

No.

**MEMORANDUM OF UNDERSTANDING**

This **Memorandum of Understanding** (hereinafter called as the 'MOU') is entered into on this the 8<sup>th</sup> day of August – Two Thousand Nineteen (08-08-2019),

**BETWEEN**

**PES Institute of Advanced Management Studies, N H -206, Sagar Road, Shivamogga, the First Party** represented herein by its Principal Dr. Kasamsetty Sailatha (hereinafter referred as 'First Party')

**AND**

**M/s Sahyadri Healthcare & Diagnostics Pvt. Ltd. Having its Reg.office at 26, 2<sup>nd</sup> Floor, Prerana Chambers, Nehrunagar Main Road, Kumarapark, Bangalore-560020 the Second Party**, and represented herein by its Manager Mr V Mohan (hereinafter referred to as "Second Party").

(First Party and Second Party are hereinafter jointly referred to as 'Parties' and individually as 'Party')

**WHEREAS:**

- The First Party is a Higher Educational Institution named:  
**PES Institute of Advanced Management Studies, Shivamogga**  
and  
The Second Party is **M/s Sahyadri Healthcare & Diagnostics Pvt. Ltd. Bangalore** is one of the leading specialized health care service provider & real estate business.
- The 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.
- The Parties intent to cooperate and focus their efforts on cooperation within area of skill based training, education and research.

*K. Sailatha*  
Principal 8/8/2019

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For SAHYADRI HEALTHCARE & DIAGNOSTICS PVT LTD

*V. Mohan*  
AUTHORISED SIGNATORY

No. d. Both the Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest.

**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 the 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 and the Parties shall keep each other informed of potential opportunities and shall share all information that may be relevant to secure additional opportunities for one another.
- 1.2 The First Party and the Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to them in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.

**CLAUSE 2 SCOPE OF THE MoU:**

- 2.1 The budding graduates from the institution 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. The Second Party will give valuable inputs to the First Party in teaching / training methodology so that the students fit into the industrial scenario meaningfully.
- 2.2 **Industrial Visits:** Industry and Institution interaction will give 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 of companies. The industrial visits will provide exposure the students and faculty through this association and build confidence and prepare them to have a smooth transition from academic to working career.

*K. Sathish*  
Principal 21/8/2022

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For SAHYADRI HEALTHCARE & DIAGNOSTICS PVT LTD

*[Signature]*  
AUTHORISED SIGNATORY

Phone: 8147053084  
8147053085

**PES Institute of Advanced Management Studies**

email : principaliams@pestrust.edu.in  
: pesiams@pestrust.edu.in  
Website : pestrust.edu.in/pesiams

(Affiliated to Kuvempu University, Recognized by Govt. of Karnataka)  
N H-206, Sagar Road, Shivamogga - 577 204 (Karnataka)

No.

**2.3 Internship / Project:** The Second Party will actively engage to undertake the Internship / Project by the students of the First Party.

**2.4 Guest Lectures:** The Second Party to extend the necessary support to deliver guest lecturer at least one per semester on the contemporary topics to the students of the First Party to expose them to corporate culture.

**2.5 Certificate Course:** The Second Party should offer at least one certificate course of contemporary aspects of their domain to the students of the First Party to enhance the knowledge of the students.

**2.6** There is no financial commitment on the part of both the parties.

**CLAUSE 3 VALIDITY**

**3.1** This MOU shall be effective from the date of its approval by competent authorities at both ends and the duration of the MOU shall be for a period of 5 years.

**3.2** During its tenancy, the MOU may be extended or terminated by a prior notice of one month by either party.

**3.3** Any clause of the MOU may be modified or amended by mutual agreement between the parties.

**AGREED:**

For

**PES Institute of Advanced Management Studies, Shivamogga**

Authorized Signatory

*H. S. Sachalatha*  
Principal 3/8/2019

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For

**M/s Sahyadri Healthcare & Diagnostics Pvt. Ltd. Bangalore**

**For SAHYADRI HEALTHCARE & DIAGNOSTICS PVT LTD**

**V Mohan  
Manager**

AUTHORISED SIGNATORY

Witness1:

*(Mrs. S.R. Nagappa)*

Witness2:

*(Rajesh N.R.)*

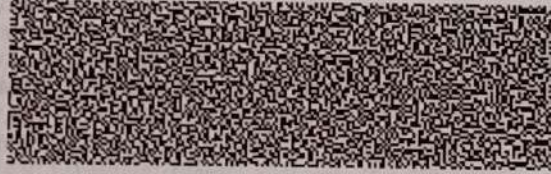


INDIA NON JUDICIAL

**Government of Karnataka**

e-Stamp

Certificate No. : IN-KA89483651332320R  
Certificate Issued Date : 06-Sep-2019 05:20 PM  
Account Reference : NONACC (FI)/ kaksfcl08/ SHIVAMOGA3/ KA-SM  
Unique Doc. Reference : SUBIN-KAKAKSFCL0801978458327204R  
Purchased by : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES  
Description of Document : Article 12 Bond  
Description : AGREEMENT  
Consideration Price (Rs.) : 0  
(Zero)  
First Party : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES  
Second Party : PROEDGE SKILL DEVELOPMENT AND EDUTECH PVT LTD  
Stamp Duty Paid By : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES  
Stamp Duty Amount(Rs.) : 100  
(One Hundred only)



