Memorandum of Understanding (MoU)

Between

Stratadigm Education & Training Pvt. Ltd.
Hyderabad

Stratadigm
ideas that work
Careers • Banking • Financial Services • Insurance

And

Aditya Educational Institutions

ADITYA
EDUCATIONAL INSTITUTIONS

This Agreement is made on this May2019 by and between

Stratadigm Education & Training Pvt. Ltd.,a company incorporated under the provisions of the Companies Act, 1956 with its registered office at 314, Sai Chambers, Near Syndicate Bank, Santacruz Station (East), Mumbai 400 055 (hereinafter referred to as "Stratadigm" which term shall, unless repugnant or contrary to the meaning and context thereof, be deemed to mean and include its successors and permitted assigns) represented herein by its authorized signatory **Thyagarajan Balasubramanian**, of the One Part;

AND

Aditya Degree College,the pre-eminent provider of under-Graduate and Graduate-level education across multiple locations in Andhra Pradesh and part of the **Aditya Educational Institutions Group**, Kakinada with its main campus located at Shanti Nagar, Kakinada, Andhra Pradesh - 533003(hereinafter referred to as "**ADC**", which expression shall, unless repugnant or contrary to the meaning or context thereof, be deemed to mean and include its successors and assigns) represented herein by its authorized signatory **N.K. Deepak Reddy, Secretary, Aditya Educational Institutions**,of the Other Part.

Whereas,

Stratadigm, a training affiliate of the National Skill Development Corporation **(NSDC)** and a Vertical Anchor of the Tata Institute of Social Sciences - School of Vocational Education **(TISS-SVE)**, is engaged in providing vocational education, skill development and corporate training services to students and working professionals in the Banking, Financial Services and Insurance **(BFSI)** domains,

AND

ADC is a leading institution of higher education in Commerce, Business Management, and Physical and Life Sciences in Kakinada, Rajahmundry, Visakhapatnam, Palakollu and other locations offering Graduate and Post-Graduate programs in Commerce, Business Administration, Physical Sciences, Life Sciences Computer Applications and Computer Sciences to students from different parts of India and multiple other countries.

This MoU establishes a working relationship between Stratadigm and ADC in the field of education. To this end the parties operating under this MoU agree as follows:

A. **Purpose of the Memorandum of Understanding:**

   a. **ADC** is constantly working to upgrade its offerings to the student community to help them get academically rigorous and industry-relevant education. To this end it is looking to enhance the value of one of its core offerings, the **BBM+** program. This program is designed to provide students an opportunity to build additional competencies in chosen industry domains.

   b. ADC has an excellent track record in finding suitable placements for its students with leading MNC and domestic corporations. A fair number of such offers come from companies in the BFSI domain. **The college is constantly working to enhance the employability of its students by including value added skill-enhancement courses to the University curriculum.**

c. **The primary objective of this MoU is to offer a set of 3 uniquely designed skill enhancement courses from TISS-SVE, Mumbaito the students pursuing BBM+ and other under-graduate programs in the ADC Group of Institutions. These programs will enhance the career opportunities of students of ADC in the BFSI domain.**

d. Stratadigm is the industry leader in the BFSI skill development space. It is a training affiliate of Government of India's nodal agency in the skill development space viz., the National Skill Development Corporation **(NSDC)**(http://nsdcindia.org/trainingpartners) and the BFSI Sector Skill Council of India **(BFSI SSC)** (www.bfsissc.com).

e. Stratadigm's deep competencies in the BFSI domain are well established and proven by the fact that the Ministry of HRD, Government of India sponsored **School of Vocational Education** at the **Tata Institute of Social Sciences (TISS-SVE, Mumbai)**, a deemed University, has chosen Stratadigm as the Vertical Anchor for the BFSI domain. TISS and Stratadigm are launching a series of Bachelor's and Post-Graduate Diploma programs across the country as part of this partnership. (http://www.sve.tiss.edu/index.php?p=training-partners-anchor).

f. Stratadigm provides short-duration and long-duration vocational education programs that lead to employment with leading BFSI companies like Deutsche Bank, Citibank, L&T Finance, Kotak Mahindra Bank, Franklin Templeton, HCL Technologies and Syntel etc.

g. As part of this MoU, Stratadigm will offer to all the students of ADC pursuing Year 1, Year 2 and Year 3 of the BBM+ and other Graduate programsa set of 3 Skill-Enhancement Courses from TISS-SVE, Mumbai. Details of the course are included in **Schedule I** annexed to this MoU.

B. **Certification** -Students who complete these courses successfully will get a Certificate from TISS-SVE, Mumbai.

C. **Placement Assistance:** Stratadigm will provide placement assistance to all students who successfully complete the course.

D. **Program Commercials:** The program commercials are fixed by TISS-SVE and payment terms are included in Schedule II annexed to this MoU.

E. **Term of MoU**: The term of this MoU will be for a period of Three (3) years, commencing on the _23rd_ May2019, unless terminated under the provisions of Section E of this Agreement. At the end of Three (3) years this agreement shall be renewed based on mutual discussions.

