

## MEMORANDUM OF UNDERSTANDING BETWEEN

**ITM University**

**And**

**MP Online Limited**

This Memorandum of Understanding ('MoU') dated 24 June 2026 between ITM University, Gwalior address NH-44, Turari, Gwalior, Madhya Pradesh 475001. (hereinafter 'ITM University') and MP Online Limited having its corporate office at 3rd Floor, C-4, IT Park Campus Badwai, Gandhi Nagar, Bhopal, Madhya Pradesh - 462033 (hereinafter 'MPO') is pursuant to the Master Services Agreement ('Agreement') dated 13<sup>th</sup> May 2026 executed between MPO and ITM University.

WHEREAS:

The Parties agree with the following terms and conditions:

**a. Description of Solution:**

**A. Industry Honour Course (IHC) from TCS iON**

TCS iON IHCs, are a set of structured industry designed courses in an industry relevant domain or technology offered to the institutions. Institutions can integrate this set of courses with their existing degree programs to create a specialization degree in the industry relevant domain or technology and offer it to their students.

The IHCs have been constructed in our innovative "phygital" delivery model, which combines rich learning digital content with physical touch points to provide an enriching experience imparting quality education.

**TCS iON Industry Honour Course,**

Semester	Focus Area (TCS iON IHC)
I Semester	Design Thinking
I Semester	Artificial Intelligence

Semester	Focus Area (TCS iON IHC)
II Semester	Statistics using R and Python
III Semester	Machine Learning
IV Semester	Deep Learning & Neural Networks
V Semester	Natural Language Processing
VI Semester	Vision Intelligence

### Course construct mapping and consumption

Each course will consist of the below components –

#### 1. Lecture (Total: 45 hours)

##### a) Digital Learning Resources (15 hours)

- The digital learning resources will contain content in formats such as videos, PDFs, etc. as applicable, which can be accessed by students from any device in a self-paced mode.
- The course-learning plan made available to the students will provide weekly details of the content that should be accessed.

##### b) On-premise Lectures (30 hours)

- TCS/MPO subject matter expert(s) will visit the institute for conducting lectures on institute's premises.
- The lectures would be scheduled across the duration of the course delivery.
  - For a batch of 60 students, the physical class schedule will be over 4 months in respective semester as agreed with the following details:
    - Each classroom cohort will have 60 students at maximum
    - Month 1 & Month 2: 5 classes of 2 hours each.
    - Month 3: 3 classes of 2 hours each.
    - Month 4: 2 classes of 2 hours each.
- \*The classes may be clubbed in case of availability of the shorter time period in the respective semester.
- Total Physical Sessions: 15 days (30 hours), 2 hours per cohort on each day of visit by TCS/MPO Subject matter expert(s)
- ITM University is required to share the academic calendar so that the schedule can be planned accordingly.
- Participation is required from the subject matter expert(s) appointed by the ITM University to provide additional classroom support.

## **2. Practical (Total: 30 hours)**

- a. The modular DIY assignments are online assignments provided to students to improve their practical knowledge.
- b. The hands-on environment will consist of virtual environment as per the course requirement.
- c. The faculty SPOC of ITM University is expected to administer the attempt of the assignments by their students and evaluate the assignments using the evaluation rubric provided.
- d. The ITM University will be responsible for procuring, maintaining and facilitating access to the hands-on lab infrastructure as per the course requirement to their students. For Example: If there is requirement of Physical kit, in that case only ITM University needs to procure at their end.

## **3. Industry Project**

- a. Students will get to work on an industry project created by industry SME on a real-world problem.
- b. Post completion of the successful delivery of the IHC Courses in the respective semesters, students will be given an Industry project of 45 hours of engagement, equivalent to 3 credits from TCS iON.
- c. The industry project will be based on the IHC learning path/track chosen.

## **4. Assessments**

- a. Periodic Formative Assessment
  - The periodic formative assessment is a set of two Internet Based Assessments consisting of 25 questions each where the questions are in MCQ format.
  - The assessments will be conducted in accordance with the coverage of the course syllabus.
  - There will be one attempt for each of the periodic formative assessments.
  - The marks obtained by the students will be shared with the institutes and the institutes may use the same for their internal assessment marks.
- b. Summative Assessment
  - Summative Assessment is an online assessment conducted in two parts: - Test of Knowledge and Test of Application in proctored mode.

