



ReferenceGlobe
Transforming Student Lives

Reference Globe Student Transformation MOU Proposal

MEMORANDUM OF UNDERSTANDING

BETWEEN

Reference Globe

AND

This Agreement is made and entered into on this 2nd day of September 2021 between **Reference Globe (Associated with Stee Consulting and software Technologies)**, Hyderabad, an on growing Reference Network platform situated at Swathi Plaza, 3rd Floor, Opp lane to Indo-US Hospital, Shyam Karan Road, Near Lal Bungalow, Begumpet, Hyderabad 500016 and **BVC Group of Institutions (Bonam Venkata Chalamayya Engineering College, Odalarevu-533210, Bonam Venkata Chalamayya Institute of Technology and Science, Batlpalem, Amalapuram-533221 and BVC College of Engineering, Palacharla, Rajahmundry-533102).**

1. OBJECTIVES OF THE MOU

Reference Globe Provides Student Transformation Services to **BVC Group of Institutions** which includes all the below set services as part of Service.

- Uploading and managing of the students of the organization in the ReferenceGlobe platform.
- Providing Training and Placements Platform to All the students.
- Complete **LSRW** package with evaluation certificate mechanism.
- Providing 24/7/365 online assessment platform to the students along with 4500 + online tests that span across multiple technologies and companies.
- Conducting 5 assessment tests to promoted students and sharing the test results to the students (SWOT).
- Facilitating the weekly tests for the college / university. There is no restriction on number of tests for the college/university.
- Providing Online test platform to the College to conduct their own assessment / subject matter tests and track online tests for the promoted students online.
- Providing more than 7 Lakhs Questions of Question bank to the college to conduct online tests to the promoted students that span across multiple technologies and several placement papers form the companies
- Providing online platform to the promoted students connect the Alumni and students across India to exchange opportunities and information for better career opportunities.
- Providing Access to 4000 + Universities information across Globe to the promoted students for better Higher Education career for the students.
- Providing a collaborative Alumni platform to manage Alumni. (College will provide Last 3 years Basic Alumni details from the MOU signed date for the newly partnered Colleges).
- Sending latest career and Education opportunity information to the students.
- Providing Resume Guidance to the students from the sample Resumes.



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3. TERMS AND TERMINATION

This MOU, unless terminated by mutual written agreement of the parties, will continue until 2025. This MOU may be amended or terminated earlier by mutual written agreement of the parties at any time. Either party shall have the right to unilaterally terminate this MOU upon 60 days' prior written notice to the other party.

In case of termination of MOU, BVC Group have the complete access to their data and any information related to the group and shall delete the data from the ReferenceGlobe Server.

Nothing in this MOU shall be construed to make party a partner, an agent or legal representative of the other for any purpose.

4. COSTS OF THE MOU

This MOU is valid for Four Academic Years (2021-22 to 2024-25) from the date of signing on MOU by both the parties.

BVC should pay a total amount of Rs 30,00,000/- (Thirty Lakhs only) including GST to ReferenceGlobe for Academic Year 2021-22 towards Subscription for around 5000 students from the current I year (2025 pass out) to IV year students (2022 pass out).70 percent of total amount shall be released for initiating the work and remaining 30 percent shall be paid after the deployment of working platform.

One Time set up cost for Licences and Reports will be Rs 1,34,242/-

BVC should pay Rs 1100 inclusive of GST for the I year students who enrolled in the college on every recurring year. (There will not be Hike on this price for next 4 years)

BVC shall provide free accommodation and hospitality in their attached hostels or guest houses when ReferenceGlobe Team visits the BVC campus for special Orientation programs.

Each Party shall bear the respective costs of carrying out the obligations under this MOU.

5. SIGNED IN DUPLICATE

This MOU is executed in duplicate with each copy being an official version of the Agreement and having equal legal validity. BY SIGNING BELOW, the parties, acting by their duly authorized officers, have caused this Memorandum of Understanding to be executed, effective as of the day and year first above written.



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- n. Providing project Guidance online to the students from the sample projects database.
- o. Maintaining the last 3 years college placement History along with College Profile online.
- p. Providing Admissions module to load, manage and feed from on line and offline formats of leads.
- q. Providing automation on lead allocation to the admission councillors
- r. Facilitating lead to admission conversion work flow in the admission module
- s. Providing Dash Board / Analytics for Councillor Performance and lead conversion rate.
- t. Providing the ERP system which consists of the modules (Admissions, Student Information System, Hostel Management System, Transportation Management System, Library Management System, Fees and Parents, Examination module.)
- u. Facilitating a custom course creation platform to load all the academics subjects and provide OBE process and accreditation Reports generation.
- v. Facilitating the minor customizations by BVC in all the modules where ever necessary.
- w. Providing platforms for conduction of online classes – Zoom, google meet, MS Team etc.
- x. Providing the Exam- Autonomous (currently under development) to the college as part of roll over to the colleges. (There is no separate cost involved for this module, this module is as part of the MOU Cost)

1. PROPOSED MODES OF COLLABORATION

- a. As a first step, college will be parented with Reference globe by Registering online to Reference Globe education network.
- b. College will send the students list in the predefined format provided by Reference globe.
- c. ReferenceGlobe will promote the students in ReferenceGlobe as a onetime bulk process and upon successful student promotion; every promoted student will receive student account details to access ReferenceGlobe's promoted student services.
- d. College TPO or concerned person will evaluate and confirm the promoted students.
- e. Most of the collaboration will happen online using built in online platform between college and ReferenceGlobe.

2. CONFIDENTIALITY and DATA INTEGRITY.

- a. Promoted student's data will be shared with the companies /employers who are registered with ReferenceGlobe as Employers and Companies.
- b. Whereas students can share their online CV and video resume to any company from ReferenceGlobe on their own interest, ReferenceGlobe would not have any integral check on this case.
- c. Colleges given access to access their promoted students and edit the details if required by using ReferenceGlobe's college Account provided to the college.
- d. The data of the students and any information related to college will be stored on a cloud server and accessed by only BVC group of institutions –Users and admin.





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On behalf of

REFERENCEGLOBE

By : *Nag*

Name : Nag Kukkadapu

Title : Director

Date : 02-09-2021

Witness:

1. *Vinay*
2. *Suresh*

on behalf of

BVC (Bonam Venkata Chalamayya) Group of Colleges),

By : *B/K*

Name : Bonam Kankayya

Title : Secretary, BVC Group of Institutions

Date : 02-09-2021

Witness:

1. *(Prof TVJ Rao)*
2. *(Dr JVC Rama Rao)*



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