

**MEMORANDUM OF UNDERSTANDING  
(MoU)**

**Between**

**Bakliwal Foundation  
College of Arts, Commerce &  
Science, Vashi**



**And**

**EXCELER**

Raising Excellence





**EXCELR**  
Raising Excellence

**PREAMBLE:**

This **Memorandum of Understanding** (hereinafter referred to as the 'MOU') is entered into on this  
**12th day of Sept month, 2025**

(Date:12-Sept-2025),

by and between **ExcelR Edtech Pvt.Ltd,**  
(hereinafter referred to as the 'First Party')

**And**

**Bakliwal Foundation - College of Arts, Commerce & Science**  
(Hereinafter referred to as the "Second Party",

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

The purpose of this MoU is to establish a collaborative framework for providing **Student Development Programs (SDPs)** and **Faculty Development Programs (FDPs)**. The collaboration encompasses both **non-commercial (free)** and **commercial (paid)** aspects to address the needs of diverse stakeholders effectively.

**CLAUSE 1: CO-OPERATION**

**1. Objectives:**

- Enhance skill development and employability through emerging technology training.
- Bridge gaps between academic and industry standards.

**2. Communication:** Both Parties will establish clear communication channels to facilitate smooth implementation and feedback.

**3. Expertise Sharing:** The First Party will deploy expert faculty for impactful training programs tailored to the Second Party's needs.

**CLAUSE 2: SCOPE OF THE MoU**

**1. Deliverables from First party to the Second party on Non - Commercial Terms:**

- Access to **free EDL programs** after fulfilling participation criteria (refer Clause 3).
- Industry-relevant guest lectures twice a year at no cost.
- Guidance for curriculum development to align with current industry demands.

**2. Deliverables from First party to the Second Party on Commercial Terms:**

- Customized training programs for advanced skill development, beyond the scope of free initiatives.
- Long-term access to advanced learning modules, projects, and internships on a fee basis.
- Provision of certification programs aligned with specific industry standards.



**ExcelR Edtech Pvt.Ltd**

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### 3. Deliverable Focus Area:

- Student-centric training on trending technologies like **Data Science, AI, ML, Analytics, Full Stack Development etc.**
- FDPs focused on pedagogy, research, and the latest technological advancements.

### CLAUSE 3: ELIGIBILITY FOR FREE EDL PROGRAMS

1. **Minimum Criteria:** The Second Party must ensure participation of at least **300 students annually** in training programs organized by the First Party.
2. **Entitlements Upon Fulfillment:**
  - Access to **free SDPs and FDPs** under the EDL initiative.
  - LMS access for students during the SDPs.
3. **Objective:** Empower institutions with cost-effective training solutions to upskill students and faculty while maintaining an inclusive approach.

### CLAUSE 4: COMMERCIAL ENGAGEMENTS for SDPs/FDPs/CRTs/Certifications, Internships, Industry aligned Projects etc..

1. **Objectives:** To offer customized, specialized, advanced training and extended benefits beyond the limits of free initiatives to meet institutional demands.
2. **Custom Offerings:**
  - Development of institution-specific programs addressing unique learning requirements.
  - Corporate-grade certification aligned with industry needs.
3. **Fee Structure:**
  - Mutually agreed terms documented in separate commercial agreements.
4. **Rationale:** Commercial programs support the First Party's ability to deliver high-quality resources, certified trainers, and scalable infrastructure.

### CLAUSE 5: INTELLECTUAL PROPERTY

1. **Ownership:** The First Party retains intellectual property rights over training content and materials.
2. **Confidentiality:** Shared information will remain confidential unless legally required to be disclosed.

### CLAUSE 6: VALIDITY & TERMINATION

1. **Validity Period:** This MoU remains valid for two years from the date of signing.
2. **Termination Clause:** Either Party may terminate the MoU with **30 days' prior written notice**. Upon termination, mutual obligations will cease unless specifically agreed upon.



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## CLAUSE 7: RELATIONSHIP BETWEEN PARTIES

1. **Independent Entities:** This MoU does not establish a partnership, joint venture, or agency relationship.
2. **Use of Name:** Neither Party shall use the name or logo of the other Party without prior written consent.

### AGREED:

For: ExcelR Edtech Pvt.Ltd  
GST: 27AAEFE5003F1ZX  
TIN: HYDE02965

For: Bakliwal Foundation College of Arts,  
Commerce and Science, Vashi

Authorized Signatory

Authorized Signatory



Mr. Srinivas Reddy Gurrala  
Director  
ExcelR Edtech Pvt.Ltd

  
18.09.2023  
Dr. Sharadkumar Shah  
Principal

BAKLIWAL FOUNDATION  
College of Arts, Commerce & Science  
Navi Mumbai  
www.bakliwalfoundation.in



Witness: Mr.Sharad Karnekar

Witness: Prof.Rashmi Patil  
Co-ordinator

Witness: Prof.Ankit Shrivastav



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