- Test of Knowledge is an MCQ based assessment with an objective to evaluate student's conceptual clarity.
  - Test of Application is a scenario-based assessment with an objective to evaluate student's application knowledge. The design of the Test of Application will vary from course to course as per the curriculum finalization.
  - Summative Assessment will be conducted as per the schedule agreed with the ITM University.
  - The ITM University will administer and conduct the summative assessments at the ITM University premises.
  - The ITM University will be responsible for arranging the assessment infrastructure and work force required to conduct the assessment as per the course requirement.
  - The infrastructure specifications to conduct the summative assessment will be provided by TCS iON in advance.
  - TCS iON will be responsible for setting the question paper and evaluating the student's performance.
  - TCS iON will depute a person at the ITM University premises for conducting the assessment.
  - ITM University will administer and provide invigilators, lab technician and other manpower and logistical support required to conduct the assessment.
  - TCS iON may alter the mode/venue of assessment as per requirement of the courses.
  - In the event of a Re-Exam request for any reason (fail, not able to appear for the exam on the scheduled exam date etc.):
    - If the total number of re-exam licenses requested per course are greater than 10, a re-exam fee of Rs 1,000/- (exclusive of taxes) per student needs to be paid
    - If the total number of re-exam licenses requested per course are less than 10, a re-exam fee of Rs 2,599/- (exclusive of taxes) per student needs to be paid
- c. Results and performance sharing
- The course-wise performance of the summative assessments of the students will be shared by TCS iON with the ITM University, within 3 weeks of completion of the assessment.

- ITM University will be responsible for processing the marks and include the marks in the transcripts, as per the grading and evaluation matrix of their partner institutions

#### 5. Discussion Forum / Notice Board

##### a. Discussion Room

- The Discussion Room is an online forum (or community) for enhancing collaborations with the SMEs and accessible for students from any device.
- Students will be able to connect with the experts and seek clarifications on their queries/doubts
- Students will also be able to share information pertaining to the course with their peers.

##### b. Notice Board

The Notice Board is read-only channel which will be used to share key information and important announcements related to the course.

#### 6. Verifiable Digital Certificate

- a. The verifiable digital certificates are online certificates provided by TCS iON for each IHC course if the student meets the pre-defined criteria.
- b. Students who successfully clear the summative assessment and meet each of the following criteria will receive a 'Certificate of Achievement'.
  - Part B score is greater than or equal to 50%
  - Overall assessment score is greater than or equal to 50%, which includes the following components and weightage:

Component	Weightage
Part-A assessment	30%
Part-B assessment	50%
Periodic Formative Assessment	10%
Class Participation*	10%

Class participation to consist of the following parameters with the given weightage:

1. Attendance in Physical Lectures: 5%
2. % Consumption of Digital Content: 2.5%
3. Vibrancy score in community: 2.5%

100% completion of the course (which includes Digital Content, Digital Lectures, and Industry Assignments)

- c. Students who have not taken the summative assessment or do not meet the criteria mentioned in point (a) but have completed the course 100% (which includes the digital content, digital lectures, industry assignments and formative assessment) will receive the 'Certificate of Participation'.
- d. Students who have taken the summative assessment and have failed to clear it, will receive only a performance 'Scorecard'.
- e. Students who do not meet any of the above criteria will not receive any certificate or scorecard.

## **B. TCS iON Job Achiever**

### **1. TCS iON Job Achiever: Program Components**

The TCS iON Job Achiever is a multi- step; multi-component program seamlessly delivered to equip the candidates with relevant job linked skills. The curriculum of the program is defined by the competencies and skills prescribed in the job description and national operating standards.

