Duly authorized representatives of St. Francis Institute of Management and Research and Ottawa executed this MOU as of the date and year given below.

For St. Francis Institute of Management and Research



Bro. Alphonse Nesamony
Chairman

Date: 07.10.2018

CHAIRMAN
ST. FRANCIS INSTITUTE OF
MANAGEMENT & RESEARCH
For Ottawa University



Dr. Marylou DeWald
Dean, Global Initiatives
Date: 07.10.2018





St. Francis Institute of Management & Research

Approved by AICTE and affiliated to University of Mumbai
(Grade 'A' Accredited by NAAC, An ISO 9001:2015 Certified Institute)

Mt. Painsur, S.V.P. Road, Borivali (West), Mumbai - 400103
Tel.: 2891 7089, 2892 9156, 2890 6567 (MMS) / 2891 7096 (PGDM) / 2895 8403 (MMM/MFM)
E-mail: info@sfimar.org Website : www.sfimar.org

St. Francis Institute of Management and Research(SFIMAR) & Ottawa University, U.S.A.

The MOU between St Francis Institute of Management and Research and Ottawa University was signed on 07/10/2018. Appended below is the list of activities organized under the MOU, year wise.

Academic Year	Name of the Activity	Start Date of the Activity	Completion Date of the Activity
2018-2019	Study Abroad Program at Ottawa University from 4th May 2019 to 30th May 2019.	4th May 2019	30th May 2019

For
St. Francis Institute of Management and Research

For
Ottawa University U.S.A.

Bro. Alphonse Nesamony
Chairman

Authorized Signatory

SEAL and Date



SEAL and Date



**15. Ottawa University
Academic Year (2018-2019)**

**Report on the Study Abroad Programme at Ottawa University from 4th May
2019 to 30th May 2019.**

Introduction

Studying in different countries helps students acquire a taste of different cultures and study environments and helps them develop networks with people from diverse backgrounds. In globalization, students must be familiar with the latest global trends to be successful business leaders. For this reason, SFIMAR has been taking proactive steps to develop tie-ups with overseas universities. Along with enabling students to benefit from participating in semester exchange programs with such universities, they can also benefit from attending various seminars, workshops, conferences, and being a part of collaborative research programs.

Ottawa University is ACBSP (Accreditation Council for Business Schools and Programmes) accredited Not for Profit University located in Kansas City, USA. St Francis Institute of Management and Research (SFIMAR) has already signed an MOU (Memorandum of Understanding) with Ottawa University to facilitate various programs and activities. One of the programs offered to students is the 4-week Study Abroad programme on Business/ Servant Leadership, conducted at Ottawa University, USA.

Objectives

1. To enable students to gain new perspectives during their academic experience by spending time at the partner institution
2. To train students who are skilled and open to the world by offering them this international dimension.

Description

Master the elements of Servant Leadership to become a better leader in one's personal and professional settings. Become a better leader by putting others first. Students will see the difference they can make in other people's life while becoming successful leaders.

Topics Covered -

- Explain what Servant Leadership is
- Explain the history of Servant Leadership
- Understand the Principles of Servant Leadership which include, People First, Character/Doing the Right Thing, Leading with Humility, Leading with Effective Listening and Empathy, and the Commitment to the Growth of Others.
- Understand how moral purpose is needed in Servant Leadership

