

राजस्थान RAJASTHAN

AF 823229

MEMORANDUM OF UNDERSTANDING

M.S. Uma Maheswari

RSingh

50L रु. का स्टाम्प नम्बर 9629

श्री Indian Institute of  
पिता श्री management जाति

उम्र निवासी

हस्तो श्री Gaurav Khatwal को

वास्ते दिया गया। दिनांक 19/09/19

हस्ताक्षर  
खरीददार

हस्ताक्षर विक्रेता-विजय प्रकाश शर्मा 'विप्लवी'  
लाइसेन्स नं. 34/03

Ph. 2462586 (S), 94141-55856 (M)

सम्पर्क-विनायक फोटो कॉपीयर, सेक्टर-4, उदयपुर

राजस्थान स्टाम्प अधिनियम, 1998 के अन्तर्गत	
स्टाम्प राशि पर प्रभारित अधिभार	
1. आधारभूत अवसंरचना सुविधाओं हेतु (धारा 3-क) -10% रुपये	5
2. गाय और उसकी नस्ल के संरक्षण और संवर्धन हेतु (धारा 3-ख) -10% रुपये	5
कुल योग:-	10
हस्ताक्षर स्टाम्प वेण्डर, विजय प्रकाश 'विप्लवी' ला.नं.-34/03, तितरडी, उदयपुर	

This Memorandum of Understanding ("MoU") is executed on the 16 Day of the 09 Month of 2019 year.

BETWEEN

**Indian Institute of Management, Udaipur Incubation Centre**, an incubation centre established with the support of **IIM Udaipur** and **Department of Science and Technology, Government of India**, having its office and incubation space at Balicha, Udaipur-313001, Rajasthan, India, through its duly authorized representative, i.e., **Prof. Janat Shah – IIM Udaipur** {hereinafter refer to as "IIMU", which expression shall include, unless repugnant to the context, its executors, successors, assignees and administrators of the second part).

AND

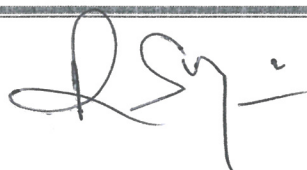
**Techno India NJR Institute of Technology**, a premier Engineering Education and Research institute set up by, having its office located at Techno NJR Knowledge Campus, Plot-SPL-T, Bhamashah (RIICO) Industrial Area, Kaladwas, Udaipur 313003 (Rajasthan) through its Director, **Director of Techno India NJR Institute of Technology** (hereinafter referred to as "**Techno India NJR Institute of Technology**", which expression shall include, unless repugnant to the context, its executors, successors, assignees and administrators of the first part);

Techno India NJR Institute of Technology and IIMU are hereinafter also referred individually as a "Party" and collectively as "Parties".

WHEREAS

- 1) IIMU is operating to a. Incubate b. Accelerate and c. Help provide funding for the startups that are a Technology backed ventures b. Social, yet self-sustaining with technology to improve the world or provide solutions c. Applied technology that aims to provide solutions in the domains of health-care; agriculture; dairy; water-management and conservation and sanitation solutions. And d. IIMU plans to specialize in Digital Humanities area to incubate, sustain and accelerate startups that are involved in Education; Architecture; Culture; History; Arts and language and the development of these forms of activities that are integral to human development over the next 5 years from 2019.
- 2) IIM Udaipur the Host Institution of the Technology and Business Incubator (TBI) provides Research; possible mentor-support and development of organizational capacity building related services to the incubatees of IIMU. IIMU is planning to create a special module to capacity-build MSMEs in the coming year to help transition MSMEs into innovation led expansion, accessing multinational-markets and handle generational transition activities purposefully and profitably through MDP and EDP programs.
- 3) IIMU is working towards creating a **DIGITAL HUMANITIES CENTER** to specialize and incubate and develop startup businesses that create flourishing businesses in this domain. Thereby aiming to be a premier center around the world in the said domain
- 4) Techno India NJR Institute of Technology, being the premier institute, was established in the year 2003 with a vision of providing international level engineering education to students of Udaipur so that they do not have to travel to Bangalore, Pune, Jaipur for good engineering education. Having established itself as one of the finest institution of learning in Rajasthan, the next goal will be to establish its presence on national level.

