

# **Memorandum of Understanding between G PULLAIAH COLLEGE OF ENGINEERING AND TECHNOLOGY and SAILOTECH, Hyderabad**

This memorandum of understanding is made and executed at GPCET between G Pullaiah College of Engineering and Technology (GPCET), Kurnool, and SAILOTECH Pvt Ltd, Hyderabad.

This memorandum of understanding entered at G Pullaiah College of Engineering and Technology represented by the GPCET Kurnool principal, which expression to the context means and includes its successors and assigns as the FIRST PARTY.

SAILOTECH Pvt Ltd is an acknowledged digital and enterprise service for Startups and Innovations. SAILOTECH is represented herein by Suresh Babu Inturu, Managing Director and Chief Executive, which expression to the context means and intrudes its successors and assigns as the SECOND PARTY.

WHEREAS, the parties have had preliminary discussions in this matter and have ascertained areas of broad consensus. Therefore, the parties now have agreed to enter in writing these areas of consensus under a Memorandum of Understanding.



## ABOUT FIRST PARTY

G PULLAIAH COLLEGE OF ENGINEERING AND TECHNOLOGY IS PROMOTED BY SRI SAI KRISHNA EDUCATIONAL SOCIETY AND IS THE DREAM PROJECT OF RENOWNED EDUCATIONALIST SRI G.PULLAIAH AND HIS SON SRI G.V.M MOHAN KUMAR. GPCET HAS LOCATED JUST 4 KM FROM KURNOOL TOWN, FOR IT IS IDEAL TO BE AWAY FROM THE CITY'S HUSTLE AND BUSTLE. IT COVERS A PANORAMIC AREA OF 5.51 ACRES, PROVIDING PROVISION FOR FUTURE GENERATIONS AND AN AMPLE OPPORTUNITY FOR EXPANSION. IT HAS A WIDE AREA OF GREENERY, A FEAST TO THE EYES, AND SOLACE TO THE HEART.

AT THE ENTRANCE OF THE COLLEGE ITSELF, A GRAND AN IMPOSING STATUE OF THE GODDESS SARASWATHI IS AN ENSHRINED-A SYMBOLIC REPRESENTATION OF THE ABODE OF KNOWLEDGE AND WISDOM INSTALLING IN THE MIND OF THE VISITOR THAT THE STUDENTS WHO ENTER THE PREMISES WILL LEAVE THE CAMPUS AS PERSONIFICATIONS OF KNOWLEDGE, WISDOM, ENLIGHTENMENT AND SOPHISTICATION.

## ABOUT SECOND PARTY

SAILOTECH IS A GLOBAL IT SOLUTION COMPANY THAT ENHANCES PROFITABILITY AND SUSTAINABILITY OF ORGANIZATIONS WITH ITS INNOVATIVE SOLUTIONS IN DIGITALIZATION AND AUTOMATION. WE HAVE BEEN ENTRUSTED BY A FEW OF THE FORTUNE 500 COMPANIES TO SOLVE SOME OF THE MOST COMPLEX BUSINESS PROBLEMS AND DELIVER DIGITAL TRANSFORMATION OUTCOMES. WE ENSURE THE HIGHEST LEVEL OF TECHNOLOGICAL EXCELLENCE, DESIGN THINKING-LED INNOVATION, AND STRATEGIC ENGAGEMENT MODELS TO DELIVER SUSTAINED LONG TERM VALUE TO THE CUSTOMERS. OUR NICHE OFFERINGS IN IOT, ARTIFICIAL INTELLIGENCE, MACHINE LEARNING, ROBOTIC PROCESS AUTOMATION, AND TESTING AUTOMATION, COUPLED WITH OUR RICH EXPERTISE IN ENTERPRISE APPLICATIONS – INFOR, ORACLE, AND ANALYTICS, ENHANCE VALUE PROPOSITION SIGNIFICANTLY.

