

# AIMS Institutes

## Education Sponsored Partnership Agreement

### Standard Membership

**HOSPITALITY CONNECTION BARCELONA, S.L.**, incorporated under the laws of Spain, having its registered seat at Calle Aribau 168, 4-3 – Barcelona 08036, Spain with identification number N.I.F. B-67128876 represented by Mr. Olivier BRACARD, CEO, (hereafter, "**Hosco**") and AIMS Institutes, having its registered seat at 1st Cross, 1st Stage, Peenya, Bengaluru 560058, Karnataka, India represented by \_\_\_\_\_ (hereafter, the "**School**") (all together collectively the "**Parties**" or individually a "**Party**")

regarding the use of the online platform Hosco

#### INTRODUCTION

WHEREAS Hosco created in May 2011 and having its registered seat in Barcelona, Spain manages and operates a private online community that brings together leading employers, Schools and top talents of the hospitality industry to maximise interactions and optimise the recruiting process.

WHEREAS the School is a leading hospitality, tourism or culinary education provider and intends to adopt Hosco's Career Center technology and invite its students and alumni to join Hosco.

Now, therefore, in consideration of the introduction and in reliance upon mutual representations, the Parties agree as follows:

#### 1. Rights and Obligations of Hosco

Hosco agrees to action the following items according to this agreement:

- 1.1. Provide the school, its managers and its members with all the features outlined in **Appendix A** of this agreement and new potential developments launched on the platform.
- 1.2. Assist with onboarding the school's career/account managers and provide a tool kit to teachers and administrators to facilitate its HOSCO Standard Profile introduction to students and graduates.
- 1.3. Protect and maintain the strictest confidentiality on the personal information, such as qualifications and contact details, provided by the School and its members in accordance with EU regulation 2016/679 "General Data Protection Regulation (GDPR)" and Hosco's Privacy Policy and Terms of Use.

#### 2. Rights and Obligations of the School

- 2.1. Insert links and mentions to Hosco as a partner to the school in the corresponding section(s) (Careers, Internships, Alumni) of the Partner website
- 2.2. Nominate a staff member (career centre manager, alumni manager, lecturer) to be in charge of the Hosco partnership at the school
- 2.3. Keep updated a School profile on the Hosco website with career related information including (not limited to); size of student body, program description, internship/apprenticeship start dates and durations, etc.
- 2.4. Hold informative sessions to promote Hosco among new students at the beginning of each intake leveraging materials provided by Hosco (deck, prints)

- 2.5. Hold information sessions to students leaving on internship/apprenticeship and/or graduating in the next semester to reinforce Hosco as a complimentary channel to secure quality placements and career orientation
- 2.6. Invite Hosco to participate to career related events of the school such as career fairs and graduation ceremonies
- 2.7. Proactively encourage participation from students and alumni to Hosco's career coaching content and community engagement initiatives (online and/or on campus)
- 2.8. Attend annual catchup calls with Hosco to discuss progress, challenges and plans regarding the partnership

### **3. Liability and Accountability**

The School hereby grants Hosco the right to use its logo, images and information on the platform and releases, discharges and agrees to hold harmless Hosco from any and all liabilities, claims, damages, costs and expenses related to the use of the website as well as of the photographs, logo, and images of the School as set out in this Agreement. The School agrees to pay its own expenses, charges and fees in relation to the performance of its obligations set forth in this membership agreement.

### **4. Duration & Termination**

The participation of the Partner to Hosco's Education Sponsored Partnership Agreement is concluded for a duration of three (3) years beginning with the date set forth below. It will automatically renew unless terminated by a party with a ninety (90) day written notice. In the event of termination of the subject partnership, the Partner will lose access to the above listed Hosco services and features.

Should the Partner fail to meet its partnership promotion responsibilities for a continuous period of twelve (12) months, Hosco reserves the right to terminate the agreement and remove access to all of the features and services included in the standard pack. A written notice will be sent to the Partner at least six (6) months before the partnership is terminated so corrective initiatives can be introduced. Upon termination of the Agreement, all registered members of the School will remain on Hosco but the School will no longer have access to their network. The School's members may individually contact Hosco to remove their accounts entirely.

### **5. Fees**

The School has been selected to participate in the Hosco's Education Sponsored Partnership Agreement to support the sector in its post-pandemic recovery and therefore the fees payable by the School to Hosco under this partnership agreement are **sponsored/waived for the entire duration of the Agreement**.

### **6. Trademarks**

It is hereby acknowledged that the school's trademarks are the sole ownership of the School, whilst Hosco signs, logos and emblems are the sole ownership of "HOSPITALITY CONNECTION BARCELONA, S.L.". Therefore, the use of such trademarks, signs, logos and emblems shall only be permitted during the time this membership agreement is in force. For the use outside of the Hosco website, brochure and presentations, approvals must be requested and supplied in writing (including emails) by the Parties. If no answer is received by the requesting Party following 30 days of the written notice, the request will be considered and assumed as granted.

### **7. Confidentiality**

The Parties mutually agree that all matters set forth in this membership agreement are strictly confidential. The Parties further agree to keep confidential all information of a confidential nature belonging to a Party or to any Affiliate of a Party to which the Other Party has access by virtue of their relationship. The obligation set forth in this Article shall survive the termination of this Agreement.

