

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (the "MoU") is entered into on this 19th day of August 2023,

BETWEEN

Retailers Association's Skill Council of India (RASCI), a company registered under Section 25 of the Companies Act, 1956 and having its registered office at 703-704 Sagar Tech Plaza-A, Andheri-Kurla Road, Sakinaka Junction, Sakinaka, Andheri (E), Mumbai-400072, (hereinafter referred to as "RASCI") as the FIRST PARTY,

AND

Skaldiha PG College, College/ University affiliated to Mahatma Gandhi Kashi Vidyapeeth Varanasi (U.P.) University situated at Nagepur, Post - Skaldiha Bazar, Chandauli, Pin Code - 232109 (hereinafter called "Second Party" which expression shall unless repugnant of the context or meaning thereof be deemed to mean and include its successors and assigns) of the Second party;

"RASCI" and "Skaldiha PG College" are hereinafter individually referred to as "Party" and collectively as "Parties".

Background:

The objective of this MOU is to engage with the Skaldiha PG College to operationalize interventions designed by RASCI aligned with National Education Policy 2020 (NEP 2020) and UGC Guidelines like Apprenticeship Embedded Degree Programme (AEDP), BBA in Retail, BVOC in Retail, Skill Certification, Apprenticeship, Internship, Laboratory based practical and Placements. **Through this MOU, the parties mutually agree to carry out the responsibilities stated in this document.**

RASCI would engage with all required stakeholders to facilitate a conducive environment enabling its Academic Outreach Partner (AOP) IRL Enterprises, a proprietorship entity having their office headquarters at 7 REKHANKIT A, D.K. NAGAR, GANGAPUR ROAD, NASHIK, MAHARASHTRA 422013, to deliver responsibilities as articulated below.

NOW IT IS HEREBY AGREED BY AND BETWEEN THE PARTIES HERETO AS FOLLOWS:

Roles and Responsibilities

IRL Enterprises on behalf of RASCI:

- i. Advocacy and engagementwithCollege/ University.
- ii. Facilitate registration of College/ Universityon Apprenticeship Portal/ Any other portal aligned with the intervention.
- iii. Share stipend-based apprenticeship and wage employment opportunities with the College/ University, as facilitated by RASCI.
- iv. Share employer eligibility criteria for contracting apprentices/ hiring, as given by RASCI.
- v. Share RASCI branding guidelines for advocacy and compliance.
- vi. Collect intervention related documentation from candidates and College/ University for submission to RASCI.
- vii. Aligned with RASCI guidelines, program manage training & certification of trainers appointed to train Skill component.
- viii. Organise and conduct student/ parent orientation as planned by College/ University as per RASCI guidelines.
- ix. Source print ready learning materials/ e-content from RASCI and share it with College/ University.
- x. As shared by RASCI, orient College/ University/ faculty and administrative staff on assessment process and skill component.
- xi. Facilitate practical exposure within the industry by leveraging RASCI strength.
- xii. Procure semester wise skill componentexamination schedule from College/ University and share with RASCI.
- xiii. Procure student data for skill component examination from the College/ University and share it with RASCI in the RASCI prescribed template.
- xiv. Procure and source skill component examinationresults and certificates from RASCI and share with College/ University.
- xv. Communicate the placements effected/ transition of apprentice to regular employment on successful course completion/ acquiring the degree.
- xvi. Before the commencement of every academic year, AOP will review the College/ University and may consider introducing new interventions in consultation with RASCI.
- xvii. Procure Apprentice establishment wise OJT calendar from RASCIand share with the College/ University for seamless implementation as per curriculum.
- xviii. Procure apprentice OJT reports on attendance from the College/ University and share it with RASCI on a regular basis.
- xix. To facilitate open house and counselling sessions under the guidance of RASCI.

- xx. To appoint and communicate a Single Point of Contact (SPOC) as a first level of escalation.

Skaldiha PG College:

