

MEMORANDUM OF UNDERSTANDING

BETWEEN



Om Kothari Institute of Management and Research

AND

Beewise Consulting

This Memorandum of Understanding (MoU) and collaboration is entered into on 19 March 2025 by and between the following parties:

Om Kothari Institute of Management and Research (OKIMR), a higher educational institution (under the Om Kothari Group of Educational Institutes) affiliated to Rajasthan Technical University and the University of Kota, Rajasthan, India, and approved by the All India Council for Technical Education, Government of India (sponsored by Om Kothari Foundation Trust/Society), having its establishment at address **1-A Special IPIA, Jhalawar Main Road, Anantpura, Kota, Rajasthan, 324005, India**, hereinafter referred to as the "Institute"

AND

Beewise Consulting with its registered office at address **Tower 6 – 701, PVR, Sector – 3, Gurgaon – 122017, India** hereinafter referred to as the "Company";

WHEREAS:

- The Institute provides high-quality education, industry exposure, and career readiness programs to equip students for professional success.
- The Company seeks to engage with the Institute to foster skill development, research, and industry-academia collaboration for mutual benefit.
- Both parties desire to collaborate on various initiatives to enhance student learning, workforce development, organizational growth, research, and innovation.
- This MoU is based on mutual trust, growth, and shared objectives, going beyond merely transactional relations to build something impactful for all respective stakeholders.

NOW, THEREFORE, both parties agree to collaborate on ANY of the following engagements as mutually agreed upon:

1. Student Engagement and Workforce Mentorship

1.1 The Company shall provide structured internships and apprenticeships to students for hands-on industry experience.

1.2 Students shall participate in capstone projects and live industry problem-solving initiatives to tackle real-world business challenges.

1.3 The Institute and the Company shall collaborate in organizing industry visits and immersion programs for students and faculty to gain exposure to workplace environments, processes, and technologies.

1.4 The Company shall have preferred access to students for hiring through campus recruitment drives, pre-placement talks, and career fairs.

1.5 Student mentorship and career development initiatives will be conducted, where Company professionals will guide students on career planning, skill development, and industry expectations through networking sessions, career coaching, and leadership development programs.

2. Joint Research and Innovation Initiatives

2.1 Faculty and students shall collaborate with the Company on research projects addressing industry- or company-specific challenges.

2.2 The Company may utilize the Institute's labs and infrastructure for organizational development and R&D purposes.

2.3 The Company can leverage the Institute's Career Development Center (CDC) and other in-house centers as platforms for talent scouting, development, and capability-building initiatives.

3. Industry Advisory Board Participation

3.1 A senior representative from the Company shall be invited to serve on the Institute's Independent Industry Steering Board to guide institutional innovation and strategic initiatives.

4. Industry-Academia Curriculum and Training

4.1 The Company shall facilitate guest lectures, industry talks, and career talks by its leaders to provide students with insights into industry trends and career opportunities.

4.2 Joint boot camps shall be conducted to introduce students to the Company's work, industry and help them explore potential career pathways.

5. Faculty Development and Industry Immersion

5.1 The Company shall support faculty training programs and short-term industry immersion opportunities to help faculty wherever possible to stay updated on industry trends, sector developments, and emerging technologies.

6. Corporate Social Responsibility (CSR) and Community Development

6.1 The Company may choose to support education, skilling, or research initiatives at the Institute as part of its CSR programs.

6.2 Both parties shall collaborate on community-driven projects that promote employability, innovation, and social impact.

7. Talent Ecosystem Development and Global Engagement

7.1 Both parties shall jointly participate in conferences, competitions, academic-industry forums, and impactful initiatives to enhance the talent ecosystem in Rajasthan and India wherever suitable.

7.2 Collaborative projects shall be undertaken to position the Institute and the Company as thought leaders in their respective domains wherever suitable.

8. Duration and Termination

8.1 This MoU shall remain in effect for a period of three years from the date of signing and may be extended by mutual agreement.

8.2 Either party may terminate this Memorandum of Understanding (MoU) with 30 days' written notice in the event of gross misconduct by the other party.

9. Confidentiality

9.1 Both parties shall maintain confidentiality regarding proprietary information exchanged during the collaboration.

10. General Provisions

10.1 This MoU is a non-binding, non-exclusive agreement and does not create any legal obligations but serves as a framework for collaboration.

10.2 Any basic logistics costs involving the Institute's students, faculty, or staff will be arranged by the Institute.

10.3 Any disputes arising under this MoU shall be resolved through mutual discussions and negotiations.

10.4 This MoU may be amended in writing with the consent of both parties.

IN WITNESS WHEREOF, the authorized representatives of both parties have signed this Memorandum of Understanding on the date mentioned below.

For **Om Kothari Institute of Management and Research, Kota (OKIMR)**

Name: Dr Amit Singh Rathore

Designation: Director, OKIMR

Signature: 

Date: 19 March 2025

For **Beewise Consulting**

Name: Dr Vineet Mangal

Designation: Managing Partner & Co-founder

Signature: 

Date: 19 March 2025