Program Components:

- 1. Baseline assessment for screening candidates
  - On Domain Skills
- 2. Application Oriented Learning Programs
  - Core - Domain Skills and Emerging Skills
    - Self-paced Digital Learning Resources and reference material
    - Live Sessions – In Classroom and Virtual
    - Practice assignments
    - Formative assessments
  - Campus to Corporate Skills
    - Self-paced Digital Learning Resources
    - Live Sessions – In Class workshops
    - Practice assignment
    - Mock interview
- 3. Industry Projects

- Project Mentor support
  - Digital Reference material
4. Exit Proficiency Assessment
- National Proficiency Test (NPT)
  - National Qualifier Test (NQT) including English Proficiency evaluation (EPT)
5. Outcome Enablement
- Placement Support

On completion of the TCS iON Job Achiever, at least 70% of eligible candidates will be provided with job offers from Hiring Companies facilitated by TCS. Eligible candidates are ones who meet the pre-requisites for the job and successfully clear the exit assessment as per defined thresholds.

## **2. TCS iON Job Achiever: Delivery Approach**

TCS iON Job Achiever is designed as a ‘Phygital’ program with multi-step intervention and encompassing approximately 10-15% of learning hours earmarked for physical and in-class delivery.

The learning journey will be delivered through:

- Self-paced Practice Packages for application-based learning
- Self-paced Study packages for reinforcement of theory-based learning
- In-person (On-Prem) Facilitator-led Classroom sessions for Technical and Soft Skills
- Facilitator led Online Discussion Forums

The key components of Job Achiever program are as follows:

### Step 1: Baseline assessment for a Job role

Every job role created under Job Achiever program will have specific eligibility criteria for enrolment. However, for ensuring that the learners are starting at the same learning readiness starting line, we are using a baseline test to check is to check the learning readiness of the candidate and baselining their current skills on domain proficiency. The aim is to let the candidate know where they currently stand in the specific skills and gap, they need to build to meet the placement criteria of TCS iON Job Achiever.

On completion of Baseline test candidates can enroll to TCS iON Job Achiever. The end outcome commitment of TCS iON Job Achiever will only depend on the exit assessment scores.

## Step 2: Application Oriented Learning

The learning component for the TCS iON Job Achiever program covers the essential 'core' skills prescribed for the job role. An enriching immersive experience for the candidates to augment their knowledge through an industry aligned learning program, delivered in a Phygital approach. Also, the course curriculum will enable access to Digital Learning Resources, Academic and Industry Connect Community, Industry Assignment, Domain Proficiency and Cognitive Ability Assessment, and a Digital Certificate.

The end goal of learning component in TCS iON Job Achiever program is to boost learner confidence in demonstrating these competencies in an interview to secure the job.

The features incorporated in all learning components of the program are listed below.

- Curriculum designed with a practical first approach, built in collaboration with industry partners.
- Curriculum contextualized with industry applications and practices.
- Includes Self-paced study and practice packages
- Multiple layered synchronous and asynchronous learning support for query resolution
- Live interactions with domain specific faculty - Virtual and in-classroom sessions
- Hands on Project Experience – Guided and Do-It-Yourself
- Formative assessment
- Lab environment for practice as applicable
- Community forum for peer interaction and query resolution

The learning components in TCS iON Job Achiever for Graduate Engineer Trainee - IT includes:

1. Domain Skills: The program will focus on the core domain skills mandated for the job and select skills in emerging areas specific for the Job role.
  - a. Core skills: Covers the core, mandatory technical skills and competencies that is applicable for the job role and is prescribed in the job description.
  - b. Skills on emerging areas for a Job Role: Equips the learners with the fundamental concepts of emerging areas including emerging technologies, giving them a competitive advantage in interviews.
2. Campus to Corporate Skills: Along with domain skills, employers are now screening talent basis soft skills that they feel is essential for the candidate to navigate and sustain the corporate world. In Job Achiever we have categorized these skills as

- Workplace Readiness- Essential set of soft skills that creates differentiators among equals and influences 90% of hiring decisions.
  - Interview Clinic – Skills that will help the learners’ ace interviews such as resume writing, handling personal and technical interview rounds along with practice via mock interviews to boost learner confidence
  - Cognitive Skills Prep- This set of intervention will focus on preparing learners for the cognitive screening tests that most Hiring Companies employ as part of their hiring strategies. The self- paced study and practice packs designed for this will boost learner confidence and help them ace the screening test for jobs.
3. Spoken English Skills: All learners enrolled to TCS iON Job Achiever for Graduate Engineer Trainee - IT program will have access to the Spoken English course. The course will equip learners for achieving the desired proficiency level in English for meeting the placement criteria. The course includes a baseline pre- test, that will indicate the learner’s current proficiency level in English and the gap with regards to the placement criteria. Basis the assessed gap, the learner will be assigned the relevant English learning course. The learning courses comprises of self-paced content, chat-based practice enablement with feedback and live workshops. The course will be mandatory for learners to meet the criteria for job offer outcome. Learners are expected to complete the course within the duration, before the exit assessment.

