



VALLURUPALLI NAGESWARA RAO VIGNANA JYOTHI INSTITUTE OF ENGINEERING & TECHNOLOGY

An Autonomous Institute, ISO9001:2015 & QS I-Gauge Diamond Rated Institute, Accredited by NAAC with 'A++' Grade
NBA Accreditation for B.Tech CE, EEE, ME, ECE, CSE, EIE, IT, AE Programmes
Approved By AICTE, New Delhi, Affiliated to JNTUH, Hyderabad.
Recognized as "College with Potential for Excellence" by UGC

Department of CSE- (CYS, DS) and AI & DS

MoU Details

Sno	Company Name	MoU Signed Date
1	Excelr, Hyderabad	17-03-2023
2	Hunt Matrix, Hyderabad	11-07-2023
3	Codegnan IT Solutions, Hyderabad	18-08-2023

Signature of Coordinator

Signature of HoD



MEMORANDUM OF UNDERSTANDING

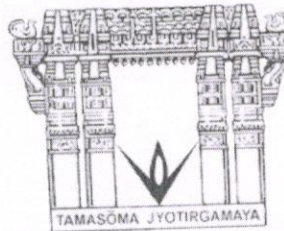
(MoU)

BETWEEN



ExcelR Solutions

&



**Vallurupalli Nageswara Rao Vignana Jyothi Institute of Engineering
& Technology**

**Student Development Programs, Faculty
Development Programs and Student Internships on
Different Emerging Software Technologies**

ExcelR Solution
49, 1st Cross, 27th Main, behind Tata Motors, 1st Stage, BTM Layout, Bengaluru, Karnataka 560068.
Email: enquiry@excelr.com | 1800-212-2120 (Toll Free)
www.excelr.com

MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (herein after called as the 'MOU') is entered into on this the 09th day of March Month 2023 (Date 09-03-2023), by
and between **ExcelR Solutions,**
(Here in after referred as '**First Party**')

And

**Vallurupalli Nageswara Rao Vignana Jyothi Institute of Engineering
& Technology Hyderabad**

(Here in after referred to as '**Second Party**')
(First Party and Second Party are hereinafter jointly referred to as '**Parties**'
and individually as '**Party**')

WHEREAS:

1. First Party is a EdTech company: ExcelR Solutions
2. 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.
3. The Parties intent to cooperate and focus their efforts on cooperation within area of Skill Based Training, Education and Research.
4. Both Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interests.

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

CLAUSE 1: CO-OPERATION

5. Both Parties are united by common interests and objectives, and they shall establish channels of communication and co-operation that will promote and advance their respective operations within the Institution and its related wings.
6. First Party and Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to the second party in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.
7. The general terms of co-operation shall be governed by this MOU. The Parties shall cooperate with each other and shall, as promptly as is reasonably practical, enter into all relevant agreements, deeds, and documents (the 'Definitive Documents') as may be required to give effect to the actions contemplated in terms of this MOU. The term of Definitive Documents shall be mutually decided between the Parties. Along with the Definitive Documents, this MOU shall represent the entire understanding as to the subject matter hereof and shall supersede any prior understanding between the Parties on the subject matter hereof.
8. ExcelR would be the training delivery partner for the second party on various trending technologies.
9. ExcelR would be the training delivery partner for the student internships of second party on various trending technologies of minimum four weeks duration.
10. ExcelR will reach out to students to communicate about course details, webinars, blogs, industry events etc., which will be informative or promotional in nature.
11. Training & Development and dissemination of knowledge for students of second party & affiliated colleges and employees of both the organizations.
12. ExcelR would work with incubation centers/ innovation cells of second party (Case to case basis), to formulate the business cases and data collection process from various industry and academic bodies that are associated with the second party
13. Cooperation between both parties would be extended to any other area which may be mutually beneficial to both the organizations.

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13. Cooperation between both parties would be entered into with the organizations.

