



Estd: 2007

**ANNAMACHARYA INSTITUTE OF TECHNOLOGY AND SCIENCES::TIRUPATI
(AUTONOMOUS)**

Approved by AICTE, New Delhi & Permanent Affiliation to JNTUA, Anantapuramu.
Accredited by NAAC in "A" Grade & a few programmes accredited by NBA, New Delhi.

MEMORANDUM OF UNDERSTANDING (MoU)

BETWEEN

**ANNAMACHARYA INSTITUTE OF TECHNOLOGY AND SCIENCES
(AUTONOMOUS)
TIRUPATI
AND**

**COIGN CONSULTANTS PVT. LTD.,
#S11, 5TH FLOOR, BALLAD ESTATES, TARNAKA, SECUNDERABAD**

This Memorandum of Understanding (hereinafter called as the 'MoU') is entered into on this the 9th day of September 2021 by and between.

Annamacharya Institute of Technology and Sciences-Tirupati, the First Party represented herein by its Principal of Institution **Annamacharya Institute of Technology and Sciences-Tirupati**, And **Coign Consultants Pvt. Ltd.**, The Second party, and represented herein by its Director Mr. K. Sheshu.

WHEREAS:

A) First Party is a Higher Educational Institution named: **Annamacharya Institute of Technology and Sciences-Tirupati**.

B) First Party & Second Party believe that collaboration and co-operation between themselves will promote more effective use of each of their resources, and provide each of them with enhanced opportunities.

C) The Parties intent to cooperate and focus their efforts on cooperation within area of Skill Based Training, Education, Placement, Industrial Visit, Expert Lecture.

D) **Coign Consultants Pvt. Ltd.**, - the Second Party is engaged in Internships.

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERETO AGREE AS FOLLOWS:

CLAUSE 1 CO-OPERATION

1.1 Both Parties are united by common interests and objectives, and they shall establish co-operation.

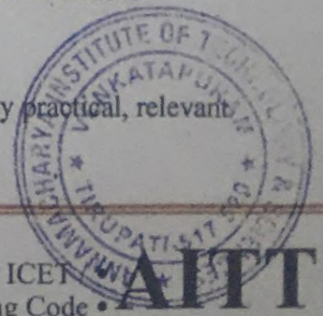
1.2 First Party and Second Party co-operation will facilitate effective utilization of the intellectual capabilities.

1.3 The parties shall co-operate with each other and shall as promptly as is responsibly practical, relevant agreement.

Venkatapuram(V), Karakambadi (P)
Renigunta(M), Tirupati-517520,
Chittoor Dist., Andhra Pradesh

e-mail : aitstpt@gmail.com
Website : www.aitstpt.edu.in
Phone : 0877-2258608/609

EAMCET / ECET / ICET
PGECET Counseling Code



CLAUSE 2

SCOPE OF THE MoU

2.1 Industrial Training & Visits: Industry and Institution interaction will provide an insight into the latest developments / requirements of the industries; the Second Party to permit the Faculty and Students of the First Party to visit its group companies and also involve in Industrial Training Programs for the First Party. This will provide confidence & smooth transition for students work. Also the Second party may register on the AICTE Internship Portal for the benefit of students.

2.2 Guest Lectures: Second Party to extend the necessary support to deliver guest lecturers to the students of the First Party on the technology trends and in house requirements.

2.3 Placement of trained students: second party will actively engage to help the delivery of the training and placement of the students of the first party on the technology trends and in house requirements.

2.4 There is no financial commitment on the part of the **Annamacharya Institute of Technology and Sciences-Tirupati** the first party to take up any program mention in MoU. If there is any financial consideration, it will be dealt separately.

2.5 Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required.

CLAUSE 3

VALIDITY

3.1 This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, during which period, the Second Part.

CLAUSE 4

RELATIONSHIP BETWEEN THE PARTIES

5.1 It is expressly agreed that First Party and Second Party are acting under this MOU as independent contractors, and the relationship established under this MOU shall not be construed as a partnership.

First Party

Second Party

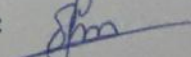
Annamacharya Institute of Technology and Sciences

Coign Consultants Pvt. Ltd.,

Tirupati

For COIGN CONSULTANTS PVT. LTD.

