



## MEMORANDUM OF UNDERSTANDING (MOU)

BETWEEN

A.B.M.S.PARISHAD'S ANANTRAO PAWAR  
COLLEGE OF ENGINEERING & RESEARCH  
S.No.103, Shahu College Road, Parvati, Pune-  
411009, Maharashtra (India)

&

E-SUTRA Technologies Private Limited,  
Software Company in Delhi

### MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereinafter called as the 'MOU') is entered into on this the 2025

BETWEEN

A.B.M.S.PARISHAD'S ANANTRAO PAWAR COLLEGE OF ENGINEERING & RESEARCH S.No.103, Shahu College Road, Parvati, Pune-411009, Maharashtra (India), the First Party represented herein by its Principal, Dr. Sunil B. Thakare (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

E-SUTRA Technologies Private Limited, Software Company in Delhi, and represented herein by its Head of Customer Success, Mr. Suyog Nalkvade (herein after 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)

This Memorandum of Understanding between A.D.M.S.PARISHAD'S ANANTRAO PAWAR COLLEGE OF ENGINEERING & RESEARCH S.No.103, Shahu College Road, Parvati, Pune-411009, Maharashtra (India) and

E-SUTRA Technologies Private Limited, Delhi, India is valid from 3rd December 2025 to 31st July 2030

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

**WHEREAS:**

- A) First Party is a Higher Educational Institution named A.D.M.S.PARISHAD'S ANANTRAO PAWAR COLLEGE OF ENGINEERING & RESEARCH S.No.103, Shahu College Road, Parvati, Pune-411009, Maharashtra (India)
- 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 area of Skill Based Training, Education and Research.
- D) Both Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest.
- E) E-SUTRA Technologies Private Limited, at Delhi, India, (the Second Party is engaged in practical training and comprehensive placement support, encompassing soft skills training, mock interviews, and public speaking practice.)
- F) E-SUTRA Technologies Private Limited, at Delhi, India the Second Party is promoted by Suyog Nalkwade (Head of Customer Success, E-SUTRA Technologies Private Limited, at Delhi, India), India
- G) Give related information, its branches, and dimensional information about the industry concerned with whom the MoU is sworn.

The background of company is - We at E-SUTRA Technologies Private Limited, at Delhi focuses on technical skills; we believe in holistic education. E-SUTRA Technologies Private Limited, at Delhi is dedicated to bridging the gap between academia and industry, specializing in offering affordable, industry-oriented courses. Our focus revolves around cutting-edge technologies within rapidly expanding sectors such as Industry 4.0 automation, Internet of Things (IoT), Cloud Computing, Analytics, Artificial Intelligence (AI), and Machine Learning, all tailored to meet the specific demands of discrete manufacturing, automotive, construction, and mechatronics.

In collaboration with educational institutions, we deliver high-standard courses that align with industry requirements, nurturing innovative ideas and fostering growth. Our commitment to preparing individuals for success in the ever-evolving IT landscape drives us to offer comprehensive training services covering a wide spectrum of IT courses. Information Technology's increasing influence empowers automation, streamlining processes and enabling faster, informed decision-making. At E-SUTRA Technologies Private Limited, at Delhi, we strive to equip individuals for a successful future.

10) NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERE TO 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 First Party and 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.
- 1.3 The general terms of co-operation shall be governed by this MOU. The Parties shall cooperate with each other and shall, as promptly as is reasonably practical, enter into all relevant agreements, deeds and documents (the 'Definitive Documents') as may be required to give effect to the actions contemplated in terms of this MOU. The term of Definitive Documents shall be mutually decided between the Parties. Along with the Definitive Documents, this MOU shall represent the entire understanding as to the subject matter hereof and shall supersede any prior understanding between the Parties on the subject matter hereof.

#### CLAUSE 2 SCOPE OF THE MOU

- 2.1 The budding graduates from the institutions 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.
- 2.2 Curriculum Design: 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.

- 2.3 **Industrial Training & 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 companies and also involve in Industrial Training Program for the First Party.

The industrial training and exposure provided to students and faculty through this association will build confidence and prepare the students to have a smooth transition from academic to working career. The Second party will provide its Labs / Workshops / Industrial Sites for the hands-on training of the learners enrolled with the First Party.