CLAUSE 2: SCOPE OF THE MoU

14. The budding graduates from the institutions could play a key role in technological up-gradation, innovation, and competitiveness of an industry. Both parties believe that close co-operation between the two would be of major benefit to the student community to enhance their skills and knowledge.
15. Software Technologies Training: The first party will provide the trainings to the students and Faculties of the second party on different technologies like Data Science, Data Analyst, Artificial Intelligence, Tableau, Python, etc., Research and Development
16. Skill Development Programs: First Party to train the students of second Party on the emerging technologies to bridge the skill gap and make them industry ready.
17. Guest Lectures: First Party to extend the necessary support to deliver guest lectures to the students of the second Party on the technology trends and in house requirements.
18. Faculty Development Programs: First Party to train the faculties of second Party for imparting training as per the industrial requirement considering the National Occupational Standards in concerned sector, if available.
19. Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein
20. There is no financial commitment on the part of the second party to enroll the students and faculties for the different free trainings run by the first party under Everyday Learning Initiation.
21. First party would extend the help in providing artifacts such as training records, certificates to the second party upon a written request from the second party. This information is limited to only the students of second party and at the discretion of first party.
22. In case, second party wants to conduct customized commercial trainings then this agreement can be amend/adding annexure with mutually agreed terms.

CLAUSE 3: INTELLECTUAL PROPERTY

23. The first party will have the sole rights on the curriculum and related content provided in the trainings and it cannot be replicated or copied without the consent of the first party.

24. Confidentiality: Except as may otherwise be required by law, each party will hold confidential, during and after the term of this Agreement, any confidential information disclosed to it or its representatives, and will not disclose any such confidential information to any third party.

CLAUSE 4: VALIDITY

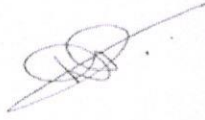
25. The period of the agreement is valid for a period of 2 years from the date of signing of this agreement
26. This agreement will be valid only at the intentions of the parties involved therein, this MOU could be dissolved or cancelled by either party any time by giving 30 days' notice and shall not have any legal bindings in nature. should either or all the parties to it opt to not act upon, the MOU loses its validity.

CLAUSE 5: RELATIONSHIP BETWEEN THE PARTIES

27. 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. Neither Party is authorized to use the other Party's name to make any representations or create any obligation or liability, expressed or implied, on behalf of the other Party, without the prior written consent of the other Party. Neither Party shall have, nor represent itself as having, any authority under the terms of this MOU to make agreements of any kind in the name of or binding upon the other Party, to pledge the other Party's credit, or to extend credit on behalf of the other Party.
28. There is no obligation on second party and first party for conducting minimum number of paid or unpaid session during the term of MoU

AGREED:

For: ExcelR Solutions.



**Mr. Shyam Narayan
Director, HR, ExcelR**

Authorised Signatory

GST:27AAEFE5003F1ZX

TIN: HYDE02965E

**Contact Person : Mr. Gudala Nikhil
Designation : BDM
Mobile No: 6281405729
Website : www.excelr.com**

**For: Vallurupalli Nageswara Rao Vignana
Jyothi Institute of Engineering
&Technology**



**Dr.M.RajaSekar
HOD CSE(CYS,DS&AIDS),
Vallurupalli Nageswara Rao
Vignana Jyothi Institute of
Engineering &Technology**

Authorised Signatory

**Professor & HOD CSE-DS,
CSE-CS and CSE-AI&DS
VNR Vignana Jyothi Institute of
Engineering and Technology
Pragathi Nagar, Nizampet (S.O),
Hyderabad, Telangana – 5000 090**

**G SATHAR
Assistant Professor
MoU Coordinator**



Memorandum of Understanding (MOU)

This Memorandum of Understanding is made on 11th July 2023 by **VNR VJIET**, situated at Vignana Jyothi Nagar, Pragathi Nagar, Hyderabad, Telangana 500090, (hereinafter referred to as **VNR VJIET**) & **Huntmetrics Private Limited**, Hyderabad registered in the State of Telangana, India, having its address at Unit 3B, 7th Floor, Octave Block, Salarpuria Sattva Knowledge City, Hitech City, Hyderabad, Telangana 500045 (hereinafter referred to as **Huntmetrics**)

This Memorandum of Understanding is explained to reflect the understandings between **VNR VJIET** and **Huntmetrics** (A Cyber Security Consulting & Training company based out of Qatar & India).

