

# **MEMORANDUM OF UNDERSTANDING**

**BETWEEN**

**Centre for Entrepreneurship & Business Relations  
(Business Relations Unit - BRU)  
Jansons School of Business (Autonomous)  
Coimbatore**

**&**

**SIERRA ODC Private Limited  
Coimbatore**

## **For conducting the following activities:**

- 1) Develop entrepreneurial acumen among JSB students.**
- 2) Management Development Programme in working capital management for working professionals.**
- 3) Management Development Programme designed based on specific needs of industrial clusters.**

## MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (hereinafter called 'MOU') is entered into on the **28<sup>TH</sup> OF AUGUST, Two Thousand and Nineteen (28/08/2019)**, by and between **JANSONS SCHOOL OF BUSINESS (AUTONOMOUS), KARUMATHAMPATTI, COIMBATORE** represented herein by Dr. J. Ragunatha Raghavan, Centre Head, BRU (hereinafter referred as '**First Party**'), the institution which expression, unless excluded by or repugnant to the subject or context shall include its successors - in-office, administrators and assigns).

### AND

**SIERRA ODC PRIVATE LIMITED, "eFACILITY", #6 (SF. 218/2A), ANNAMALAI INDUSTRIAL ESTATE, KALAPATTI, COIMBATORE – 641048**, and represented herein by **Shri. Giridhar JG, CEO & Managing Director**, (hereinafter referred to as "**Second Party**", company which expression, unless excluded by or repugnant to the subject or context shall include its successors - in-office, administrators and assigns).

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

### WHEREAS:

- A) First Party is a higher educational institution named:  
JANSONS SCHOOL OF BUSINESS (AUTONOMOUS), COIMBATORE
- 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 areas of Skill based training, Education and Research.
- D) Both Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interests.
- E) **M/s SIERRA ODC Private Limited**, the Second Party, is engaged in Business of Software Development Services, Solutions for Enterprise Facility Management & Automated Warehouse Management, Software Support Services and related fields.

**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 channels of communication and co-operation that will promote and advance their respective operations within the Institution and its related wings. 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 general terms of co-operation shall be governed by this MOU.

**CLAUSE 2**

**SCOPE OF THE MOU**

- 2.1 Both Parties believe that close co-operation between them would be of major benefit to the student community and industry participants, to enhance their skills and knowledge.
- 2.2 The **BUSINESS RELATIONS UNIT (BRU)** of JSB intends to conduct the following activities from the year 2020.

**1. THE UNDERMENTIONED ACTIVITIES ARE FOR JSB STUDENTS ONLY:**

- Conduct of Certificate Course in "Employability and Ownership Quotient".
- Business Plan Competition.

**2. CONDUCTING MANAGEMENT DEVELOPMENT PROGRAMME IN WORKING CAPITAL MANAGEMENT FOR ALL BUSINESS**

**3. CONDUCTING CLUSTER BASED MANAGEMENT DEVELOPMENT PROGRAMME (MDP WILL BE DESIGNED BASED ON THEIR NEED)**

- 2.3 Second Party will give valuable inputs to the First Party in teaching / training methodology and suitably customize the curriculum so that the students fit into the industrial scenario meaningfully.
- 2.4 Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Courses on the terms specified herein
- 2.5 There is no financial commitment on the part of the JANSONS SCHOOL OF BUSINESS (AUTONOMOUS), COIMBATORE the First Party, to take up any courses mentioned in the MOU. If there is any financial consideration, it will be dealt with separately.

### **CLAUSE 3**

#### **VALIDITY**

- 3.1 This agreement will be valid until it is expressly terminated by either Party on mutually agreed terms.
- 3.2 Both Parties may terminate this MOU upon 30 calendar days' notice in writing. In the event of termination, both parties have to discharge their obligations duly.

## CLAUSE 4

### RELATIONSHIP BETWEEN THE PARTIES

- 4.1 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.

**JANSON'S SCHOOL OF BUSINESS  
(AUTONOMOUS)  
KARUMATHAMPATTI  
COIMBATORE - 641659  
PH: +91 421 - 2336161-65  
www.jsb.ac.in**

First party

*T.K. Kiridhar*

Second Party

**SIERRA ODC Private Limited  
"eFACILITY" #6 (S.F. 218/2A)  
Annamalai Industrial Estate,  
Kalapatti, Coimbatore - 641 048.  
Phone No: +91-422-7113568**

Any divergence or difference derived from the interpretation or application of the MOU shall be resolved by arbitration between the parties as per the Arbitration Act, 1996. The place of the arbitration shall be at the Administration Office of the First Party. This undertaking is to be construed in accordance with Indian Law with exclusive jurisdiction in the Courts of **Coimbatore**.

### AGREED:

<b>Name of Institution:</b>	<b>Name of Industry:</b>
Jansons School of Business	SIERRA ODC Private Limited
<b>Address:</b> Karumathampatti, Coimbatore - 641 659	<b>Address:</b> "eFACILITY", #6 (SF. 218/2A), Annamalai Industrial Estate, Kalapatti, Coimbatore - 641048
<b>Contact Details:</b> +91 93631 05717	<b>Contact Details:</b> +91 93631 28998
<b>E-mail:</b> jrraghavan@jsb.ac.in	<b>E-mail:</b> giridhar@sierratec.com
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Witness 1:

*M. Karthikeyan*  
A.O. JSB

Witness 3:

*Srikrishna M.S.*  
Asst. Prof.  
JSB

Witness 2:

*T.K. Kiridhar*  
Jaisankar &  
Associates  
SIERRA ODC PVT LTD

Witness 4:

*Venkatesh S*  
Technical Writer  
SIERRA ODC PVT LTD