#### **8. Applicable Law / Jurisdiction**

This Agreement shall be governed by Spanish law. All disputes arising out of or in connection with this Agreement, including disputes on its conclusion, binding effect, amendment and termination, shall be in the exclusive jurisdiction of the ordinary courts of the region of Catalonia (the jurisdiction of the federal court in Barcelona being reserved).

#### **9. Data Protection**

Hosco will comply with all obligations under any relevant data protection legislation including but not limited to Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data ("General Data Protection Regulation" or "GDPR").

IN WITNESS WHEREOF, the Parties have signed this Agreement on the date first written above.

Dated: 07 June, 2024



---

**HOSPITALITY CONNECTION BARCELONA, S.L.**

Name: Olivier BRACARD  
Title: CEO



---

**AIMS Institutes**

Name: Meka Priyanandan Reddy  
Title: Chief Executive Officer

## Appendix A - Career Center Features

Students and graduates features:

Function	Description
<b>Member Profile</b>	A digital CV and profile on Hosco showcasing a member's education, experience, skills. Visible to all registered Hosco members and employers.
<b>Members Directory</b>	Millions of hospitality students, alumni and professional member profiles to connect with.
<b>Jobs Directory</b>	Thousands of full time jobs and internships from all sectors of the hospitality industry and beyond, continuously updated.
<b>Employers Directory</b>	An updated & growing pool of thousands of international hospitality employers with some including direct contact details.
<b>Advice Section</b>	Hospitality specific content including articles, video interviews with key decision makers, city guides etc.
<b>Course Directory</b>	Thousands of listings from hospitality schools and course providers including bachelors, masters, short courses and training programs with direct apply links.

School administrator features:

Function	Description
<b>Members</b>	Access to the school's membership database including all profile information that the member has chosen to share.
<b>Community Management</b>	Administrative controls to accept, reject or assign "pending" status to any new member to the School's community.
<b>Member Database and Search</b>	Access to the directory of students and alumni from the School including customizable filters. Members can be tagged, sorted and contacted individually by administrators. Search functions include: keyword, member type, languages, experience in, School, location, graduation date, work permit, seniority, etc.
<b>Member Communication</b>	Internal messaging system to contact School students and alumni, select groups or individuals.
<b>Member "Tagging" and Notes</b>	Administrative tool to tag individual members and enable more efficient sorting and searching.
<b>School Profile Page</b>	Central page for the School including: School description, photographs, videos, documents and social media links streamed from the School's social media accounts.
<b>Courses</b>	Ability to list all courses/programs from the School in Hosco's Course directory, visible to professionals registered on Hosco (for admissions' promotion)

# hosco.

Career Center management features:

Function	Description
<b>Reports, Performance and Alumni Analytics</b>	<p>Real time analytics including:</p> <ul style="list-style-type: none"><li>- The School's community growth in members.</li><li>- The School's traffic in portal visits and member activity.</li></ul> <p>The School's recruitment activity statistics include: job type, job duration, job department, job location, number of applicants (for Hosco jobs and private jobs), and job views. Job statistics can be sorted by jobs posted by the School, by alumni, by registered company and by guest company.</p>
<b>School Relations Support</b>	A dedicated account manager to assist with product understanding, training, on-boarding, member invites, media setup and general promotion to the School's partners, students and alumni.

## Appendix B - Contact Information

- ✓ **School program (dept of hospitality, school of hospitality under the business college, etc.)**

o School of Hospitality & Tourism

---

- ✓ **Specific hospitality programmes for graduates and postgraduates:**

o Bachelor of Hotel Management

---

o Diploma in Culinary Arts

---

o Diploma in Food & Beverage Service

---

o \_\_\_\_\_

---

- ✓ **Current number of full-time students in all hospitality/tourism/culinary programs:** 150

- ✓ **School financial year (beginning/end date):** 01 April / 31 March

- ✓ **School/College/Dept Dean:**

o Name and Surname: Dr. Indrajit Chaudhary

---

o Title: Dean

---

o Email: director.hospitality@theaims.ac.in

---

o Direct phone number: +91-80-28390433 / 34

---

- ✓ **School/College/Dept Program Chair and/or Director:**

o Name and Surname: \_\_\_\_\_

---

o Title: \_\_\_\_\_

---

o Email: \_\_\_\_\_

---

o Direct phone number: \_\_\_\_\_

---

- ✓ **School/College/Dept Primary Academic Contact:**

o Name and Surname: \_\_\_\_\_

---

o Title: \_\_\_\_\_

---

o Email: \_\_\_\_\_

---

o Direct phone number: \_\_\_\_\_

---

- ✓ **School/College/Dept Career Manager:**

o Name and Surname: Ms. Swagata Das

---

o Title: Asst. Professor & Placement Coordinator

---

o Email: cpr.bhm@theaims.ac.in

---

o Direct phone number: +91-80-28390433 / 34

---

- ✓ **School/College/Dept Alumni Manager:**

o Name and Surname: \_\_\_\_\_

---

o Title: \_\_\_\_\_

---

o Email: \_\_\_\_\_

---

o Director phone number: \_\_\_\_\_

---