Objectives:

Huntmetrics and VNR VJIET, the parties to this Memorandum have the following objectives:

1. Identify areas of collaboration specifically in Educational and Skill Development of Cyber Security, Data Privacy and Emerging Technologies for competency and Capacity building.
2. Assist in building the capacity of the faculty for theory and practical's.
3. Capacity building and hands-on skills development of the students with hyper real-time simulations.
4. Support in building Innovation centre, Centre of Excellence.

Terms:

1. Whereas Huntmetrics is in the business of providing Cyber Security Advisory & Consulting. Huntmetrics primary focus area is Middle East, North Africa region & India. The company primarily is into Capacity building (Advisory & Consulting, Resources contracting, Niche Security trainings) and Industrial Control Systems security.

2. **Services to be provided:**

Within the scope of this agreement, Huntmetrics will be the Technical Services and Skill Development provider, offering services in the cyber security domain, including but not restricted to the following:

- a Niche Cyber Security Training courses delivered Hybrid Model, Classroom and Online.
- b Cyber Security Awareness solutions and content development for the online portal
- c Cyber Security Conferences, Seminars & Workshops.

- d Consulting and training related to Cybersecurity, Information Security, and other Emerging Technologies.
- e Consulting and training related to Cyber Incident Response and Forensics
- f Support setting up Technology Assistance Centre (TAC), Centre of Excellence (CoE), Security Operational Centre (SOC) and Incubation Centre (IC) & Innovation Centre
- g Supporting and mentoring for creating new start-ups.
- h Delivering Cybersecurity syllabus as a part of curriculum.

Within the scope of this agreement, VNR VJIET will provide classroom infrastructure, students and labs.

Huntmetrics will support VNR VJIET in its Training, Advisory, Consulting & Capacity building, Faculty Development Programs, Training activities through channels identified and agreed between both the parties in alignment with the set expectations. These includes:

- Classroom Trainings
- SME Sessions
- Industry Interactions
- Near real time demo, Lab Simulation, Attack Simulation
- Practical Learning Platforms

Huntmetrics will empower VNR VJIET through appropriate knowledge transfer sessions.

3. Financials:

The financial agreements between Huntmetrics and VNR VJIET will be discussed separately on a project basis and/or through a separate business agreement executed specifically for the purpose between the two parties.

4. Communication:

1. Regular meetings shall be held to review implementation of this agreement.
2. The meetings shall be held in person or remotely as may be the feasibility.
3. The minutes of the meeting shall be noted, circulated and accepted by both parties.
4. Ad-hoc contacts / meetings may be requested on a need basis to achieve the objectives of this MoU.

The parties to this memorandum agree to develop common reporting instruments wherever possible.

5. Confidentiality Assurance:

Each party agrees that it shall not, at any time, after executing the activities of this MOU, disclose any information in relation to these activities or the affairs of business or method of carrying on the business of the other without consent of both parties.

6. Publicity:

Each party agrees not to use the name of the other in any public information without permission.

7. Duration:

The MOU shall remain in effect (continue) until 11th July 2025 unless renewed again mutually by both the parties.

8. Termination:

The MOU may be terminated by either party with 60 day written notice or upon completion of the agreed upon period unless renewed.

In the event of non-compliance or breach by one of the parties of the obligations binding upon it, the other party may terminate the agreement with immediate effect.

9. Notices:

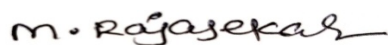
All notice demands and other communication under this MOU in connection herewith shall be written in English language and shall be sent to the last known address, email, or fax of the concerned party. Any notice shall be effective from the date on which it reaches the other party.

10. Liability:

The MOU is not binding and not a legal document. Each party assumes liability for its actions and those actions of its employees or representatives.

Any areas of co-operation / business resulting out of this MoU shall be governed through a business agreement executed specifically for the purpose between the two parties.

VNR VJIET and Huntmetrics hereby express agreement to all of the above and enter into a joint agreement until such time that either agency shall amend, or revise said agreement in writing.