- i. University will identify and provide the list of Constituent/ affiliated Colleges/ Institutions for introduction of skill-based training. (Applicable only in case of University).
- ii. Ordinance/ Byelaws: Ordinance & Byelaws to be issued by the University regarding the Degree Apprenticeship program which will clearly state the curriculum requirement, apprenticeship training and assessment criteria of the Skill component and General Component (Applicable only in case of University).
- iii. Board of Studies: Invite RASCI/ Industry expert as part of the Board of Studies of the College/ University and ensure that the curriculum is approved.
- iv. The College/ University shall create awareness aligned with prescribed RASCI branding guidelines for relevant mobilization aligned with employer eligibility criteria, publicize course details on their website, conduct counseling sessions for students and parents before admissions.
- v. Take consent of admitted students and their guardians for completion of their AEDP/ commencement of their employment, in their base location or beyond and share it with IRL.
- vi. Infrastructure: The College/ University shall provide the required infrastructure for selected interventions which includes existing classrooms, auditoriums or labs (if applicable) as per the requirement.
- vii. As per UGC Notification, approval and guidelines therein, Universities which are authorized to offer Online Degree Courses shall ensure that 3 Year Degree Apprenticeship Program titled as "BBA in Retail Operations" is duly approved by the statutory authorities or bodies of Higher Educational Institution and the delivery mechanism conforms to the quality standards of the Online Education as specified by UGC (Applicable only for Online Universities).
- viii. College/ University shall nominate faculty and administrative staff for skill component orientation/ training.
- ix. Communicate/ share OJT calendar as received from RASCI/Industry Partner with respective students/ parents before OJT commencement to manage expectations better of all stakeholders involved.
- x. College/ University shall appoint a Nodal officer, who shall be responsible for engagement and coordination with IRL in managing training schedule (General component, Skill-based training & Apprenticeship), monitoring overall implementation as per schedule, monitoring progress of the program and managing other operational modalities for successful rollout of the selected programmes.
- xi. The College/ University will adopt the curriculum prescribed by RASCI which is readily available for adoption on the www.apprenticeshipindia.gov.in portal. The

- College/ University can recommend changes in the general components of the curriculum if deemed necessary subject to approval of Board of Studies (BOS).
- xii. College/ University shall register the students on the apprenticeship portal (<https://apprenticeshipindia.gov.in/login/>) any other applicable portal with valid Aadhaar data for online verification besides other documents as prescribed by RASCI.
 - xiii. Monitor, maintain and share apprentice attendance records with IRL as per the College/ University ordinances specified for online classes/ physical classes and OJT duration.
 - xiv. Ensure proper attitude and behaviour of its students while in apprenticeship and accept expulsion of its students from apprenticeship assignment due to behavioral, attitudinal and integrity issues.
 - xv. Source, furnish and submit intervention related documents to IRL.
 - xvi. College/ University will conduct the assessment of General component as per the stipulated norms and coordinate with IRL for the assessment of Skill Component for each semester.
 - xvii. College/ University shall ensure timely completion of semester wise assessment (General & Skill Component) of all Degree Apprentice students by liaising with University/ specified authorities, IRL.
 - xviii. College/ University shall transfer the prescribed service Fee (Refer Annexures) of Rs 5000 perCandidate per academic year toBank Account No:187305000418, Account Holder's Name: IRL Enterprises, IFSC Code: ICIC0001873,not later than 7 days from candidate admission.

General:

- a) Each party warrants the other that it has the power and authority to enter this MOU.
- b) This MOU will come into effect on the date of signature by all the parties and shall remain in force for a period of 5 years.
- c) This MOU may only be varied by mutual agreement of the parties in writing, post consultation with RASCI.
- d) Any variation or waiver of any of the terms of this MoU shall not be binding unless set out in writing, expressed to amend this MoU, and signed by or on behalf of each of the parties' post consultation with RASCI.
- e) This MoU is executed on a principal-to-principal basis only. That the First Party is authorised to represent themselves before the Second Party as RASCI's affiliated Outreach Partner.
- f) Refer Annexures on RASCI interventions with prescribed fee and Return on Investment (ROI). The interventions and fees thereof are subject to evolve, improve or change at the sole discretion of RASCI.

Arbitration:

This MOU and all disputes and suits related thereto shall be governed, constructed, and interpreted in accordance to the laws of India, without regard to conflicts of law's provisions thereof. The parties agree to submit to the exclusive jurisdiction of the Courts of Mumbai only.

Return on Investment

S. No.	Description	Year I	Year II	Year III	Total
1	Service fee per admit	5,000	5,000	5,000	15,000
2	Minimum Guaranteed Stipend (in INR @ 7000 per month) <ul style="list-style-type: none"> Year I – 4.1 months Year II – 5.5 months Year III – 5.5 months 	28,700	38,500	38,500	1,05,700
	Industry investment per admit	23,700	33,500	33,500	90,700
	Minimum ROI per admit	605%			

- Taxes as per the prevailing Laws, Rules and Regulations are applicable.
- Illustrated stipend amount is as prescribed vide Gazette Notification dated 25th September 2019, issued by the Ministry of Skill Development and Entrepreneurship.
- RASCI industry partners contract apprentices with stipend above the prescribed.

IN WITNESS WHEREOF, THE PARTIES HERETO have set their hands to this MOU on the date first above written.

<p><u>For and on behalf of RASCI</u></p> <p>(James Raphael – Executive Head)</p> <p></p> <p>Witness sign:</p> <p>Name:</p> <p>Designation:</p> <p>Place:</p>	<p><u>For and on behalf of the Skaldiha PG College</u></p> <p>(Name & Designation):  सकलडोहा पी० जी० कालेज सकलडोहा, चन्दौली</p> <p>Witness sign:</p> <p>Name:</p> <p>Designation:</p> <p>Place:</p>
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