All these above components are provided in an integrated ladder sequencing approach, with an immersive pedagogy and ‘learn by doing’ design in TCS iON Job Achiever to build rigor and competence. This learning intervention spreads over 3 - 4 months depending on the job role. However, depending on the learner seat time availability the construct can be adapted to a semester wise integrated delivery approach, 6 semesters or 8 semesters in 3 year or 4-year undergraduate program

Learners are expected to complete all learning activities for a better chance of clearing the exit assessment and qualify for the TCS iON Job Achiever commitment of job offer.

A table containing details of the different learning components is shared in **Annexure A**

Step 3: Industry Projects – Job relevant, experiential, and project-based learning

The focus is on hands-on, project-based learning through mentor-led industry projects designed as per a credit structure. These projects simulate real-world problems, enhancing practical skills.

Listed below are some features of the industry projects integrated in the program.

- Designed as per a credit structure employing the learn by doing pedagogy
- Format: Phygital with virtual mentor support
- The problem statements are reflective of real-world problems encountered in the job.
- Moderated community forum for extended support for project execution.
- Detailed Starter Kit - Guidelines, Recorded Videos by Mentor, Guidance on Implementation, Templates, Data Sets (wherever applicable) to support smooth execution of projects.
- The batch size limit per project is 100 with a mentor-learner ratio of 1:25 for maximum engagement and personalized mentoring.
- Project evaluation will include Final project report with specified deliverables. The evaluation will be done by Mentors, supported by relevant report templates.

Exit Criteria: Mandatory completion of the Industry Project.

#### Step 4: Exit Proficiency Assessment

At the end of the learning and skilling phase of Job Achiever program, all learners will need to take the exit assessments and the score of the exit assessment will decide the outcome commitment.

The exit assessments will include

1. Domain Proficiency test
2. Cognitive Ability Test
3. English Proficiency Test

Domain Proficiency Test, based on the National Proficiency Test (NPT) evaluates technical and functional skills. The test is delivered in two parts: -

- Part A: Conceptual Knowledge (MCQ based)
- Part B: Application

The question format for Part B may vary from her case study based or skill demonstration based (like programming) depending on what best verifies the skill gain for the job role.

Cognitive Test, based on National Qualifier Test (NQT), gauges employability skills, cognitive abilities which include

- Verbal Ability-assessing English grammar and its appropriate usage and reading comprehension.

- Reasoning Ability-assessing identifying words and numeric patterns, problem-solving, figural, and factual analysis, decision-making, propositional reasoning, and visual-spatial reasoning.
- Numerical Ability-assessing number systems, arithmetic, elementary statistics, data interpretation.
- English Communication Skills- will assess the individual on the English speaking and reading abilities and will grade them as per the standardized CEFR level for English. The English proficiency threshold for a job will vary based on job requirements.

CEFR stands for Common European Framework of Reference for Languages. It is an international standard that describes language ability on a six-point scale, from A1 (beginner) to C2 (mastery), used to assess and compare language proficiency.

All the above assessments are independent assessments offered collectively for holistic evaluation of an individual's job role fitness. The assessments will be in-Centre assessments and prescheduled. The calendar dates will be published for a job role. Learners will get access to Practice assessments to prepare for the final exit assessment.

#### Step 5: Outcome Enablement

After completion of the steps mentioned above, the journey shall be completed by supporting the eligible candidates with appropriate placement opportunities enabled through TCS iON Job Listing Platform. The platform provides visibility of jobs not only in the district of domicile but includes jobs available in the state / region / country. As proactive support, TCS iON team would enable access to job opportunities for each eligible candidate.