Please write or type below this line

**MEMORANDUM OF UNDERSTANDING (MOU) between  
PES Institute of Advanced Management Studies and  
ProEdge Skill Development & Edutech Pvt. Ltd.**

**I PURPOSE & SCOPE**

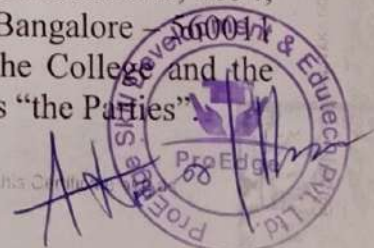
This Memorandum of Understanding ("MOU") is made and entered on **6<sup>th</sup> September 2019, (the "Sixth September Two Thousand Nineteen")** by and between: PES Institute of Advanced Management Studies, (hereinafter referred to as "PESIAMS" or "the college") with its address at NH 206, Sagar Road, Shivamogga, Karnataka 577204

And  
*ProEdge Skill Development & Edutech Pvt. Ltd.*, with its principal place of business located at, 1854, 2nd Floor, Akhand Enclave, 11th 'A' Main, 39th Cross, 4th T Block, Jayanagar, Bangalore - 560014 (hereinafter referred to as "the Training Company" or "ProEdge" Hereinafter the College and the Training Company shall individually be referred to as a "Party" and collectively as "the Parties".

**Statutory Alert:**

1. The authenticity of this Stamp may be verified at [www.sholestamp.com](http://www.sholestamp.com). Any discrepancy in the details on this Certificate shall be the responsibility of the users of the certificate.
2. The cost of checking the legitimacy of the users of the certificate.
3. In case of any discrepancy, the responsibility shall be of the users of the certificate.

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA 577 204



**RECITALS:**

- A. WHEREAS, PESIAMS College (also referred to as "the College") is in the field of providing degree education;
- B. WHEREAS, the Training Company has expertise in the area of providing professional training/coaching;
- C. WHEREAS, the College desires to engage the Training company to provide CA/CS Foundation coaching to its students in the area of Training company's expertise and the Training Company is willing to provide such services to the College;

NOW, THEREFORE, the Parties hereby agree as follows:

1. The purpose of this MOU is to clearly identify the roles and responsibilities of each party as they relate to in particular, providing CA/CS Foundation coaching to the students of the college
2. Using the premise and the facilities of the college to provide the coaching

**II. RESPONSIBILITIES OF THE TRAINING COMPANY UNDER THIS MOU**

The Training Company shall undertake the following activities:

1. Provide CA/CS Foundation coaching to the students of the college. (Program detail as per Annexure 1).
2. Provide associated support to the students of the college for registration to the CA/CS Foundation Course of The Institute of Chartered Accountants of India/Institute of Company Secretaries of India ("ICAI/ICSI")
3. Identify the relevant infrastructure for the classroom that is capable of holding a coaching class
4. Training Company to conduct class, examinations, invigilation and corrections etc.
5. Training Company should appraise the day wise attendance of students and details of classes conducted to the Principal.

**III. RESPONSIBILITIES OF THE COLLEGE UNDER THIS MOU**

The College shall undertake the following activities:

1. Provide infrastructure support to the Training company to deliver the coaching as defined below: .
  - a. Use of Classroom.
  - b. Projector with specification, (as may be specified by the Training Company), Microphone with receiver, Speakers for audio support.
2. Design the session plan along with the Company for an academic year and create space in academic calendar for conduct of the class on a weekly basis.

*K. Saikrishna*  
Principal  
6/9/19

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204



**IV. IT IS MUTUALLY UNDERSTOOD AND AGREED BY AND BETWEEN THE PARTIES THAT:**

1. The MOU may be modified from time to time by mutual agreement of the Parties.
2. The MOU may be terminated by mutual agreement or by either of the parties by providing a written notice of 7 days. However, termination of the MOU will not in any manner affect the interests of the students/faculty who have been admitted to pursue a program under the MOU.
3. During the tenure of the MOU, the parties will maintain strict confidentiality and prevent disclosure of all the information and data exchanged under the scope of this MOU for any purpose other than in accordance with this MOU.

**V. FUNDING and FEES**

The Parties hereby agree to the following with regard to the pricing and fees to be charged to the students for providing CA/CS Foundation coaching to the students and providing associated support, as detailed in the MOU responsibilities:

1. The fee to be charged to the college for CA/CS Foundation coaching is **as mentioned in Annexure 1.**
2. The fees is excluding the CA/CS Foundation enrolment fees with ICAI/ICSI and Examination registration fees which would be advised by the Training Company to students closer to the date of relevant registrations and enrolment.
3. The fees will be collected by "the College" and the share of Proedge as applicable per Point 1 will be paid by the College to Proedge as per the below schedule:
  - a. Before start of the program, 50% of the fee to be paid.
  - b. 25% on total fee to be paid after completion of 200 hours of the programme.
  - c. Balance 25% on total fee to be paid after completion of the programme of 428 hours.
4. The cost of providing any extra or associated service to students will be charged by the Training Company directly to the students.
5. In case of any contingency, the fees and the charges specified above shall be modified with the consent of both parties either in writing or oral as the circumstances demand.

*K. Subalra*  
Principal 6/9/19

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204



**VI. RESOLUTION OF DISPUTES**

The Parties hereby agree that any disputes arising out of or in connection with this MOU shall be handled within the jurisdiction of the courts of Shivamogga.

