Memorandum of Understanding (MoU)

Between:

Bharati College, University of Delhi (Party A)

And

Xperto (Party B)

Date: 21-08-2024

Background:

Bharati College (Party A), a reputed educational institution of the **University of Delhi** committed to student development, hereby enters into this Memorandum of Understanding (MoU) to conduct upskilling and placements for Bharati College students and foster their self-employment development.

And

Xperto (Party B), a **StartUp India & DPIT** Registered Company, is incubated under the **NASSCOM Startup Incubation program**. With five years of industry experience, Xperto specializes in upskilling and placement services partnered with Companies like Zomato, Blinkit, Swiggy, Bharatpe, Justdial, PayTm, Zepto, etc.

Objective:

The objective of this MoU is to conduct an upskilling and placement drive by **Xperto (Party B)** for students of **Bharati College, University of Delhi (Party A)**, preparing them for the dynamic job market and enhancing self-employment opportunities.

Mutual Benefits:

This collaboration aims to enhance student employability **(Internship, placement, and self-employability)** by equipping them with relevant skills and knowledge, thereby adding value to Bharati College's reputation as a provider of quality education and industry-aligned training.

Offerings:

1. **Internship & Placement Support:**
   - Access to Xperto's network of 15+ partner companies for placement opportunities.
2. **Training Modules:**
   - Industry-specific training modules designed by experts.
3. **Interview Preparations:**
   - Xperto will offer comprehensive interview preparation support to ensure students are fully equipped for any interview.

4. **AI Assessment & Other Tools:**
   - Customized assessment tools to identify student skill gaps.
   - AI ATS resume builder and AI interview practice tool.
5. **Progress Reports:**
   - Regular updates on student progress and program effectiveness.
6. **Guidance:**
   - Guidance from industry experts to help students choose the right domain and career.

7. **Support in Self-employment Development:**

   - **Mentorship:** Guidance from experienced mentors to identify ideas and validate them.
   - **Workshops and Seminars:** Regular sessions on entrepreneurship, innovation, and business skills.
   - **Networking Opportunities:** Facilitation of networking events with industry leaders and successful entrepreneurs.
   - **Grants and CSR Funds:** Assistance in availing grants and other CSR funds.
   - **Help and Assistance:** Support with idea evaluation, selection, and onboarding.
   - **Documentation:** Assistance with related documentation like registration and patent filing.
   - **Corporate Tie-ups:** Help in establishing corporate partnerships.
   - **Investor Connect:** Facilitation of connections with potential investors.
   - **Other Support:** Organizing events for idea validation, MVP building, pitch deck preparation, go-to-market strategy, and investor connections.

Process:

1. **Initial Assessment:**
   - Conduct a 5-minute assessment to identify skill gaps and areas for improvement.
2. **Guidance Session:**
   - Multiple sessions to help students identify their interests and potential sectors.
3. **Upskilling Sessions:**
   - Tailored training sessions provided by industry leaders, including founders, VPs, and senior-level corporate professionals with 5-10 years of experience.
4. **Internship & Job Placement Preparation:**
   - Assistance with LinkedIn optimization, resume building, interview practice, and tips & tricks.
5. **Internship & Job Placement Opportunities:**
   - Post-training campus placement drives with Xperto's 15+ partner companies.
   - Xperto will hire most of the interns based on their capabilities and interests.

Event Calendar:

1. **Internship and Job Placement Drives:**

- o Organize **1 or more** placement drives every month based on requirements.
- o Partnerships with more than **15 companies** in industries like **FinTech, FoodTech, EdTech, EV, and Logistics.**
- o Xperto will also hire interns from Bharati College.

2. **Upskilling Sessions:**
   - o **Four sessions** monthly, covering different industries, led by experts in various domains such as **Sales, Marketing, Data Analysis, AI & ML, HR, and Expansion & Growth.**
3. **Guidance Sessions:**
   - o **Two sessions monthly**, conducted by experts with **15-20 years** of corporate experience, to guide students toward the right career path.
4. **AI Assessments:**
   - o Weekly assessments to evaluate student strengths, weaknesses, and progress.
5. **Special Sessions:**
   - o **One Monthly session** on trending industry-related topics.
6. **Other Offerings:**
   - o Assistance with **LinkedIn optimization, resume building, content writing, content creation,** and other workshops.