70% Guaranteed Employment Assurance includes:

- Getting the resume ready for interviews
- Job connects webinar to orient the candidate to the nuances of job environment.
- Shortlisting job openings and aligning interviews till the learner gets a job
- Continued interview preparation and query clarification support

Only learners meeting all the eligibility criteria as will secure the commitment of job offer. Candidates who do not meet the eligibility criteria will be provided another free attempt to the exit

assessments to upgrade their scores. Learners are provided with all necessary support during the placement period to clarify doubts and guide for success in interviews.

**\*Additional attempt should be taken within 60 Days from the first attempt.**

**Eligibility Criteria – Exit Assessment:**

Category	Category 1	Category 2	Category 3
<b>Condition</b>	ALL Three Conditions to be met		ANY ONE Condition applicable
<b>NQT</b> (Cognitive + Ability)	>=60%	All Exclusions from Category 1 & 3	< 60%
<b>NPT</b> (Domain)	>=60%		< 60%
<b>EPT</b> (English Communication)	B1 and above		A1
<b>Outcome</b>	Considered as Eligible Learners. For these Eligible Learners, Job Offer will be provided	For these Learners, minimum 3 Interview Opportunities will be provided. In addition, they can also appear for an additional attempt of NPT, NQT and EPT	For these Learners, extra opportunities will be provided to re-appear for the Exit Assessments, with adequate preparation.
<b>Commitment</b>	Curated Job Posts for a period of Max SIX Months starting from FIRST Exit Assessment Attempt OR Receipt of first offer letter; whichever is earlier	Curated Job Posts for shortlisting to 3 Interview Opportunities for a period of Max THREE Months starting from Last Exit Assessment Attempt; whichever is earlier	Visibility to Hiring Companies

\*English Proficiency as per CEFR - Common European Framework of Reference that rates an individual on a 6-point scale (A1, A2, B1, B2, C1, C2). for language abilities. For GET IT job role - B1 is desired proficiency level

**Terms and Conditions for Job Outcome support:**

- For Learners who are eligible for Job Offers,
  - Commitment fulfilment is considered as 10 interview opportunities or job offer whichever is earlier within a period of 6 Months from the FIRST Attempt of the Exit Assessments. The counter for no of interview opportunities is decremented in case of ignores/ rejects / or “no show” in any of the interview rounds by the Learner.
  - The Commitment to the ITM University is job offer to minimum 70% of Eligible Candidates (Candidates receiving a commitment of Job Offer) and in case of failure to fulfil such commitment, TCS iON shall enable free licenses corresponding to the shortfall of the fulfilment.
  - Once the offer letter is issued to the learner, we will consider it as fulfilment of our job offer commitment.
  - TCS will issue free licenses to the ITM University for the next batch of Learners, equivalent to the missed commitment gap (e.g. out of 100 students, if 94% of them are Eligible Learners, TCS iON is expected to place a minimum of 70% from eligible Learners. Which in turn comes to  $70\% * 94 = 66$  Learners minimum. In case only 60 Eligible Learners get job offers, 6 ( $66-60 = 6$ ) licenses will be issued at no charge to the ITM University and ITM University can use this for the subsequent batch)
  - In case a Learners gets a Job Offer on their own effort during or post completion of the program, the same will be included as part of TCS’s 70% placement commitment.
- For Learners who are eligible for 3 Interview Opportunities,
  - Commitment fulfilment is considered as 3 interview opportunities within a period of 6 Months from the FIRST Attempt of the Exit Assessments. The counter for number of interview opportunities is decremented in case of ignores/ rejects / or “no show” in any of the interview rounds by the Learner
- In case of “Hiring Companies Visibility” Commitment,

- Job Posts shared with Learners and Increased Profile Visibility over SIX Months from the FIRST Attempt of Exit Assessment.

#### Add-ons: Faculty Development Programme (FDP)

- TCS iON believes that faculty members appointed by the ITM University play a critical role in successfully imparting desired learning outcomes to the students enrolled in the IHC course/s.
- It is expected that they act as a mentor/guide for the students and facilitate and bring in governance, administration, engagements, mentorship and collaborations locally at the institution level to maximize the learning imparted to the students.
- However, it is critical that the right faculty member is identified and assigned by the ITM University to the individual course. It is equally important to build knowledge level of the faculty member towards the skill set.
- As part of the faculty development programme, TCS iON proposes to conduct a 9-hour workshop conducted by an expert / a trainer, which will include pre-workshop learning material, instructor-led sessions, hands-on assignments, and formative quizzes.
- The workshop can be organized in either of the following 2 modes –
  - On-Premise: 1-day workshop for 9 hours
  - Online: 3-day virtual workshop for 9 hours (3 hrs. / day)
- All the participating faculty members will receive Digital Participation certificate after the workshop.
- The purpose of the FDP is to identify the faculty members who can provide on-ground support to their students. The ITM University should identify and appoint such faculty members for the FDP.