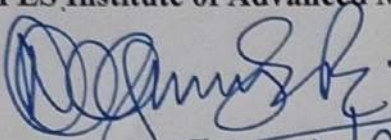
**VII. EFFECTIVE DATE AND SIGNATURE**

This MOU shall be effective upon the signatures of the authorized officials of the Parties. It shall be in force for a period of 2 years from the Effective Date.

The Parties indicate agreement with this MOU by their signatures as on the date and year first written above.

**Signatures and Dates**

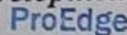
**For PES Institute of Advanced Management Studies**

  
14/9/2019

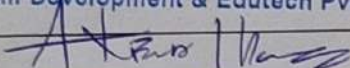
Name: Dr. Nagaraja R  
Chief Coordinator, Administration  
Prerana Educational and Social Trust (R)  
NH 206, Sagar Road, Shivamogga.

Date:

**For ProEdge Skill Development & Edutech Pvt. Ltd.**

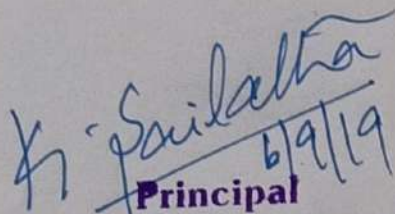
  
Skill Development & Edutech Pvt. Ltd.

Name:

  
Authorized Signatory

Date:

AURUNDA SRI RANI VARMA

  
6/9/19

**Principal**  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

**Annexure 1**

Who can Pursue	CA & CS Foundation Coaching for B.Com and BBA 1 <sup>st</sup> Year students (2019-2022 academic batch)
Which exam can students attempt	CA and CS Foundation
Venue	At PES Institute of Advanced Management Studies premises
Duration of program	<p>Program duration will be for 428 hours (approximately) of this <b>“Class Room Coaching”</b> will be for 300 hours and the tentative split of the program duration will be as follows :</p> <ul style="list-style-type: none"> <li>• September – December 2019 - 150 hours of class room coaching and 40 hours of Assessments.</li> <li>• Jan – March 2020 - 150 hours of class room coaching, 40 hours of assessments.</li> <li>• 48 hours or 4 Mock tests for each of 4 subjects.</li> <li>• 2- day Doubt Clarification session before exams in May 2020.</li> <li>• 2 motivation classes.</li> <li>• 1 Parent-teacher meeting (if required by the College).</li> </ul> <p>Please note that the split is an indicative split and is dependent on the college time table as well.</p>
Mode of teaching	Physical Classes
Fees	<p><b>INR 13,000 (Inclusive of all applicable taxes) per student.</b> This fee is applicable for a minimum batch size of 20 students. College takes responsibility of fees for minimum 18-20 students.</p> <p>The fees will be collected by “<i>the College</i>” and the share of Proedje as applicable will be paid by the College to Proedje as per the below schedule:</p> <ol style="list-style-type: none"> <li>i. Before start of the program, 50% of the fee to be paid.</li> <li>ii. 25% on total fee to be paid after completion of 200 hours of the programme.</li> <li>iii. Balance 25% on total fee to be paid after completion of the programme of 428 hours.</li> </ol> <p>Please note the above fee is <b>excluding</b> the CA/CS Foundation enrolment with ICAI/ICSI and Examination registration fees and any such related services.</p>
Key Features of Program	<p>We adopt a 360° approach towards the coaching program spanning students’ orientation, engagement with parents, feedback sessions and conducting regular assessments, in addition to the regular coaching program.</p>

*H. Sudaltha*  
Principal 6/9/19





## Key Features of Program

We adopt a 360° approach towards the coaching program spanning students' orientation, engagement with parents, feedback sessions and conducting regular assessments, in addition to the regular coaching program.

**Orientation Sessions**

- Orientation session to students for creating awareness on Professional courses in Commerce
- Parents Orientation Session (if required by the College)

**Coaching Plan**

- Regular coaching as per plan prepared well in advance and aligned to college time table
- Professionally qualified faculty
- Revision classes to be given as per requirements (the duration of revision classes is at the sole discretion of the training company).

**Assessment and Feedback**

- Assessment tests conducted to track progress
- Feedback session with students
- Mock preparatory exams

**Other Assistance**

- Assistance on registration of students in relevant courses which will be charged to students separately
- ProEdge will provide its own study material to all enrolled students

*H. Srikanta*  
Principal 6/9/19

PES Institute of Advanced Management Studies  
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**COURSE OUTLINE FOR CA/Cs FOUNDATION****PAPER – 1: PRINCIPLES AND PRACTICE OF ACCOUNTING**

(One paper – Three hours – 100Marks) (Descriptive)

1. Theoretical Framework
2. Accounting Process
3. Bank Reconciliation Statement
4. Inventories
5. Concept and Accounting of Depreciation
6. Accounting for Special Transactions
7. Final Accounts of Sole Proprietors
8. Partnership Accounts
9. Final Statements of Not-for-Profit Organization's
10. Introduction to Company Accounts
11. Basic Accounting Ratios (profitability, solvency, liquidity and turnover)

**PAPER – 2: BUSINESS LAWS AND BUSINESS CORRESPONDENCE AND REPORTING**

(One paper – Three hours – 100Marks) (Descriptive)

**SECTION A: BUSINESS LAWS (60 MARKS)**

1. The Indian Contract Act, 1872
2. The Sale of Goods Act, 1930
3. The Indian Partnership Act, 1932
4. The Limited Liability Partnership Act, 2008
5. The Companies Act, 2013

**SECTION B: BUSINESS CORRESPONDENCE AND REPORTING (Marks 40)****Part – I: Communication**

1. Communication

**Part – II: Sentence Types and Word Power**

1. Sentence Types (Direct-Indirect, Active –Passive Speech)
2. Vocabulary Root Words, Synonyms, Antonyms, Prefixes, Suffixes), Phrasal verb Collocations and Idioms.