Signature: 

Signature: 

Name: **Ar C. Nadha Murri Reddy**

Name: **K. SESHU SANYASI NAIDU** Director

Designation: **PRINCIPAL**
ANNAMACHARYA INSTITUTE OF
TECHNOLOGY & SCIENCES
VENKATAPURAM (V,
RENIGUNTA (M), TIRUPATI-517 520

Designation: **DIRECTOR**





Focus Academy for Career Enhancement

An IIM Graduates' Enterprise

&



**Annamacharya Institute of Technology &
Sciences, Tirupati**

SP 138 A, 1st Main Road, Ambattur Industrial
Estate, Chennai - 600058
www.focusacademy.in

Focus Academy for Career Enhancement

Focus Academy for Career Enhancement (FACE) is an IIM Graduates' Enterprise designed to cater to the vast and varied needs of today's student community. We provide the right perspective regarding various career options available to the students and sufficiently train them to pursue their careers of choice. Given the clutter of career options available and prevalent group tendencies amongst students, **FACE** believes that expert guidance and training can help students streamline their energy towards their chosen career paths.

The core philosophy of **FACE** is "Any student, if given the right kind of inspiration, motivation, training and sufficient exposure to the opportunities available, will certainly be able to realize his/her potential." With all our service offerings woven around this philosophy, **FACE** aspires to become *the-go-to-service provider* for educational institutions who seek expert help for their student community to identify and attain the career of their choice.

Four key reasons why FACE will make a difference to your institution:

- **Best in class Faculty** - Our faculty have proven capabilities on all areas of employability namely problem solving skills, by virtue of having scored 95 in CAT; communication skills, by acquiring acclaimed internationally benchmark certification; domain/technical knowledge, by having in-depth exposure working with top corporates in mission critical projects.
- **Unique Pedagogy** - Cracking placements is more about skill than knowledge. We teach verbal ability rather than just English; we train on aptitude rather than Math. Understanding and internalizing this crucial difference makes our pedagogy unique, interesting and effective. Concept to practice approach for aptitude training and activity based learning approach for communication and soft skill training have made FACE a thought leader in the employability skills training space.
- **Trusted Training Partner of Corporates** – The valuable experience that we have gained by virtue of training the entry level talent of some of the largest recruiters in IT and Non-IT industries, is put to use to continuously evolve our training modules to keep up pace with the changing requirements of the industries.
- **Proven Track Record:** In over 10 years, we have revolutionized the standards of the Skill Development Industry and have evolved to become the undisputed leader and India's largest Skill Development Organization. We employ the largest workforce of 800+ full-time trainers with diverse ethnicity and expertise. We work with over 1500+ engineering colleges and have trained more than 25 lakh+ students so far (as of Dec 2019). We have made significant impact in placements of every kind of college we have worked with - government and private, old and new, established and upcoming. We have even set world-records.

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ANNAMACHARYA INSTITUTE OF
TECHNOLOGY & SCIENCES
VENKATAPURAM (VIII.)
RENIGUNTA (M), TIRUPATI-517-520

Memorandum of Understanding (MoU)

The Memorandum of Understanding (MoU) is entered into on 17th January 2020 between **Annamacharya Institute of Technology & Sciences**, Venkatapuram Village, Renigunta Mandal, Tirupati, Andhra Pradesh 517520 and **Focus Academy for Career Enhancement (FACE)**, No.12, Lakshmi Nagar, Thottipalayam Pirivu, Avinashi Road, Coimbatore - 641014.

Annamacharya Institute of Technology & Sciences, is represented by **Placement Officer, Mr. M. Lakshmi Narayana Reddy** and **FACE** is represented by **Cluster Manager – Business Development, Dinesh Raja K.**

AITS and **FACE** decided to lay down the terms and conditions of the SLA with the following clauses. The terms and conditions are not limited to the following but new terms shall only be added with mutual consent of both the parties. Disputes if any are subject to jurisdiction of Coimbatore courts only.



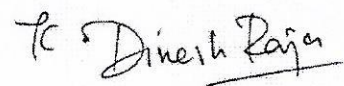
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VENKATAPURAM (VIII.)
RENIGUNTA (M), TIRUPATI-517 520**

For AITS, Tirupati



Placement Officer

For FACE



Cluster Manager – BD

Section 1 : Program and batch details	
Full Name of College	Annamacharya Institute of Technology & Sciences, Tirupati
Product Name	Technical Skill Development Training
Total Program Duration per Batch (in Days)	12 Days
Training Dates	20-Jan-2020 to 08-Apr-2020
Total Program Duration (in Hours) for 1 batch	72 Hours
Degree and Passing out year of students to be trained	2021
No of batches	3
Total No of Trainer Days	3 Batches*12 Days = 36 Trainer Days
Session Timings	Session 1: 10 AM to 01 PM Session 2: 02 PM to 05 PM

IMPORTANT:

- Last minute changes in training dates cannot be accommodated. Hence FACE recommends that the college should double-check and ensure that none of these falls during the training dates: 1. No Local / State / National holidays. 2. No Internal tests / examinations. 3. No college functions. (Ex: Sports day, Annual day) 4. No guest lecturers / special programs. 5. No placement / recruitment process, unless college is willing to conduct training on the mentioned days.
- Any request for change in training dates needs to be communicated to FACE at-least 2 working days in advance
- Even if communicated 2 working days in advance, FACE is not automatically liable to deliver the service on the revised dates. FACE will re-confirm the possibility of service delivery based on availability of trainers.