- 2.4 **Internships and Placement of Students:** Second Party will actively engage to help the delivery of the Internship and placement of students of the First Party into Internships/jobs, as per AICTE internship Policy.
- 2.5 **Research and Development:** Both Parties have agreed to carry out the joint research activities in the fields of Machine Learning, Embedded Systems, Web and Desktop application software, robust learning management.
- 2.6 **Skill Development Programs:** Second Party to train the students of First Party on the emerging technologies in order to bridge the skill gap and make them industry ready.
- 2.7 **Guest Lectures:** Second Party to extend the necessary support to deliver guest lectures to the students of the First Party on the technology trends and in house requirements.
- 2.8 **Faculty Development Programs:** Second Party to train the Faculties of First Party for imparting industrial exposure/ training as per the Industrial Requirement considering the National Occupational Standards in concerned Sector.
- 2.9 Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein
- 2.10 There is no financial commitment on the part of the A.B.M.S.PARISHAD'S ANANTRAO PAWAR COLLEGE OF ENGINEERING & RESEARCH S.No.103, Shahu College Road, Parvati, Pune-411009, Maharashtra (India) , the First Party to take up any program mentioned in the MoU. If there is any financial consideration, it will be dealt separately.

### CLAUSE 3 INTELLECTUAL PROPERTY

- 3.1 Nothing contained in this MOU shall, by express grant, implication, Estoppel or otherwise, create in either Party any right, title, interest, or license in or to the Intellectual property (including but not limited to know-how, inventions, patents, copy rights and designs) of the other Party.

### CLAUSE 4 VALIDITY

- 4.1 This Agreement will be valid until it is expressly terminated by either Party on mutually agreed terms, during which period E-SUTRA Technologies Private Limited the Second Party, as the case may be, will take effective steps for implementation of this MOU. Any act on the part of Training Partner or E-SUTRA Technologies Private Limited, the Second Party after termination of this Agreement by way of communication, correspondence etc., shall not be construed as an extension of this MOU
- 4.2 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

### CLAUSE 5 RELATIONSHIP BETWEEN THE PARTIES

- 5.1 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 constructed as a partnership. Neither Party is authorized to use the other Party's name in any way, to make any representations or create any obligation or liability, expressed or implied, on behalf of the other Party, without the prior written consent of the other Party. Neither Party shall have, nor represent itself as having, any authority under the terms of this MOU to make agreements of any kind in the name of or binding upon the Other Party, to pledge the other Party's credit, or to extend credit on behalf of the other Party.

First Party  
APCOER Pune

Second Party  
E-SUTRA Technologies Private  
Limited,

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 District Head Quarters of the First Party. This undertaking is to be constructed in accordance with Indian Law with exclusive jurisdiction in the Courts of Pune.

Agreed:  
E-SUTRA Technologies Private  
Limited, at Delhi, India


A.B.M.S.PARISHAD'S ANANTRAO  
PAWAR COLLEGE OF  
ENGINEERING & RESEARCH  
S.No.103, Shahu College Road,  
Parvatl, Pune-411009,  
Maharashtra, India

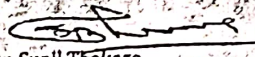
This MoU is prepared in two identical copies. Each Party holds one  
original copy duly signed by the competent authority.

Signed Date:

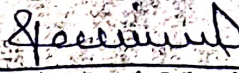
E-SUTRA Technologies Private  
Limited, at Delhi, India

A.B.M.S.PARISHADS ANANTRAO  
PAWAR COLLEGE OF  
ENGINEERING & RESEARCH,  
Pune

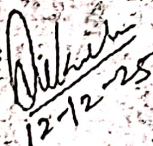
  
Mr. Suyog Naikwade  
Head of Customer Success  
E-SUTRA Technologies Private  
Limited, at Delhi, India

  
Dr. Sunil Thakare  
Principal APCOER, Pune  
Date:

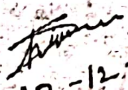


  
Mrs. Pramila Galkwad  
General Secretary  
ABMS Parishad, Pune

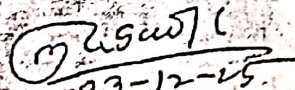
Witness 1:

  
Mrs. Nikita Nirmal  
12-12-25

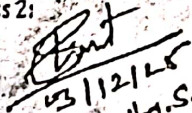
Witness 2:

  
Mr. Shivam Nirmal  
12-12-2025

Witness 1:

  
Dr. J.C. Ruscak  
03-12-25

Witness 2:

  
Prof. Smita S. Shikhat  
03/12/25