**Part – III: Comprehension Passages and Note Making**

1. Comprehension Passages
2. Note Making

*K. Saibolla*  
6/9/19  
**Principal**

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**Part – IV: Developing Writing Skills**

1. Introduction to Basic Writing
2. Précis Writing
3. Article Writing
4. Report Writing
5. Writing Formal Letters
6. Writing Formal Mails
7. Resume Writing
8. Meetings

**PAPER –3: BUSINESS MATHEMATICS, LOGICAL REASONING AND STATISTICS**

(One paper – Three hours – 100Marks)(Objective)

**Part – A. Business Mathematics (40 Marks)**

1. Ratio and Proportion, Indices and Logarithms
2. Equations and Matrices
3. Linear Inequalities with Objective Functions and Optimization
4. Time value of Money
5. Permutations and Combination
6. Sequence and Series
7. Sets, Relations and Functions
8. Basic applications of Differential and Integral calculus

**Part – B: Logical Reasoning (20 Marks)****Part – C: Statistics (40 Marks)**

1. Statistical description of Data
2. Measures of Central tendency and Dispersion
3. Probability
4. Theoretical Distributions
5. Correlation and Regression
6. Index Numbers and Time Series

**PAPER – 4 : BUSINESS ECONOMICS AND BUSINESS AND COMMERCIAL KNOWLEDGE**

(One paper – Three hours – 100Marks) (Objective)

**PART I: BUSINESS ECONOMICS (60 Marks)**

1. Introduction to Business Economics
2. Theory of Demand and Supply
3. Theory of Production and Cost
4. Price Determination in Different Markets
5. Business Cycles

*K. Sailatha*  
Principal 6/9/19

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**PART – II : BUSINESS AND COMMERCIAL KNOWLEDGE (40 MARKS)**

1. Introduction to Business
2. Business Environment
3. Business organizations
4. Government Policies for Business Growth
5. Organizations facilitating Business
6. Common Business Terminologies

**COURSE OUTLINE FOR CS FOUNDATION (Details of additional syllabus not there in CA/CS Foundation)**

**PAPER 1: BUSINESS ENVIRONMENT AND LAW (40 marks)**

**PART I : BUSINESS ENVIRONMENT (40 marks)** –similar to Paper 4 – Part II - Business and Commercial Knowledge subject in CA/CS Foundation. Additional aspects that will be covered as given below:

1. Emerging Trends in Business
2. Business Functions

**PART II: BUSINESS LAW (60 marks)**- Similar to Paper 2- Section A- Business Law subject in CA/CS Foundation. Additional aspects that will be covered as given below:

1. Elements of Law relating to Negotiable Instruments
2. Elements of Information Technology Act
3. Role of CS- Duties and Responsibilities, Areas of Practice

**PAPER 2: BUSINESS MANAGEMENT, ETHICS & ENTREPRENEURSHIP**

**PART A: BUSINESS MANAGEMENT (40 marks)**

1. Nature of Management and its Process
2. Planning
3. Organising
4. Human Resource Management
5. Direction and Coordination
6. Controlling
7. Recent Trends in Management

**PART B: BUSINESS ETHICS (10 Marks)**

1. Overview of Ethics in Business; Elements; Ethical principles in Business- Indian and Ancient Indian Perspective

**PART C: BUSINESS COMMUNICATION (25 Marks)** – Similar to Paper 2- Section B – Business Correspondence & Writing

*K. Saikrishna*  
Principal 6/9/19

PES Institute of Advanced Management Studies  
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**PART D: ENTREPRENEURSHIP (25 marks)**

1. Entrepreneurship
2. Entrepreneurship-Creativity and Innovation
3. Growth and Challenges of Entrepreneurial Ventures
4. Social Entrepreneurship
5. Government Initiatives for Business Development

**PAPER 3: BUSINESS ECONOMICS**

PART A: ECONOMICS (80 marks) - Similar to Paper 4- Part 1 – Business Economics of CA/CS Foundation

PART B: ELEMENTARY STATISTICS (20 marks)- Similar to Paper 3- Part C- Statistics of CA/CS Foundation

**PAPER 4: FUNDAMENTALS OF ACCOUNTING AND AUDITING**

PART A: FUNDAMENTALS OF ACCOUNTING (70 marks)- Similar to Paper 1 – Principles and Practice of Accounting of CA/CS Foundation

PART B: Fundamentals of Auditing (30 marks)

1. Auditing
2. Audits and Auditors reports

*K. Sairath*  
6/9/19  
**Principal**  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
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Phone: 8147053084  
8147053085

**PES Institute of Advanced Management Studies**

email : principaliams@pestrust.edu.in  
: pesiams@pestrust.edu.in  
Website : pestrust.edu.in/pesiams

(Affiliated to Kuvempu University, Recognized by Govt. of Karnataka)

N H-206, Sagar Road, Shivamogga - 577 204 (Karnataka)

No.