Techno India NJR has created an exciting but disciplined student centric environment of academic



excellence reflected in academic results and great placements year after year. Our engineering program links knowledge to practice and skill from very beginning which makes it easy for students to transition to a successful working professional in later life. In addition to maintaining high academic standard, most students go through industry certifications and internships to give them real life feel of technology.

- 5) Techno India NJR Institute of Technology is deeply committed to inculcating the spirit of entrepreneurship among students through mentor-support as well as training in contemporary **Digital Technologies** so as to incubate start-ups utilizing the latest in IT for uplifting the weaker sections of society and environment protection. Our areas of focus include (a) Applying technology for the benefit of farmers, crime protection and environment protection; (b) Guide start-ups in fund acquisition for sustained operations; and (c) Providing assistance for staffing through identifying appropriate employees.

AND THEREFORE,

IIMU and Techno India NJR Institute of Technology are planning to

- 1.Exploring opportunities of Jointly incubating Technology Startups
- 2.Explore the possibilities of Conducting MDP, EDP to capacity build startups and electives to students of institutes (among their parent bodies) based on expressed written- interest from the specific organization
- 3.Conduct research in the domain of startups; women-in-startups and women entrepreneurship And
- 4.Jointly conduct period customer discovery programs for startups; market-access programs and a host of other startup engagements

NOW THEREFORE, in consideration of the mutual promises and covenants contained herein, the Parties agree to collaborate:

## 1. MUTUAL RESPONSIBILITIES OF IIMU AND TECHNO INDIA NJR INSTITUTE OF TECHNOLOGY

- Acknowledge each other as and operate as co-incubation partners for the purpose laid-out in the previous lines for incubating technology-backed startups – in letter and spirit.

## 2. RESPONSIBILITIES OF TECHNO INDIA NJR INSTITUTE OF TECHNOLOGY:

- Work with IIMU to 1. Identify problems, and define problems or problem-statements that they are wanting and capable of addressing with technology-based initiatives to create startups in such spaces. For example IIMU is wanting to address problems that are could solve issues associated with SMART-TRANSPORTATION; SMART-CITIES; IoT IN DAIRY AND AGRICULTURE AND DIGITAL TECHNOLOGIES IN EDUCATION, CULTURE AND RELATED HUMAN ASPECTS
- Work to provide Technology mentorship, technology advisory and assistance, help, network support to build a product prototype. Technical testing of products and product prototype performance-stability establishment.
- Access to Labs of Techno India NJR Institute of Technology to create products and test them based on agreeable rates of access to startups (preferably exercise the possibilities of infuse testing costs being waived off and injected as equity from Techno India NJR Institute of Technology's side in the agreement with startups).

### 3. RESPONSIBILITIES OF IIMU:

- For Startups, Provide Business Plan assistance, access of business network and business ramp up

25/1/20

Date \_\_\_\_\_

- mentoring; business planning and market access
- Prototype market-testing, market access, Customer-Discovery process and discovery, collection of customer-feedback and incorporation of the same in product or service-platform design.
- Access to industry partners for product design, service platform testing
- Access to the Maker's lab at IIMU

IN WITNESS WHEREOF, the Parties hereto have set and subscribed their hands through their respective duly authorized representatives as on the date first set forth herein above

  
SIGNED, SEALED and DELIVERED

By the within named TECHNO  
INDIA NJR INSTITUTE OF  
TECHNOLOGY, through its  
authorized representative  
Director of  
Techno India  
NJR Institute of  
Technology, its  
Director

  
SIGNED, SEALED and DELIVERED

By the within named IIMU, -its  
authorized representative  
Prof. Janat Shah  
its Director, IIM Udaipur  
In the presence of Witnesses:

In the Presence of  
Witnesses:

1.

2.

1.

2.