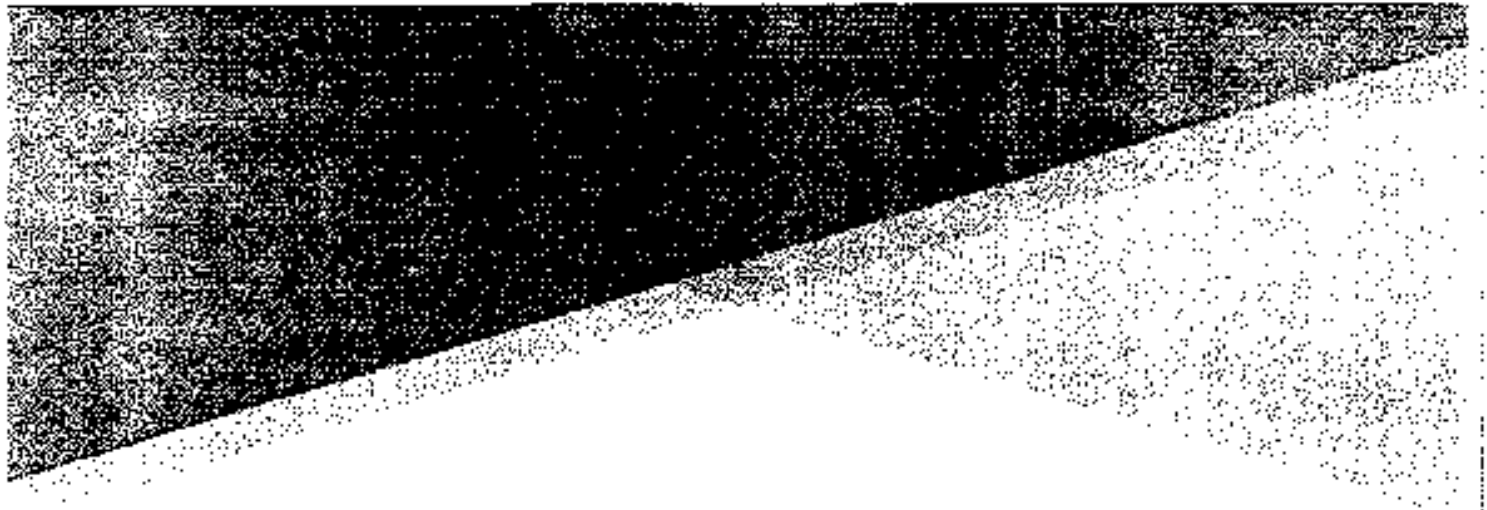
Outcomes

- Study abroad program gives exposure to the international cultures and makes the students understand the different approaches in the education system.
- It is a fantastic experience that combines education, culture, and learning on how to manage oneself as no one is there to take responsibility for but oneself.

Photos of the students who went for the Study Abroad Programme to Ottawa University in May 2019







University Sponsorship Proposal

Introduction

QuestionPro provides you with powerful software for conducting online surveys. The central service is an application that offers unique survey creation, distribution over multiple channels, and a comprehensive suite for analyzing your survey results.

Included with the software is the QuestionPro App, a dynamic survey app which offers offline data collection. In addition, QuestionPro Sample offers you access to pre-qualified respondents for your surveys. This proposal details agreements with respect to QuestionPro, the QuestionPro App, and QuestionPro Sample. All agreements are governed by the Terms of Use and Privacy Policy posted at QuestionPro.com.

Proposal Overview

QuestionPro is offering University wide license to students, faculty members and staff of the university. The University wide license will have all the features that come along with our standard corporate annual License. This sponsorship will be valid for the next three years. Each and every account will have all the corporate features along with full access to our technical support team. We have many universities around the world that use QuestionPro for academic research. Our versatility, ease of use, and advanced toolset make QuestionPro the best option for colleges and universities of any size. QuestionPro will also be offering every student, faculty member and staff access to QuestionPro App. (iPad application for offline field surveys).

Solution

Once the University and QuestionPro agrees on the terms of the service, the university will have it's own unique portal: <http://questionpro.com/edu/<name-of-university>>. Students & Faculty members will be able to sign up for their own individual QuestionPro accounts and conduct their own research.

Overview:

- Unlimited Surveys
- Unlimited Responses
- Unlimited Questions on the Surveys
- Offline Surveys
- FIS safe Harbor certified, TRUSTe certified, SSL data encryption
- 24/7 Live Technical Support

License Details

Features: <http://www.QuestionPro.com/features>
Privacy statement: <http://www.questionpro.com/help/1.html>
Terms of use: <http://www.questionpro.com/help/2.html>

Contact your sales representative with questions:
Prajakta More, edu@questionpro.com | +91 8007381938

Cost Details

Engagement Summary

Service	Total
QuestionPro Enterprise License	2,00,000/-
Discounts	2,00,000/-
Total	0/-

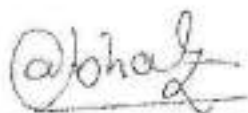
All agreements are governed by the Terms of Use and Privacy Policy posted at QuestionPro.com. All costs shown are INR.

You may execute on this agreement by:

1. Signing the agreement and mailing it to edu@questionpro.com

The foregoing is agreed to by:

QuestionPro Inc



(signature)

Aditya Bhat

(name)

24th February 2016

(date)

St. Francis Institute of Management & Research (All Departments)



(signature)

Dr. S.S. Mohanty

(name)

DIRECTOR
St. Francis Institute of Management & Research
Mount Poonjar, S.V.P. Road,
Borivali(W), Mumbai - 400 103

(date) **15 Apr 2016**



Contact your sales representative with questions.
Prajakta More | edu@questionpro.com | +91 8007381938

16. QuestionPro Academic Year (2015-2017)

Introduction

QuestionPro is India's number one online survey and research software and it is offering a sponsorship to all the top management Institutions in India for Free. SFIMAR has been approved by QuestionPro for a free license of the software which can be used by all the Students and Faculty members to perform their market research studies and projects free.

Description

The software has the following features that can be utilised by the faculty and staff members and students -

1. Unlimited number of Surveys
2. Unlimited number of Responses
3. Unlimited number of users under University Umbrella
4. Unlimited number of questions onto the Survey
5. More than 50 advance Question types including Van Western drop, Price Sensitivity, Conjoint, Max Diff, Matrix, Image and Video, Open ended & Drop down
6. Advanced data analytic suite with real time reporting, Includes Conjoint Analysis, Max Diff, Turf, Co-relation, Survey Comparison, Banner tables, Heat Maps, Word Cloud, Predictive text analysis
7. Export of data to Word/Excel/Power point/SPSS
8. Offline apps for offline surveys, 1 device key per user
9. Custom Dash board for every University for user sign up
10. 24*7 Technical Support for every Student, Professor or Administrative staff associated to the University
11. Access to Market Research Global Webinars

Collaborative activities conducted

1. Demonstration of the software on 12 April 2016 by Ms Prajakta More of QuestionPro - An online market research software organization.
2. Online training sessions for Students, Faculties and Staff during the MOU period.

Outcomes

1. Utilisation of the software by the students for Summer Internship Projects and Winter Projects
2. Utilisation of the software by the faculty members for research