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**BETWEEN**

**PES Institute of Advanced Management Studies, N H -206, Sagar Road, Shivamogga, the First Party** represented herein by its Principal Dr. Kasamsetty Sailatha (hereinafter referred as 'First Party')

**AND**

**M/s Candor Business Solutions Pvt. Ltd. having its registered office at No.106, 1<sup>st</sup> Floor, Chandra Layout Main Road, Bangalore - 560072, and represented herein by its General Manager, Mrs S K Hemavathi, (hereinafter referred to as "Second Party").**

(First Party and Second Party are hereinafter jointly referred to as 'Parties' and individually as 'Party')

**WHEREAS:**

- a. The First Party is a Higher Educational Institution named:

**PES Institute of Advanced Management Studies, Shivamogga**  
and

The Second Party is **M/s Candor Business Solutions Pvt. Ltd.** engaged in the area of Payroll & Statutory Compliance Outsourcing, HR & Statutory Audit Services, Finance & Accounts and selling of Payroll Software.

- b. The 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.

*K. Sailatha*  
23/7/2018  
**Principal**

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For CANDOR BUSINESS SOLUTIONS PVT. LTD.

*Hemavathi S.K.*  
Authorized Signatory  
(Hemavathi S.K.)

No.

- c. The Parties intent to cooperate and focus their efforts on cooperation within area of skill based training, education and research.
- d. Both the Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest.

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

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**CLAUSE 2 SCOPE OF THE MoU:**

- 2.1 The budding graduates from the institution 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. The Second Party will give valuable inputs to the First Party in teaching / training methodology so that the students fit into the industrial scenario meaningfully.
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*K. Sailatha*  
23/7/2018  
**Principal**

*H. H. H.*  
(Herravalli SK)

Phone: 8147053084  
8147053085

**PES Institute of Advanced Management Studies**

email : principaliams@pestrust.edu.in  
: pesiams@pestrust.edu.in  
Website : pestrust.edu.in/pesiams

(Affiliated to Kuvempu University, Recognized by Govt. of Karnataka)  
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No.

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- 2.4 **Guest Lectures:** The Second Party to extend the necessary support to deliver guest lecturer at least one per semester on the contemporary topics to the students of the First Party to expose them to corporate culture.
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- 2.6 There is no financial commitment on the part of both the parties.

**CLAUSE 3 VALIDITY**

- 3.1 This MOU shall be effective from the date of its approval by competent authorities at both ends and the duration of the MOU shall be for a period of 5 years.
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**AGREED:**

For

PES Institute of Advanced Management Studies, Shivamogga

Authorized Signatory

*K. Sailatha*  
23/7/2018  
**Principal**

PES Institute of Advanced Management Studies

NH 206, Sagar Road

SHIVAMOGGA-577 204

For

M/s Candor Business Solutions Pvt. Ltd. Bangalore

For **CANDOR BUSINESS SOLUTIONS PVT. LTD.**

S K Hemavathi

General Manager, Operations

*(V. MOHAN)*

Witness:

*(M.S.R. Nagaraja)*

Witness2:



No.

## MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the 5<sup>th</sup> day of June – Two Thousand Seventeen (05/06/2017),

**BETWEEN**

**PES Institute of Advanced Management Studies, N H -206, Sagar Road, Shivamogga, the First Party** represented herein by its Principal Mr. S R Nagaraja (hereinafter referred as 'First Party')

**AND**

**M/s Bhagath Motors., No.118, Horamavu Cross, Banasawadi Ring Road, Bangalore-560043 the Second Party**, and represented herein by Manager Mr Snathosh Kumar, (hereinafter referred to as "Second Party").

(First Party and Second Party are hereinafter jointly referred to as 'Parties' and individually as 'Party')

WHEREAS:

a. The First Party is a Higher Educational Institution named:

**PES Institute of Advanced Management Studies, Shivamogga**  
**and**

The Second Party is **M/s Bhagath Motors., Bangalore** is one of the authorized dealership of two wheeler vehicle Sales & Services and real estate business

- b. The 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 and research.
- d. Both the Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest.

  
Principal

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For **BHAGATH MOTORS**

  
Authorized Signatory  
Page 1 of 3

No. **NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERETO AGREE AS FOLLOWS:**

**CLAUSE 1 CO-OPERATION:**

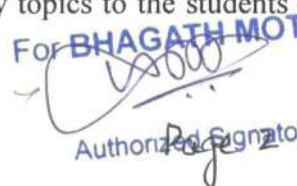
- 1.1** Both the Parties are united by common interests and objectives and they shall establish channels of communication and co-operation that will promote and advance their respective operations and the Parties shall keep each other informed of potential opportunities and shall share all information that may be relevant to secure additional opportunities for one another.
- 1.2** The First Party and the Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to them in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.

**CLAUSE 2 SCOPE OF THE MoU:**

- 2.1** The budding graduates from the institution 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. The Second Party will give valuable inputs to the First Party in teaching / training methodology so that the students fit into the industrial scenario meaningfully.
- 2.2 Industrial Visits:** Industry and Institution interaction will give 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 of companies. The industrial visits will provide exposure the students and faculty through this association and build confidence and prepare them to have a smooth transition from academic to working career.
- 2.3 Internship / Project:** The Second Party will actively engage to undertake the Internship / Project by the students of the First Party.
- 2.4 Guest Lectures:** The Second Party to extend the necessary support to deliver guest lecturer at least one per semester on the contemporary topics to the students of the First Party to expose them to corporate culture.

  
**Principal**

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

**FOR BHAGATH MOTORS**  
  
Authorized Signatory of 3

No. **2.5 Certificate Course:** The Second Party should offer at least one certificate course of contemporary aspects of their domain to the students of the First Party to enhance the knowledge of the students.