#### Add-ons: TCS iON National Proficiency Test (NPT) / TCS iON National Qualifier Test (NQT)

- All eligible learners will get opportunity to appear in TCS iON National Proficiency Test (NPT) / TCS iON National Qualifier Test (NQT) in the specified domain as per the NPT / NQT schedule, post completion of their IHC learning track.
- Learners who successfully complete these tests will have visibility to job opportunities posted by Hiring Companies in TCS iON Job Portal, subject to vacancy in Hiring Companies and their selection criteria. These scores are valid for two years. The process and criteria of selection will vary across Hiring Companies as per their HR policies, selection criteria, vacancies, etc.

#### C. MPOnline Internship Program

(Delivered through MP Online platform virtual)

#### 1. MPOne Internship Program: Program Components

The MPOne Internship Program is a structured, multi-track internship framework designed to provide learners with industry-relevant skills through domain-specific specialization tracks. The program focuses on practical exposure and applied learning aligned with industry requirements.

#### 2. Domain Specialization Tracks

The program is offered across the following domain specialization tracks. Each track includes defined duration and mode of delivery.

##### 1. Advanced Software Engineering & Development

- Duration: 12 Weeks)
- Mode of Delivery: Online / Physical (Blended Phygital Model)

Focus Areas:

- Programming fundamentals (C++, Java, Python, C#)
- Data Structures and Object-Oriented Programming
- Database Management Systems (DBMS)
- Software Development Life Cycle (SDLC)
- Version control systems (Git/GitHub)
- Testing, debugging, and software development practices
- Introduction to Artificial Intelligence & Machine Learning fundamentals

### **ITM University Responsibility**

Towards the successful delivery of TCS iON IHC courses, areas of support and participation from ITM University include-

- Creating a specialized degree programme by including the IHC courses listed and getting necessary regulatory approvals, as applicable.
- Communicating the details and offering the specialized degree program to its learners
- Registering the students for the program
- Providing student data and Faculty SPOC details to TCS as per the requirement of the program
- Providing course specific Faculty SPOC for individual Institute who will be responsible for:
  - Monitoring, Engaging and Ensuring students are completing the course as per the learning plan and completing all course activities within the stipulated deadlines,
  - Providing local support and mentorship to its students,

- Evaluate projects implemented by their students,
- Procuring and providing necessary lab infrastructure to students for implementing industry assignments as well as for conducting part B summative assessments as per the course requirements
- Providing necessary infrastructure, manpower and other support for imparting learning as applicable as per the course requirement and for conducting assessments
- Incorporating the marks obtained in the summative assessments, processing as per their existing format and including it in their transcripts.

Towards the successful delivery of TCS iON TCS iON Job Achiever, areas of support and participation from ITM University include-

- Arranging all necessary infrastructure facilities as per **Annexure B** required for the end-to-end learning program.
- Ensuring students' attendance for physical sessions.
- Aligning to the batch-wise training calendar. The calendar will be created by TCS based on the academic calendar provided by the ITM University
- Nominate a dedicated SPOC for handholding the students until the Completion of the TCS iON Job Achievers

- I. Specializations (Details will be updated post receiving the details from ITM University end)
- II. Contract Term: Pursuant to Clause 11(a) of the Agreement shall be 5 years with effect from 24 June 2026

**b. Rate Structure:**

Pricing model

- Commercial price per course/subject: INR 9,676/ per subject per semester- (inclusive of taxes)
- The total payable amount per student for the complete program over 8 semesters is ₹87,084 (inclusive of GST), which includes 7 IHC courses ( $₹9,676 \times 7 = ₹67,732$ ) and the JAP (CRT) program ( $₹9,676 \times 2 = ₹19,352$ ), with a standard cost of ₹9,676 per semester. Students will pay the total amount in 8 equal installments, and each semester-wise installment will be ₹10,885.50.