F. **Termination:**This MoU may be terminated by either party by notice in writing from the party not at fault if the other party is in breach of this Agreement and fails to remedy the breach within thirty (30) days from receipt of notice in writing from the first party specifying the breach.

G. **Confidentiality of Information:**The parties herewith undertake to treat confidentially all information that they obtain directly or indirectly from each other within the framework of this engagement. Confidential treatment means that the information obtained may not be made available to a third party and that the information may not be used for the parties' economic purposes or for the purposes of a third party. The parties undertake to use the information obtained solely for the purpose stipulated in the preamble. Any use going beyond that purpose or the conveying of information to a third party requires the written consent of both parties.

H. **Force Majeure:** Non-performance of either party (except for payment obligations) shall be excused to the extent that performance is rendered impossible by strike, fire, flood, war, terrorism, act of God, government acts or orders or restrictions, failure of suppliers, or any other reason where failure to perform is beyond the control and not caused by the negligence of the nonperforming party.

I. **Language:** The parties hereto are satisfied that this MoU and all related documents be drawn for training purposes or any other purposes in the English language.

J. **Declaration:** IN WITNESS WHEREOF, THE UNDERSIGNED PARTIES, BY THEIR DULY AUTHORIZED REPRESENTATIVES BELOW, HAVE EXECUTED AND ENTERED INTO THIS MoU AS EFFECTIVE OF THE DATE OF SIGNATURE.

Name: Aditya Degree College	**Name: Stratadigm Education & Training Pvt Ltd**
Signature:	**Signature:**
Name: N.K. Deepak Reddy	**Name:** Thyagarajan Balasubramanian
Title: Secretary, Aditya Group of Institutions	**Title:** Director & CEO
Date: 23 May2019	**Date:** 23rd May2019

Appendix to MoU

Schedule I - Skill-Enhancement Course Curriculum

A. TISS-SVE - Course Curriculum

Course Name: Banking& Banking Operations
CourseCode: SEC001BBO
Year of Study: Graduation First Year
Number of Classroom Hours: 60

S. No.	Topic	Coverage
1	Introduction to Banking	• The BFSI landscape • Role of banks in an economy • Types of banks • Key banking centres of the world • Central banks and their role
2	Understanding Retail Banking	• Definition & characteristics • Retail liability products (deposits) • Retail asset products (loans) • Other third party products
3	Understanding Corporate Banking	• Definition & characteristics • Loan products & corporate lending • Cash management services • International trade finance
4	Understanding Payment Systems	• Need & importance • Types of payment systems • Retail payment systems/LVPS • Cross border payment systems
5	Banking Regulations	• Anti-Money Laundering & KYC • Other regulations & compliance

Course Name: Introduction to IndianFinancial Markets
Course Code: SEC002IFM
Year of Study: Graduation Second Year
Number of Classroom Hours: 60

S. No.	Topic	Coverage

1	Indian Financial Markets	• The need for Financial Products
		• Financial products
		• Markets for financial products
		  ○ Primary/Secondary markets
		• Principal market participants
		  ○ Investors
		  ○ Brokers
		  ○ Exchanges
		  ○ Clearing & Settlement agencies
		  ○ Regulators
		  ○ Other service providers
		• Market infrastructure

2	Financial Products	• Equity • Fixed Income • Money market instruments • Foreign exchange
3	Introduction to Derivatives	• Definition & characteristics • Need and uses • Types of derivatives

		○ Forwards/Futures/Options ○ Swaps • Derivatives with different underlyings • ETD and OTC derivatives

Course Name: Trade Life Cycles of Financial Products **CourseCode:** SEC003TLC **Year of Study:**Graduation Third Year **Number of Classroom Hours:** 60		
S. No.	**Topic**	**Coverage**
1	Intro. to Trade Life Cycle (TLC)	• Data in trade life cycle: trade data, static dat reference data and market data • Stages in trade life cycle
2	Overview of TLC of financial products	• Pre Trade • The Trade • Initial Margin • Mark to Market • Variation Margin • Maintenance Margin • Closing a position • On settlement date • Physical settlement • Cash settlement • Reconciling the Cash account
3	Corporate Actions	• The benefits of owning fin. products • Physical and dematerialized forms • Role of the Custodian • Depositories • Mandatory Corporate Actions • Voluntary Corporate Actions • Mandatory with Choices • Reconciliation

B. TISS-SVE - Course Schedule

The classroom sessions can be scheduled for 20 days @ 3 hours per day. The college can fix the exact dates.

Appendix to MoU

Schedule II - CourseFees& Payment Terms

A. TISS-SVE Skill-Enhancement Courses - Course Fees

The Tata Institute of Social Sciences-School of Vocational Education, Mumbai, fixes the fee for the skill-enhancement courses. The current fee structure is as follows:

Tuition fee per course per student	Rs. 6,500/- (Rupees six thousand five hundred only)

The fee will be paid in one installment directly to the account of Tata Institute of Social Sciences, Mumbai by way of a Demand Draft payable in Mumbai or by electronic transfer to their account.