DECLARATION: I have read and understood **Section 1 – Program and batch details** and I agree to the same.

For AITS, Tirupati

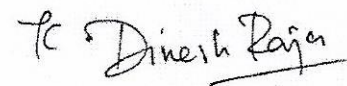


Placement Officer



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VENKATAPURAM (VIII.)
RENIGUNTA (M), TIRUPATI-517 520

For FACE



Cluster Manager – BD

Section 2 – Billing Terms and Conditions

Pricing Type (Mention the Pricing Type)	Price per Trainer Day
Price Per Trainer Day	Rs. 8,475
GST @ 18.0%	Rs. 1,525
Total Contract Value(Gross)	36 Trainer Days*Rs. 10,000 = Rs. 3,60,000/-
Attendance Clause	Attendance will be calculated based on the unique number of students attending the training.
Please mention if there are any other addition attendance clause	NA

DECLARATION: I have read and understood **Section 2 - Billing Terms and Conditions** and I agree to the same.

For AITS, Tirupati

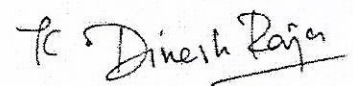


Placement Officer



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VENKATAPURAM (VIII.)
RENIGUNTA (M), TIRUPATI-517 520

For FACE



tc Dinesh Rajan

Cluster Manager – BD

Section 3 – Payment Schedule – Terms & Conditions	
Payment Details	100% payment after completion of the program
Invoicing Terms	After completion of the program
GSTIN Number of Client	-Nil-
Name and Address on the Invoice (Should be the college name or trust name)	Annamacharya Institute of Technology & Sciences, Tirupati
Maximum Credit Period in Days	90 Days
Payment Mode	RTGS/NEFT
Account Details	FOCUS 4-D CAREER EDUCATION PVT. LTD GSTIN: 33AABCF3266F1ZZ PAN No. AABCF3266F Account Type: Current Bank Name: CITY UNION BANK LIMITED Branch Name: VILANKURICHI BRANCH, COIMBATORE A/C NO: 053109000142765 IFSC Code: CIUB0000053

DECLARATION: I have read and understood **Section 3 - Payment Schedule - Terms and Conditions** and I agree to the same. I also agree that Disputes if any are subject to jurisdiction of Coimbatore courts only.

For AITS, Tirupati

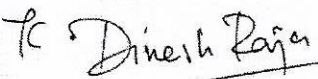


Placement Officer



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ANNAMACHARYA INSTITUTE OF
TECHNOLOGY & SCIENCES
VENKATAPURAM (Viii.)
RENIGUNTA (M), TIRUPATI-517 520

For FACE



Cluster Manager – BD

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding made and entered on 16th DEC 2018,
between

**Triumphant Training Solutions,
Hyderabad**

AND

**Annamacharya Institute of Technology and Sciences
Tirupati**

Whereas

Triumphant Training Solutions is engaged in the business of providing Campus Recruitment Training Program along herein called as first party.

Annamacharya Institute of Technology and Sciences, is engaged in providing education to the students in the capacity of an educational institution herein called as second party.

Triumphant Training Solutions and Annamacharya Institute of Technology and Sciences, have decided to work together for mutual benefit with respective expertise in their fields, in providing training to the students of the college. Both the parties intended to record the terms and conditions of the Memorandum of Understanding in writing.

Now this Memorandum of Understanding witnessed that in consideration of the mutual covenant contained herein, the parties have agreed as follows:

Period of Memorandum of Understanding:

This Memorandum of Understanding is valid for a period of 18 months from the date it is signed by authorized representatives from both the parties.

Statement of mutual intention:

First Party and Second Party hereby confirm their mutual intention to work together and co-operate with each other.

- The professional fee for the training is Rs 2000/- (Two Thousand only) inclusive of taxes per student. Training would be conducted for minimum of 180 students of third year Engineering.

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RENIGUNTA (M), TIRUPATI-517 520

- Total duration of the training will be for 120 hours.