Kindly note that the discounted price is applicable subject to achieving minimum committed numbers of 60 per batch.

- The commercial fee agreed upon per student for the batch shall remain fixed and binding for the entire duration of the Program, notwithstanding any reduction in the number of

enrolled students arising out of failure in examinations and/or voluntary withdrawal from the Program at the University. Furthermore, no student enrolled in the Program shall be permitted to discontinue or transfer mid-term to any other program offered by the University.

Payment:

1. Billing Terms:

- The ITM University shall place a request with MP Online with name of the course /subject along with number of licenses against each course/subject, per semester. MP Online shall provide license codes to the ITM University.
- All fees paid under this agreement are non-refundable. Any unutilized licenses shall not be refunded back to the ITM University.

2. Taxes and Duties:

- Goods and Services Tax at the prevailing rate of 18% if excluded in the above pricing. In case of any rate change the published rates shall be applicable.
- All the taxes as applicable shall be borne by the ITM University.
- The ITM University shall be entitled to deduct from applicable payments to MPO/TCS, any tax on TCS' income deductible at source at the rates applicable as per the provisions of Income Tax Act 1961 and provide TCS with evidence or certificate of payment of such tax to the taxing authorities.

3. Miscellaneous:

- 1) The Training Content products offered under this Agreement would be continuously updated as per the emerging needs of the market forces and the seasonality. Training Content products, its transfer price to the ITM University and the maximum retail price to the end user (Price Catalogue) would be published by TCS iON on the TCS iON portal <https://learning.tcsionhub.in>

a. Additional Terms and Conditions

In addition to terms and condition stipulate in the Agreement, following additional terms and conditions are applicable to ITM University use of TCS iON Application Systems fully described in this Statement of Work.

## Roles and obligations of the Parties

The following are the obligations of the parties to be performed pursuant to this Agreement.

a) The obligations of MPOOnline/TCS iON:

- MPOOnline/TCS iON will make available the requisite TCS iON Training Content products as per in Schedule 1 of this Agreement. MPOOnline will provide available relevant marketing collaterals for the TCS iON Training Content products.
- However, MPOOnline will retrain the ITM University and his resources should there be any new product introduction or changes to the existing products. Training Materials if any shall be provided in soft copies only.
- MP Online in discussion with TCS iON may issue branding guidelines, if necessary, to the university from time to time. The guidelines may contain details including but not limited to the use of TCS iON logo, placement of TCS iON logo, use of phrases containing words TCS, iON, Tata etc. in any form of communication to be used by the ITM University, printed, electronic, oral or otherwise. The university shall strictly comply with the branding guidelines. In case of any breach of the branding guidelines by the ITM University, TCS may take action against the ITM University as deemed fit.

Except for the conditions set herein, this SOW shall be governed by the terms and conditions stated in the Agreement and shall be binding on both Parties.

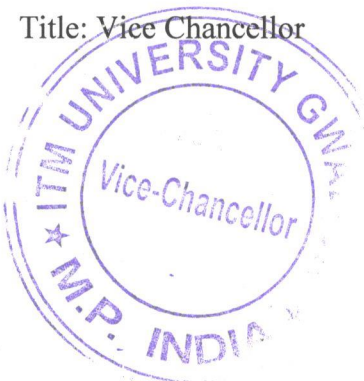
MPO/TCS shall invoice ITM University based upon the payment terms as mentioned in the Agreement.