**Transform Forward, Faster**



## **RESPONSIBILITIES OF FIRST PARTY**

- FIRST PARTY SHOULD ORGANIZE THE SECOND PARTY ACTIVITIES COMPLETE THROUGHOUT THE YEAR WITHOUT FAIL.
- FIRST PARTY SHOULD ALSO PROVIDE A WELL-ESTABLISHED CONFERENCE HALL FOR CONDUCTING
- WEBINARS/E-SEMINARS/E-WORKSHOPS TO THE STUDENTS OF INNOVATION LAB WITH NECESSARY INFRASTRUCTURE.
- FIRST PARTY SHOULD ALSO PROVIDE A SUPPORT TO THE SECOND PARTY IN ORGANIZING THE SCHEDULED ACTIVITIES PRIOR GIVEN TO THE FIRST PARTY.
- SHOULD UPLOAD THE INITIATIVE TO THE WEBSITE OF FIRST PARTY AND THE CONTENT WILL BE PROVIDED BY THE SECOND PARTY.
- FIRST PARTY SHOULD PROVIDE A DETAILED ACADEMIC SCHEDULE TO THE SECOND PARTY FOR EASY PLANNING AND EXECUTION OF ACTIVITIES IN THE INNOVATION LAB.
- FIRST PARTY SHOULD SHOWCASE THE INNOVATION LAB TO THE NBA/AICTE TEAM AND PLACEMENTS TEAM OR WHOEVER IS VISITING THE FIRST PARTY.
- A SINGLE POINT OF CONTACT (SPOC) SHOULD BE APPOINTED FROM THE FIRST PARTY TO INTERACT WITH SECOND PARTY FOR COMMUNICATION.
- FIRST PARTY SHOULD ALLOW THE STUDENTS AS PER THE SCHEDULE TOWARDS THE ACTIVITIES PLANNED BY THE SECOND PARTY.
- FIRST PARTY SHOULD ALLOW TOP 5 TEAMS DURING SUMMER VACATION TO WORK AT THE SECOND PARTY FOR FINE TUNING THE IDEAS AND VALIDATIONS.



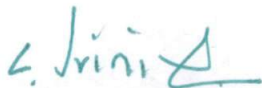
## **RESPONSIBILITIES OF SECOND PARTY**

- SECOND PARTY SHOULD PROMOTE AN INNOVATION LAB ESTABLISHED BY THE FIRST PARTY AT THE PREMISES OF FIRST PARTY.
- SECOND PARTY SHOULD PLAN FOR AN INAUGURATION OF MAKER-SPACE BEING ESTABLISHED AT FIRST PARTY PREMISES.
- SECOND PARTY SHOULD CONDUCT ORIENTATION SESSION FOR ABOUT THREE DAYS AFTER THE INAUGURATION SESSION AT FIRST PARTY PREMISES.
- SECOND PARTY COLLECTS A REGISTRATION FOR A STUDENT IS RS. 4500/- AND IT WILL BE PROCESSED BY THE FIRST PARTY.
- SECOND PARTY SHOULD LAUNCH THE ONLINE PORTAL SPECIFICALLY FOR THE FIRST PARTY STUDENTS TO GET INTERACT AND WORK FURTHER ON WEEK-TO-WEEK BASIS.
- SECOND PARTY SHOULD VISIT THE INNOVATION LAB EVERY MONTH FOR THREE DAYS IN CONDUCTING THE TECHNICAL SESSIONS FOR THE PARTICIPANTS OF INNOVATION LAB.
- SECOND PARTY SHOULD SUBMIT THE SCHEDULE PRIOR THREE MONTHS TO THE FIRST PARTY FOR EASY PLANNING AND EXECUTION.
- SECOND PARTY SHOULD CONDUCT THE ACTIVITIES AS PER THE GIVEN SCHEDULE AND SHOULD TAKE SUPPORT FROM THE FIRST PARTY FOR BETTER EXECUTION.
- SECOND PARTY SHOULD PROVIDE INTERNSHIP/INCUBATION OPPORTUNITIES FOR THE STUDENTS ON PERFORMANCE BASIS TO WORK IN THE REAL-TIME.

ALL THE TERMS AND CONDITIONS OF THIS MOU ARE SUBJECT TO THE APPROVAL OF COMMISSIONER OF TECHNICAL EDUCATION, HYDERABAD AND THE PROVISIONS OF THE RULES AND REGULATIONS OF THE GOVT OF TELANGANA AND GOVT OF ANDHRA PRADESSH.

IN WITNESS WHEREOF THE PARTIES HAVE SIGNED THIS MOU ON APRIL 2018 AND WILL BE VALID FOR FIVE YEARS(05) FROM THE SIGNED DATE AND CAN BE EXTENDED BASED ON THE MUTUAL UNDERSTANDING BETWEEN TWO PARTIES.

**FOR GPCET, KURNOOL**



**PRINCIPAL**

**PRINCIPAL**

**G. Pullaiah College of Engg. & Tech**  
Nandikotkur Road-Venkayapalli (V),  
KURNOOL - 518 452

For Sailotech Private Limited



Managing Director



# SAILOTECH

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