**2.6** There is no financial commitment on the part of both the parties.

### CLAUSE 3 VALIDITY

**3.1** This MOU shall be effective from the date of its approval by competent authorities at both ends and the duration of the MOU shall be for a period of 5 years.

**3.2** During its tenancy, the MOU may be extended or terminated by a prior notice of one month by either party.

**3.3** Any clause of the MOU may be modified or amended by mutual agreement between the parties.

### AGREED:

For

PES Institute of Advanced Management Studies, Shivamogga

Authorized Signatory

  
Principal

PES Institute of Advanced Management Studies

NH 206, Sagar Road

SHIVAMOGGA-577 204


For

M/s Bhagath Motors., Bangalore

Mr. Santhosh Kumar

Manager - Operations

For **BHAGATH MOTORS**

  
Authorized Signatory

Witness1: Roopa D. S.

  
5/6/2017

Witness2:

  
Rajesh N.R.

No.

**MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the 9<sup>th</sup> day of August – Two Thousand Sixteen (09-08-2016),

**BETWEEN**

**PES Institute of Advanced Management Studies, N H -206, Sagar Road, Shivamogga, the First Party** represented herein by its Principal Mr. S R Nagaraja (hereinafter referred as 'First Party')

**AND**

**Vishnu Techsoft Pvt. Ltd., the Second Party**, having its registered office at No.2914/E, Hampinagar, Vijayanagar 2<sup>nd</sup> Stage, Bangalore – 560040 and represented herein by its Director Dr R D Nataraj hereinafter referred to as "Second Party").

(First Party and Second Party are hereinafter jointly referred to as 'Parties' and individually as 'Party')

**WHEREAS:**

- a. The First Party is a Higher Educational Institution named:

**PES Institute of Advanced Management Studies, Shivamogga**  
and

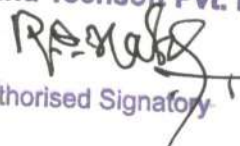
The Second Party is **Vishnu Techsoft Pvt. Ltd., Bangalore** is one of the leading businesses involved in Real Estate, legal, accounting, book-keeping and auditing activities, tax consultancy, market research and public opinion polling, business and management consultancy.

- b. The 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

  
Principal 9/08/16

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For Vishnu Techsoft Pvt. Ltd.

  
Page 1 of 3  
Authorised Signatory

No. c. The Parties intent to cooperate and focus their efforts on cooperation within area of skill based training, education and research.

d. Both the Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest.

**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 the 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 and the Parties shall keep each other informed of potential opportunities and shall share all information that may be relevant to secure additional opportunities for one another.

**1.2** The First Party and the Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to them in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.

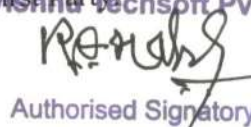
**CLAUSE 2 SCOPE OF THE MOU:**

**2.1** The budding graduates from the institution 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. The Second Party will give valuable inputs to the First Party in teaching / training methodology so that the students fit into the industrial scenario meaningfully.

**2.2 Industrial Visits:** Industry and Institution interaction will give 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 of companies. The industrial visits will provide exposure the students and faculty through this association and build confidence and prepare them to have a smooth transition from academic to working career.

**2.3 Internship / Project:** The Second Party will actively engage to undertake the Internship / Project by the students of the First Party.

 9/6/16

  
Authorised Signatory

Phone : 08182 - 640772

08182 - 640812

08182 - 640806

**PES Institute of Advanced Management Studies**

( Affiliated to Kuvempu University, Recognized by Govt. of Karnataka)

Website : pestrust.edu.in/pesiams

N H-206, Sagar Road, Shivamogga - 577 204 (Karnataka)

No. **2.4 Guest Lectures:** The Second Party to extend the necessary support to deliver guest lecturer at least one per semester on the contemporary topics to the students of the First Party to expose them to corporate culture.

**2.5 Certificate Course:** The Second Party should offer at least one certificate course of contemporary aspects of their domain to the students of the First Party to enhance the knowledge of the students.

**2.6** There is no financial commitment on the part of both the parties.

**CLAUSE 3 VALIDITY**

**3.1** This MOU shall be effective from the date of its approval by competent authorities at both ends and the duration of the MOU shall be for a period of 5 years.

**3.2** During its tenancy, the MOU may be extended or terminated by a prior notice of one month by either party.

**3.3** Any clause of the MOU may be modified or amended by mutual agreement between the parties.

**AGREED:**

For

**PES Institute of Advanced Management Studies, Shivamogga**

Authorized Signatory

  
**Principal**

**PES Institute of Advanced Management Studies**

NH 206, Sagar Road

For

**SHIVAMOGGA-577 204**

**Vishnu Techsoft Pvt, Ltd., Bangalore**

For Vishnu Techsoft Pvt. Ltd.

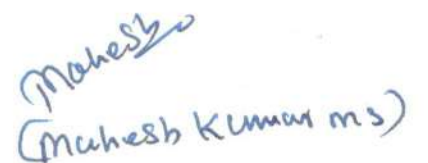
  
Authorized Signatory

**Director**

Witness1: **Roopa D. S.**

  
07/8/2016

Witness2:

  
**(Mahesh Kumar ms)**

No.

**MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the 14<sup>th</sup> day of August of Two Thousand Fifteen (14-08-2015)

**BETWEEN**

**PES Institute of Advanced Management Studies, N H -206, Sagar Road, Shivamogga, the First Party** represented herein by its Principal, Mr. S R Nagaraja (hereinafter referred as 'First Party')

**AND**

**M/s FICOM Engineering Private Limited, having its office at Plot no.10E,10F,Chokkanhalli Village, Kasaba Hobli, Hosakote Indl area, Bangalore - 562114 the Second Party**, and represented herein by its Director R.N.Sohan Kumar, (hereinafter referred to as "Second Party").

(First Party and Second Party are hereinafter jointly referred to as 'Parties' and individually as 'Party')

**WHEREAS:**

- a. The First Party is a Higher Educational Institution named:

**PES Institute of Advanced Management Studies, Shivamogga**  
and

**The Second Party is M/s FICOM Engineering Private Limited, Bangalore engaged Manufacturing and Supplying of wide range of FRP Cabinets, FRP Junction Boxes, FRP Fabricated Panels and FRP Engineering Products etc.,**

- b. The 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 and research.

  
**Principal** 14/08/15  
PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For Ficom Engineering Pvt. Limited

  
Authorised Signatories

No.

- d. Both the Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest.

**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 the 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 and the Parties shall keep each other informed of potential opportunities and shall share all information that may be relevant to secure additional opportunities for one another.
- 1.2** The First Party and the Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to them in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.

**CLAUSE 2 SCOPE OF THE MOU:**

- 2.1** The budding graduates from the institution 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. The Second Party will give valuable inputs to the First Party in teaching / training methodology so that the students fit into the industrial scenario meaningfully.
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Principal 14/08/15

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For Ficom Engineering Pvt. Limited

  
Authorised Signatories



- No. **2.3 Internship / Project:** The Second Party will actively engage to undertake the Internship / Project by the students of the First Party.
- 2.4 Guest Lectures:** The Second Party to extend the necessary support to deliver guest lecturer at least one per semester on the contemporary topics to the students of the First Party to expose them to corporate culture.
- 2.5 Certificate Course:** The Second Party should offer at least one certificate course of contemporary aspects of their domain to the students of the First Party to enhance the knowledge of the students.
- 2.6** There is no financial commitment on the part of both the parties.

**CLAUSE 3 VALIDITY**

- 3.1** This MOU shall be effective from the date of its approval by competent authorities at both ends and the duration of the MOU shall be for a period of 5 years.
- 3.2** During its tenancy, the MOU may be extended or terminated by a prior notice of one month by either party.
- 3.3** Any clause of the MOU may be modified or amended by mutual agreement between the parties.

**AGREED:**

For

**PES Institute of Advanced Management Studies, Shivamogga**

Authorized Signatory

**Principal**

PES Institute of Advanced Management Studies

NH 206, Sagar Road

For

**SHIVAMOGGA-577 204**

**M/s FICOM Engineering Private Limited, Bangalore.**

R N Sohan Kumar

Director

Authorised Signatories

Witness1: Roopa D. S.

Roopa D S 14/8/2015

Witness2:

Rangaswamy 14/08/2015



सत्यमेव जयते

INDIA NON JUDICIAL

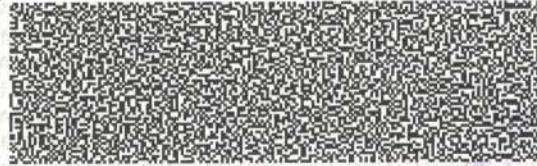
Government of Karnataka

Rs. 100

e-Stamp

Certificate No. : IN-KA40862757688776S  
 Certificate Issued Date : 08-Oct-2020 03:55 PM  
 Account Reference : NONACC (FI)/ kaksfcl08/ SHIMOGA2/ KA-SM  
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 Purchased by : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES SMG  
 Description of Document : Article 12 Bond  
 Description : M O U  
 Consideration Price (Rs.) : 0  
 (Zero)  
 First Party : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES SMG  
 Second Party : MS FICOM ENGINEERING PRIVATE LIMITED BANGALORE  
 Stamp Duty Paid By : PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES SMG  
 Stamp Duty Amount(Rs.) : 100  
 (One Hundred only)

सत्यमेव जयते



Please write or type below this line

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the 8<sup>th</sup> day of October of Two Thousand Twenty (8-10-2020)

BETWEEN

PES Institute of Advanced Management Studies, N H -206, Sagar Road, Shivamogga, the First Party represented herein by its Principal, Dr. Kasamsetty Sailatha (hereinafter referred as 'First Party')

AND

M/s FICOM Engineering Private Limited, having its office at Plot no.10E,10F,Chokkanhalli Village, Kasaba Hobli, Hosakote Indl area, Bangalore - 562114 the Second Party, and represented herein by its Director R.N.Sohan Kumar, (hereinafter referred to as "Second Party").

K. Sailatha  
Principal  
8/10/2020

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For Ficom Engineering Pvt. Limited

Authorised Signatories

Page 1 of 4

Statutory Alert:

- The authenticity of this e-Stamp may be verified at 'www.shclrestamp.com' or using e-Stamp Mobile App of Stock Holding Corporation of India Limited. Any discrepancy in the details on this Certificate and as available on the website / Mobile App renders it invalid.
- The onus of checking the legitimacy is on the users of the certificate.
- In case of any discrepancy please inform the Competent Authority.



