

Memorandum of Understanding Batch 2021-23

This Memorandum of Understanding (MOU) is made on this 20th Day of March 2022, between **Yugma - Ozone** (VMENTOR.ai (Formerly SMS VANS Skilling and Advisory Private Limited)) of the one part and **IIHMR University**, Jaipur (MBA) referred to as IIHMR UNIVERSITY of the other part.

The MOU shall remain in force from March 2022 to February 2023 when the Program covering Industry Sector exposure, Functional Sessions, Group Sessions, Student Evaluation and "One on One Interviewing Skills" (refer annexure A) for **305 students** will be conducted for the students of IIHMR UNIVERSITY, Jaipur MBA Batch 2021-23

I) The responsibilities of Yugma - Ozone are as follows:

Yugma - Ozone agrees to provide Applied Skills of Providing Services to IIHMR UNIVERSITY for its students to understand the concepts using case studies on the above subject in the period March 2022 to February 2023. Broadly speaking this will cover as per the annexure A

II) The responsibilities of IIHMR UNIVERSITY are as follows:

1. IIHMR UNIVERSITY agrees to provide the facility of the classroom, LCD and other facility for the students. It is imperative that a large auditorium for 300-400 students is made available by IIHMR UNIVERSITY (Whenever we have physical session. Till clarity on Covid emerges, these will be virtual classes through Zoom or equivalent medium)
2. IIHMR UNIVERSITY is responsible for ensuring the discipline levels of the students for the duration of the workshop, as well as ensuring attendance of these 305 students. Yugma- Ozone will not take responsibility for attendance in any way.
3. IIHMR UNIVERSITY will provide administrative help for effective rendering the program
4. IIHMR UNIVERSITY will, at the beginning of the Program give a complete list of students, their specialization, and Roll Numbers

III) Joint Responsibilities

1. A Joint Steering Committee will be formed for governing this initiative and its outcome. This will consist of Deans, Registrars and placement heads of IIHMR University, Jaipur and Chief Mentors of Yugma- Ozone with at least one Director of Yugma- Ozone being present. The Steering Committee will meet mandatorily at least once a Quarter - the frequency can be increased if necessary.

2. On all aspects where the above articles of understanding are silent or for special cases of deviation from these articles the decision mutually agreed upon between Yugma - Ozone & **IIHMR UNIVERSITY** will be final. However, in case of any dispute relating to or arising out of MOU, such dispute shall be resolved amicably by mutual consultations.
3. **IIHMR UNIVERSITY** will not contact Yugma - Ozone mentors directly for any sessions to be conducted outside Yugma - Ozone MOU. The list of such Yugma - Ozone mentors will be provided to **IIHMR UNIVERSITY** for clarity. Likewise, Yugma - Ozone will also not contact any member of **IIHMR UNIVERSITY** directly for conducting its sessions in other Institutes within or outside. Exceptions, if any, will have to be formally approved on both sides

IV) Commercial:

Core Module: Break up provided

Serial Number	Module	Price (INR)
1	As stated above	INR 16.00 Lakhs (Sixteen Lakhs only), which translates to INR 5,246 per student for a period of 11 months or INR 477 per student per month for a period of 11 months

* Taxes, like GST etc. will be extra as applicable

NOTES:

1. Potentially all 305 students could get exposure to all Sectors at a high level. However, there will be some determination based on initial classification.
2. GD sessions will be in Groups of 20 (10 participating and 10 observing). However, feedback will be individual. Each student will get one such sessions
3. Each student will go through a Discovery Interview, and Personal Interview and Feedback and Counselling – all these are One on One Sessions and will give each student over 100 minutes of dedicated time.
4. Payment Schedule

Serial Number	Module	Payment Terms
1	Core Module	10% of the amount at the start of the program (Approximately 31 st March) 15% of the amount paid at end of every month (End of April, July, September, November, January and February)

ADD ON and OPTIONAL SESSION RATES (In case over and above what has been listed in the annexure, should IIHMR University wish to have additional sessions for students or faculty):

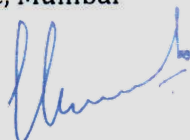
Full Day session: INR 17,325 (6 hours including breaks)

Half-Day session: INR 9,870 (3 hours including breaks)

Signatures: In witness thereof, the parties to this MOU through their duly authorized representatives have executed this MOU on the days and dates set out below, and certify that they have read, understood, and agreed to the terms and conditions of this MOU as set forth herein. This MOU shall be effective when executed by or on behalf of both the parties.