Name: Dr. M. Raja Sekar

Title: Professor & HoD, CSE-(CyS, DS) and AI&DS

Institution: VNR VJIET

Email: csehead.dscs@vnrvjiet.in

Date: 14-07-2023



Name: Mr. Mohan Krishna

Title: Director

Company: Huntmetrics Private Limited

Email: mohan@huntmetrics.io

Date: 14-07-2023



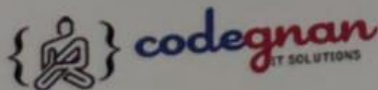
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Telephone No: 040-2304 2758/59160, Fax: 040-23042761
E-mail: postbox@vnrvtet.ac.in, Website: www.vnrvtet.ac.in

ANNEXURE-I

PURPOSE/SCOPE OF THE COLLABORATION:

1. Codegnan IT Solutions will permit a few batches of second, third and final year students of VNR Vignana Jyothi Institute of Engineering and Technology to select and carry out the project work under the joint guidance as part of Internships.
2. Codegnan IT Solutions will provide industrial trainings for faculty members of VNR Vignana Jyothi Institute of Engineering and Technology.
3. Codegnan IT Solutions will from time to time participate/ render guidance in the activities of technical orientation conducted by VNR Vignana Jyothi Institute of Engineering and Technology by way of Guest Lectures, Technical Seminars, Workshops, FDP's and other events for the benefit of the faculty and students.
4. Codegnan IT Solutions. Will offer Research & Consultancy Services.
5. Depute their executives to the college for campus interviews, depending upon the necessity.
6. Codegnan IT Solutions will offer their services for curriculum design to VNR Vignana Jyothi Institute of Engineering and Technology.
7. Permit students of VNR Vignana Jyothi Institute of Engineering and Technology for site visits for a day to any of their project sites.
8. VNR Vignana Jyothi Institute of Engineering and Technology will give lectures/trainings to company employs in the relevant subjects of engineering and extend the services of their library, laboratories and workshop facilities for joint research and development on various technologies.





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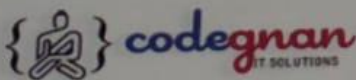
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India.
Telephone No: 040-2304 2758/59160, Fax: 040-23042761
E-mail: postbox@vnrvtet.ac.in, Website: www.vnrvtet.ac.in

2. Mutual Obligation

- 2.1 This collaboration shall not be exclusive to both parties and shall not disallow each party from having similar collaboration with others. Except as expressly stated in this MoU, there shall be no obligation on any party to compensate the other in any manner.
- 2.2 Each party shall meet the expenses between them as mutually agreed.
- 2.3 Each party shall respect the other's intellectual property (IP) and shall not use any trade name, trade mark, symbol or designation belonging to the other, without prior written approval. No party shall hold out as an agent or representative of the other or create any liability for the other. The parties shall indemnify the other for breach of this clause.
- 2.4 Both parties shall maintain confidentiality about any information, plans, discussions, strategies or any material which shall be deemed to be confidential and marketed accordingly.

3. Limitations and Warranties

- 3.1 Each party shall ensure that the other is not put to any liability for any actions of the one party.
- 3.2 Each party represents that they have the full power and authority to enter into this MoU in general





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Telephone No: 040-2304 2758/59/60, Fax: 040-23042761
E-mail: postbox@vnrvtjet.ac.in, Website: www.vnrvtjet.ac.in

ANNEXURE I

4. General

- 4.1 Both parties will designate a representative from its side who will be the primary point of contact on behalf of that party.
- 4.2 Both parties shall not use the name of the other in any advertisement or make any public announcement without the prior written approval of the other.
- 4.3 Both parties will be regularly in touch with each other and explore setting up/development of, related research projects in the college/industry.
- 4.4 Any dispute under this MoU will be settled in Hyderabad by mutual discussions.



In witness whereof parties hereto have signed this Incubation Agreement on the date and year mentioned hereinbefore.

For & on behalf of

Signature: U. Sairam
Name: UPPUGUNDLA SAIRAM
Designation: FOUNDER & CEO
Seal:



Signature: Saketh
Name: KALLEPU SAKETH REDDY
Designation: CO-FOUNDER & CMO

For & on behalf of

Signature: M. Rajasekar
Name: Dr. M. Rajasekar
Designation: Professor & Head
Seal:

Dr. M. Rajasekar
Signature: Dr. M. Rajasekar
Name: Dr. M. Rajasekar
Designation: Asst. Prof.
HOD CSE-DS,
CSE/CS and CSE-AI&DS
Dr. M. Rajasekar
Manna Jyoti Institute of
Engineering and Technology
Prasanna Nagar, Kompot (S.O),
Hyderabad, Telangana - 500090.