Topic	Number of Hours
• Business English	10 hours
• Soft Skills Brilliance	13 hours
• Aptitude	
a. Quantitative	35 Hours
b. Logical	10 Hours
c. Verbal	12 Hours
• Interview facing skills	10 hours
• Complimentary Session	18 hours
Total	90 Hours

- Training program will be split into four phases
 - **Phase 1**- 36 hours of training
 - **Phase 2**- 54 hours of training
 - **Complimentary Phase 4**- 18 hours of training
- Both the parties will discuss and then design the detailed schedule of execution of each of the programs based on mutual convenience. During circumstances outside the control of either the First or the Second Party, the schedule can be altered with sufficient advance notice of 3 days or more unless avoidable.
- The total professional fee will be split into two parts 40% will be given as on completion of first phase of the training, 60% on completion of phase 2 of the program.
- For each program, the payment will be made for the number of students guaranteed by the Second Party.
- For each program, the payment will be made for the number of students guaranteed by the Second Party i.e. minimum of 180 Students and increase in the number of students attending the program will be appended to the MOU and invoice will be raised accordingly.
- First Party can conduct training during the vacations if some hours are left out or if the First Party feels that additional assistance is required.


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VENKATAPURAM (VII.)
RENIGUNTA (M), TIRUPATI-517 528

- Accommodation of the mentors during the training program should be taken care by Second Party
- Working lunch should be provided for the trainers during the training by Second Party

In witness whereof the parties hereto have hereunto set their hands and seals the day and year first above - written


FIRST PARTY

Triumphant Training Solutions

Hyderabad.

Name: **Sreedhar Jalapati**

Designation: **Managing Director**

Date:


SECOND PARTY

**Annamacharya Institute of
technology and sciences
Tirupati.**

Name:

Designation:

Date:


19.12.2018

**PRINCIPAL
ANNAMACHARYA INSTITUTE OF
TECHNOLOGY & SCIENCES
VENKATAPURAM
BENGALURU (KA), TIRUPATI - 517 529**



November 30, 2017

This agreement is made by and between:

Annamacharya Group of Institutions, Andhra Pradesh
and
Mission Ignite Services Private Limited, Hyderabad

Under the following terms and conditions:

1. Annamacharya Group of Institutions agrees to engage Mission Ignite Services Pvt Ltd to conduct training for final year students towards placements for IBM on a Selection-Based payment model.
2. For all students who attend the training program in part or full, Mission Ignite will charge Rs.9000/- (Including GST if paid by cheque or transfer). A selected student is defined as one that has been announced or declared, in person or by email as selected to the college/student. Invoice will be submitted to the college as soon as results are declared, and all payments must be made within 5 days of invoice submission.
3. Training will be conducted over a 3 or 4 day period, separately at the Tirupati and Rajampet campuses. The dates for training will be fixed as per convenience. Partial attendance will be considered as full attendance, and payment will have to be made, irrespective of how many sessions they may have missed for any reason. Classes will be conducted from 9:00 AM to 4:00 PM.
4. Training will be conducted to maximize the selections for all the rounds involved and training will be delivered on the following topics:
 - a. Number Series
 - b. Arithmetic Aptitude
 - c. Business Communication
 - d. Technical / HR Interview Preparation

ACCEPTANCE OF TERMS:

(ON BEHALF OF)
MISSION IGNITE SERVICES PVT LTD

ACCEPTANCE OF TERMS

PRINCIPAL
Annamacharya Institute of
Technology & Sciences
(ON BEHALF OF)
Renigunta (M), Tirupati-517 520

ANNAMACHARYA GROUP OF INSTITUTIONS

MISSION IGNITE SERVICES PVT. LTD.

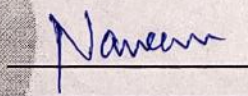
103, MAYFAIR COMPLEX, S.D. ROAD, BEGUMPET
HYDERABAD, T.S. - 500 016. INDIA

Tel: +91 40 40210033
www.missionignite.in

5. Travel, Trainer salaries and other incidental expenses are the responsibility of Mission Ignite Services Private Limited. The college agrees to provide accommodation where available.
6. Terms and Conditions have been explained to all the students, and individual consent has been obtained from each student. Co-operation from the college is requested and appreciated to ensure all payments are collected in a timely manner.
7. Confirmation must be sent by an official authorized to accept these terms and conditions. A signed scanned / original copy of this document will serve as confirmation and acceptance of the terms and conditions.


--end of document--

ACCEPTANCE OF TERMS:



(ON BEHALF OF)
MISSION IGNITE SERVICES PVT LTD

ACCEPTANCE OF TERMS



PRINCIPAL
Annamacharya Institute of
Technology & Sciences
Vengal Rao Nagar
(ON BEHALF OF)
ANNAMACHARYA GROUP OF INSTITUTIONS

MISSION IGNITE SERVICES PVT. LTD.

103, MAYFAIR COMPLEX, S.D. ROAD, BEGUMPET
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