Duration:

This MoU shall be valid for one year from the date of signing unless terminated earlier by mutual agreement.

Confidentiality:

Both parties agree to maintain the confidentiality of any proprietary information shared during the course of this collaboration.

Governing Law:

This MoU shall be governed by and construed in accordance with the laws of [Jurisdiction].

No Financial Liability

Both parties acknowledge and agree that this Memorandum of Understanding (MoU) does not create any financial obligations or liabilities between the parties. Each party shall bear its own costs and expenses incurred in connection with the negotiation, preparation, execution, and performance of this MoU. Neither party shall be liable to the other for any expenses, losses, damages, or other costs arising out of or in connection with this MoU or its termination.

This clause shall remain in effect even after the termination or expiration of this MoU.

Requirements

To fulfill the Memorandum of Understanding (MoU), the following infrastructure and other requirements must be met:

1. Human Resources

- Interns and help from students and staff for MoU implementation.

2. Communication and Collaboration

- Communication platforms and regular meetings for effective coordination.

3. Physical Infrastructure

- Physical space, security measures, and a conducive work environment.

Both parties agree to ensure these requirements are met and maintained throughout the MoU's duration.

Data Confidentiality

Both parties acknowledge and agree that any data provided or collected under this Memorandum of Understanding (MoU), including but not limited to student information, shall be treated as confidential. The receiving party shall:

1. Confidentiality and Security

- Maintain the confidentiality of the data and implement appropriate security measures to protect it from unauthorized access, disclosure, or use.

2. Restricted Use

- Use the data solely for the purposes outlined in this MoU and not for any other purposes.

3. Non-Disclosure

- Not disclose the data to any third party without the prior written consent of the disclosing party, except as required by law.

4. Access Control

- Restrict access to the data to only those employees or agents who need it to fulfill the purposes of this MoU and ensure that such individuals are bound by similar confidentiality obligations.

5. Data Return or Destruction

- Upon termination or expiration of this MoU, or upon the disclosing party's request, promptly return or securely destroy all data in its possession.

This clause shall remain in effect even after the termination or expiration of this MoU.

Signatures:

Xperto

- Rahul Luthra, Founder
- Signature:

For,
Rahul Luthra

- **20-08-2024**

Bharati College, University of Delhi.

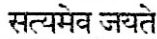- Name: *Prof. Saloni Gupta*
- Title: *Principal*
- Signature:

Principal 21|8|24
Bharati College
(University of Delhi)
Date: 21-08-2024 New Delhi-110058

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Government of National Capital Territory of Delhi

₹10

e-Stamp

Certificate No.	:	IN-DL43609765702462W
Certificate Issued Date	:	27-Aug-2024 12:52 PM
Account Reference	:	SELFPRINT (PU)/ dl-self/ NEHRU/ DL-DLH
Unique Doc. Reference	:	SUBIN-DLDL-SELF40027314174826W
Purchased by	:	RAHUL LUTHRA
Description of Document	:	Article 4 Affidavit
Property Description	:	AFFIDAVIT FOR SELF DECLARATION
Consideration Price (Rs.)	:	0 (Zero)
First Party	:	RAHUL LUTHRA
Second Party	:	NA
Stamp Duty Paid By	:	RAHUL LUTHRA
Stamp Duty Amount(Rs.)	:	10 (Ten only)

₹10
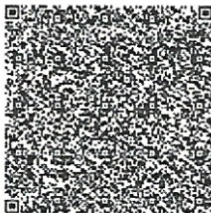
SELF PRINTED CERTIFICATE TO BE
VERIFIED BY THE RECIPIENT AT
WWW.SHCILESTAMP.COM

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Please write or type below this line

Data Confidentiality Agreement/Declaration
Between
Bharati College, University of Delhi
and
Xperto Learnings

1. Permitted Use

Xperto agrees that the student data will be used solely for the purposes of upskilling, providing internships, and career development-related activities for the students. The data shall not be used for any other purposes beyond those explicitly stated.

2. Legal Liabilities

If the Xperto shares the student data with any third party Bharati College, University of Delhi reserves the right to take legal action against the Xperto. Any unauthorized disclosure will subject Xperto to potential penalties, including but not limited to fines, damages, and termination of the partnership.

For,
Rahul Luthra