Yugma- Ozone, Mumbai

Signature:



Name: Dr. Srinivas Chunduru

Title: Director

Date: 20th March 2022

IIHMR University, Jaipur

Signature:



Name: Dr. P. R. Sodani

Title: President

Date: 20th March 2022

Annexure A

 YUGMA Interventions		
Semester	Interventions	Description
Semester - II	Discovery Interviews	1 Introduction session of 90 mins Psychometric Assessments for every student one on one sessions with students with detailed feedback - 45 minute
	Interview Readiness Program	CV preparation & Interview Preparation (3 Hours in large group)
	Pre-SIP Inputs	Workshop on How to leverage summer Internship, Do's and Don'ts - 9 minutes
Summer Internship	Summer Internship Support	Dial a Mentor session (2 sessions Of 30 mins each during the internship to seek support during the internship Access to all workshops for YUGMA Internship Batch as a support during 8 weeks of summers
	Best Summer Internship Competition	Access and preparation for Best Summer Internship Awards that has some of the best in academia participating
Semester - III & IV	Personality Development Assessments	Online assessment Test (MCQ based test to assess interpersonal skills, email writing and communication skills)
	Summer Internship Articulation	Workshop with students explaining the SIP Articulation - 120 mins SIP one to one feedback - 90 mins in groups of 10 Ask me Anything Session - 90 mins
	Personality Development	Sessions of 4 hours each on (Topics to be discussed and finalized with Team IIMMR) - Interpersonal skills - Communication skills - Email Writing
	Understanding Functions from Application and Experience perspective	Sessions of 3 hours each on (Topics to be finalized with Team IIMMR) - Emerging Trends in Management (Customer Centricity, Digital Transformation) (3 hours x 2 sessions) - Emerging Business Models (3 hours x 1 session) - Human Resources Applications (3 hours x 1 session) - Understanding Finance better (3 hours x 1 sessions)
	Personality Development Assessments	Online assessment Test (MCQ based test to assess interpersonal skills, email writing and communication skills)
	Sector Overview Sessions	Help students understand careers in different sectors with the help of mentors and help identify sectors they should opt for during the year (4 sessions of 2 hours each)

Semester - III & IV	Business News Analysis	Session for 2 hours to be conducted by Industry mentors (Total 6 sessions of 2 hours each)
	Case Study Sessions	Work shop with all students - 90 mins Mock Case Study Discussions - 90 mins in Group of 20 students Ask me Anything Session - 90 minutes
	Interview Readiness Program	CV preparation & Interview Preparation (3 Hours in large group)
	Personal Interviews	One on one mock Personal Interviews - 30 minutes/student Ask me Anything Session - 60 minutes
	Group Discussion Sessions	Workshop with students explaining the GD process - 180 mins Mock Group Discussions for 90 mins in groups of 20 Ask me Anything Session - 90 mins
	Last Mile Support	For 10 companies, shortlisted students will be supported through a JD briefing, Role, about the company and preparations needed near real time.
Additional Elements	CEO Campus Talks	3 CEO Webinars / Campus Talks for the students
	Master classes on 8 relevant topics	Details of the topics will be sent to the students for registration. This is an open session

It is understood that the sessions would run largely on weekends (Saturday and Sunday). We may have some sessions on week days as per mutually agreeable slots and schedules of the college

Both Yugma- Ozone and IIHMR UNIVERSITY recognize that while the overall timelines will need to be met, exact dates, given the above parameters, can be mutually decided upon.

Apart from this, Yugma- Ozone will encourage IIHMR UNIVERSITY faculty to also participate in the classes etc., as continuous learning etc. (over and above the Scope specified above) will not be a part of Ozone's responsibilities and any intervention or help required by IIHMR UNIVERSITY from Yugma- Ozone in this regard will be governed by a separate agreement and commercials.

Feedback: Yugma- Ozone mentors will provide Feedback in Real Time to all students. Moreover, the evaluations will also be passed on to the students and Faculty in "Near Real Time" so that the IIHMR UNIVERSITY Faculty has a sufficient time window to act of identified generic and specific weaknesses of students.

Faculty/Mentors: Details of the Faculty/Mentors will be provided before the sessions. We will involve over 15 faculty through these 11 months and most of them would be industry veterans in the respective areas. Detailed profiles will be provided for records of the college