ಪಿಇಎಮ್‌ಸಿ ಇನ್‌ಸ್ಟಿಟ್ಯೂಟ್ ಆಫ್ ಅಡ್ವಾನ್ಸೆಡ್ ಮ್ಯಾನೇಜ್‌ಮೆಂಟ್ ಸ್ಟಡೀಸ್  
(ಒಂದು ವಿಶ್ವವಿದ್ಯಾಲಯದ ಸಂಯೋಜನೆಗೊಳಪಟ್ಟಿದೆ ಮತ್ತು ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ಮಾನ್ಯತೆ ಪಡೆದಿದೆ)  
ಎನ್ ಹೆಚ್ 206, ಸಾಗರ ರಸ್ತೆ, ಶಿವಮೊಗ್ಗ - 577 204 (ಕರ್ನಾಟಕ)

Phone: 8147053084  
8147053085

**PES Institute of Advanced Management Studies**

email : principal@pestrust.edu.in  
: pesiams@pestrust.edu.in

(Affiliated to Kuvempu University, Recognized by Govt. of Karnataka)

Website : pestrust.edu.in/pesiams

N H-206, Sagar Road, Shivamogga - 577 204 (Karnataka)

(First Party and Second Party are hereinafter jointly referred to as 'Parties' and individually as 'Party')

**WHEREAS:**

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and**

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**1.1** Both the 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 and the Parties shall keep each other informed of potential opportunities and shall share all information that may be relevant to secure additional opportunities for one another.

*K. S. Sridhar*  
**Principal**

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For Ficom Engineering Pvt. Limited

*[Signature]*  
Authorised Signatory



Phone: 8147053084  
8147053085

ಪಿಇಎಮ್‌ಸಿ ಇನ್‌ಸ್ಟಿಟ್ಯೂಟ್ ಆಫ್ ಅಡ್ವಾನ್ಸ್‌ಡ್ ಮ್ಯಾನೇಜ್‌ಮೆಂಟ್ ಸ್ಟಡೀಸ್  
(ಉಪವಿಭಾಗೀಕೃತವಾಗಿರುವ ಕುವೆಂಪು ವಿಶ್ವವಿದ್ಯಾನಿಲಯದ ಸಂಯೋಜನೆಗೊಳಪಟ್ಟ ಮತ್ತು ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ಮಾನ್ಯತೆ ಪಡೆದಿದೆ)  
ಎನ್ ಹೆಚ್ 206, ಸಾಗರ ರಸ್ತೆ, ಶಿವಮೊಗ್ಗ - 577 204 (ಕರ್ನಾಟಕ)

## PES Institute of Advanced Management Studies

email : principaliams@pestrust.edu.in  
: pesiams@pestrust.edu.in  
Website : pestrust.edu.in/pesiams

(Affiliated to Kuvempu University, Recognized by Govt. of Karnataka)  
N H-206, Sagar Road, Shivamogga - 577 204 (Karnataka)

1.2 The First Party and the Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to them in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.

### CLAUSE 2 SCOPE OF THE MOU:

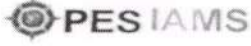
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- 2.6 There is no financial commitment on the part of both the parties.

  
Principal

PES Institute of Advanced Management Studies  
NH 206, Sagar Road  
SHIVAMOGGA-577 204

For Ficom Engineering Pvt. Limited

  
Authorised Signatories



Phone: 8147053084  
8147053085

email : principaliams@pestrust.edu.in  
: pesiams@pestrust.edu.in  
Website : pestrust.edu.in/pesiams

ಪಿಇಎಮ್‌ಸಿ ಇನ್‌ಸ್ಟಿಟ್ಯೂಟ್ ಆಫ್ ಅಡ್ವಾನ್ಸೆಡ್ ಮ್ಯಾನೇಜ್‌ಮೆಂಟ್ ಸ್ಟಡೀಸ್  
(ಉಪಮು ವಿಶ್ವವಿದ್ಯಾಲಯದ ಸಂಯೋಜನೆಗೊಳಪಟ್ಟಿದೆ ಮತ್ತು ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ಮಾನ್ಯತೆ ಪಡೆದಿದೆ)  
ಎನ್ ಹೆಚ್ 206, ಸಾಗರ ರಸ್ತೆ, ಶಿವಮೊಗ್ಗ - 577 204 (ಕರ್ನಾಟಕ)

## PES Institute of Advanced Management Studies

(Affiliated to Kuvempu University, Recognized by Govt. of Karnataka)

N H-206, Sagar Road, Shivamogga - 577 204 (Karnataka)

### CLAUSE 3 VALIDITY

- 3.1 This MOU shall be effective from the date of its approval by competent authorities at both ends and the duration of the MOU shall be for a period of 5 years.
- 3.2 During its tenancy, the MOU may be extended or terminated by a prior notice of one month by either party.
- 3.3 Any clause of the MOU may be modified or amended by mutual agreement between the parties.

#### AGREED:

For

PES Institute of Advanced Management Studies, Shivamogga

Authorized Signatory

*H. Sailatha*  
8/10/2020  
Principal

PES Institute of Advanced Management Studies

NH 206, Sagar Road

SHIVAMOGGA-577 204

For

M/s FICOM Engineering Private Limited, Bangalore.

For Ficom Engineering Pvt. Limited

*R N Sohan Kumar*

Authorised Signatories

R N Sohan Kumar

Director

Witness1: *[Signature]* 8/10/2020  
(Dr. S.R. Nagaraj)

Witness2:  
*[Signature]*  
ph - 7022549411