**ITM University, Gwalior**

By: \_\_\_\_\_

Name: Prof. (Dr.) Yogesh Upadhyay

Title: Vice Chancellor



**MP Online Limited Bhopal**

By: \_\_\_\_\_

Name: Dr. Ashish Sood

Title: Vertical Head (Skill Enhancement)



Annexure - A

Different learning components of TCS iON Job Achiever

Learning Component	Mandatory/Optional	Objective	Duration (hrs.)	Delivery Model	Pedagogy Elements	Scope /Coverage	Exit Criteria
Spoken English Skills	Mandatory for learners below the Job Role mapped CEFR level (Applicable for candidates not meeting the sectional cut off in baseline assessment and if the skill is essential part of job requirements)	<ul style="list-style-type: none"> <li>Refresh the essential concepts of business English</li> </ul>	40-90 (Basis the current level of English proficiency)	Digital	<ul style="list-style-type: none"> <li>Baselining pre-test</li> <li>Self-Paced learning</li> <li>Formative Quiz</li> <li>Practice exercise</li> </ul>	<p>a. Expectations of clarity, particular vocabulary, and grammatical structures for workplace situations</p> <p>b. Application of English skills for handling conversations to build rapport in the workplace</p> <p>c. Professional writing skills and common phrases</p>	100% completion
Core Skills	Mandatory	<ul style="list-style-type: none"> <li>Equip learners with the technical skills needed for the Job.</li> <li>Prepare the learners to clear technical interview</li> </ul>	100-120	Physical	<ul style="list-style-type: none"> <li>Self-paced Digital Learning Resources</li> <li>Live SME interaction</li> <li>DIY assignment</li> <li>Quiz</li> <li>Formative assessment</li> </ul>	<p>a. Prepare learners for technical interviews</p> <p>b. Master the fundamental skills mandated for the job</p> <p>c. Strengthen the contextual application of concepts with real world business scenarios and problems.</p>	<ul style="list-style-type: none"> <li>100% Skill building exercise completion</li> <li>100% Quiz completion</li> <li>50% assignments completion per topic</li> <li>70% score in Formative Assessment</li> </ul>
Skills on Emerging Areas for a Job Role	Mandatory	<ul style="list-style-type: none"> <li>Become familiar with the trending/emerging areas</li> </ul>	20-30	Digital	<ul style="list-style-type: none"> <li>Self-paced Learning resources</li> <li>Formative quizzes</li> </ul>	<p>a. Overview of the trending and emerging areas impact the job role industries</p>	100% completion

<p>Campus to Corporate Skills (including Workplace readiness and interview clinic)</p>	<p>Mandatory</p>	<p>aligned to the job role</p> <ul style="list-style-type: none"> <li>• Prepare learners for the technical interview</li> </ul>	<p>90-120</p>	<p>Physical</p>	<ul style="list-style-type: none"> <li>• DIY assignment – non – graded</li> </ul>	<p>Provide right fit soft skills necessary to acquire and sustain in a job, such as:</p> <ul style="list-style-type: none"> <li>• Communication skills</li> <li>• Problem solving skills</li> <li>• Essential management skills</li> <li>• Interview Prep skills <ul style="list-style-type: none"> <li>○ Elevator pitch</li> <li>○ CV and cover letter tips</li> </ul> </li> <li>• Preparing the resume for interviews</li> <li>• Guidance to ace interviews</li> <li>• Mock interviews</li> </ul>	<p>60% classroom session attendance OR 80% study package completion</p>
		<ul style="list-style-type: none"> <li>• Provide soft skills for enhanced employability and smoother campus to corporate transition</li> </ul>			<ul style="list-style-type: none"> <li>• Self-paced digital resources</li> <li>• Live sessions with SME,</li> <li>• Assignments</li> <li>• Formative assessments</li> </ul>		

**Annexure – B**

**Infrastructure Requirement of TCS iON Job Achiever**

1. Facilities:
  - a. Availability of SPOC for the digital lab
  - b. AC/adequate fan requirement
2. Power Requirements:
  - a. Continuous Power backup should be available through DG Set in case of RAW Power unavailability
3. PC Requirements:
  - a. Availability of chairs and table for each node
  - b. One Headset per node
4. Networking Requirements:
  - a. All nodes are networked, and network connectivity is always available
5. Support Manpower:
  - a. IT Support personnel need to troubleshoot Desktop & Network related issues.
6. Learning Support

ITM University will arrange for a “Learning Officer” at every center. The Learning Officer shall be responsible for:

- a. Supporting the “Learning Operations Lead” deputed by TCS iON in seamless provision of Services
- b. Amenities to be provided:

1	Administrative room or Meeting Room for staff deployed by TCS or activities related to Learners
2	Parking for TCS iON designated manpower

\*\*\*\*\*END\*\*\*\*\*