



# MEMORANDUM OF UNDERSTANDING

(MoU)

AIOTTECH Solutions × Late G. N. Sapkal College of Engineering

MoU Reference No.	LGNSCE/MoU/AIOTTECH/2026/001
Date of Execution	February 24, 2026
Valid Until	February 23, 2029 (36 Months)
Nature of Agreement	Non-Exclusive, Non-Binding Collaborative Partnership

## PREAMBLE

This Memorandum of Understanding ("MoU" or "Agreement") is entered into on February 24, 2026, between the two parties identified below, hereinafter collectively referred to as the "Parties" and individually as a "Party."

The Parties acknowledge the mutual benefit of fostering academic-industry collaboration and hereby agree to cooperate in identified areas as set out in this MoU, subject to the terms and conditions stated herein.

## PARTIES TO THIS AGREEMENT

### PARTY A — INDUSTRY PARTNER

Company Name	AIOTTECH Solutions
Address	Model Colony, College Road, Nashik
Contact No.	9172282325
Nature of Business	Artificial Intelligence, IoT & Technology Solutions
Represented by	Mahesh Ankushe
Designation	CEO Representative
Email	engmicro1@gmail.com

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## PARTY B — ACADEMIC INSTITUTION

Institution Name	Late G. N. Sapkal College of Engineering
Trust / Hub	Sapkal Knowledge Hub
Address	Kalyani Hills, Anjaneri, Nashik – 422213
Telephone	+91 253-2392450 / 51
Approvals	AICTE, New Delhi   DTE Mumbai   Affiliated to Savitribai Phule Pune University
Principal	Dr. S. B. Bagal
Head of Dept.	Dr. N. R. Wankhade, Computer Engineering Department
Email	nileshrw_2000@yahoo.com

## OBJECTIVES OF THIS MoU

The primary objectives of this Memorandum of Understanding are:

- To build a sustainable and mutually beneficial academic-industry partnership.
- To bridge the gap between theoretical education and industry-relevant practical skills.
- To jointly contribute to research, innovation, and technology development.
- To enhance employability of students through structured training, internships and placement support.
- To promote entrepreneurship, skill development, and socio-economic growth.

## SCOPE OF COLLABORATION

The Parties agree to jointly engage in the following activities, subject to mutual planning and resource availability:

### A. Academic & Knowledge Exchange

1. Organisation of industrial visits to AIOTTECH Solutions' facilities to provide students and faculty with real-world exposure to industry operations and emerging technologies.
2. Conducting guest lectures, expert talks, workshops, and webinars by industry professionals on current topics in AI, IoT, and allied technologies.
3. Active participation of AIOTTECH Solutions' representatives in curriculum review, syllabus design, and course outcome mapping.

## B. Training & Skill Development

4. Providing structured industrial training and internship programs for students and faculty aligned with AICTE/UGC guidelines.
5. Offering hands-on practical skill development training in Artificial Intelligence, Machine Learning, Internet of Things (IoT), Embedded Systems, and related domains.
6. Facilitating access to equipment, demonstration kits, and technical charts to support laboratory enrichment.

## C. Research & Development

7. Allotment of live industry-based final year projects to BE/B.Tech students with mentorship and technical guidance from AIOTTECH Solutions.
8. Joint planning and utilisation of human resources, laboratory infrastructure, and computing facilities for collaborative R&D initiatives.
9. Publication and presentation of joint research outcomes in peer-reviewed journals and national/international conferences with appropriate acknowledgments.

## D. Industry-Institute Interface

10. Conducting campus recruitment drives and pre-placement training for final-year students as per AIOTTECH Solutions' requirements and HR policies.
11. Conducting Entrepreneurship Development Programs (EDPs), idea hackathons, startup workshops, and incubation support for students and staff.
12. Outsourcing consultancy and technical projects to the institute in areas of mutual interest, subject to a separate project-specific agreement.
13. Joint sponsorship and co-branding of technical events, symposiums, competitions, and innovation challenges.

## E. Student Welfare & Inclusion

14. Exploring merit-based scholarships, need-based sponsorships, or paid internship stipends for economically weaker students subject to company CSR/budget policies.
15. Providing preference in recruitment to students from reserved categories and differently-abled students in accordance with applicable laws.

## TERMS AND CONDITIONS

### 1. Governance & Planning

All activities under this MoU shall be planned, reviewed, and executed through a Joint Coordination Committee (JCC) comprising at least two representatives from each Party. A Nodal Officer shall be designated by each Party as the primary point of contact.

## 2. Non-Exclusive Nature

This MoU is non-exclusive. Each Party retains the right to enter into similar agreements with other organisations without any obligation to limit its academic or business activities.

## 3. Financial Obligations

Unless otherwise agreed in writing through a separate Memorandum of Agreement (MoA) or Project Agreement, no financial commitment is implied by this MoU. Cost-sharing for specific activities shall be negotiated and documented separately.

## 4. Intellectual Property Rights (IPR)

All intellectual property created jointly under this MoU shall be jointly owned by both Parties unless a separate written agreement specifies otherwise. Neither Party shall use the other's name, logo, or brand identity for commercial purposes without prior written consent.

## 5. Confidentiality

Both Parties agree to maintain strict confidentiality of sensitive information, proprietary data, and unpublished research shared during collaboration. This obligation shall survive termination of this MoU for a period of two (2) years.

## 6. Data Protection

Both Parties shall comply with applicable data protection laws in handling personal data of students, faculty, and staff. Student data shall not be shared with third parties without explicit written consent.

## 7. Infrastructure & Logistics

The host organisation shall arrange venue, infrastructure, and logistical support for programs conducted at its premises. Resource sharing shall be agreed upon in advance.

## 8. Liability Disclaimer

Neither Party shall be liable for indirect, incidental, or consequential damages arising from activities under this MoU. Each Party shall independently be responsible for the safety and welfare of its own personnel.

## 9. Force Majeure

Neither Party shall be held responsible for failure to perform if such failure is due to events beyond its reasonable control, including natural disasters, pandemics, civil unrest, or government directives.

## 10. Dispute Resolution

Any disputes shall first be resolved through mutual negotiation. If unresolved within 30 days, the matter shall be referred to arbitration under the Arbitration and Conciliation Act, 1996 (India). The venue of arbitration shall be Nashik, Maharashtra.

## 11. Governing Law

This MoU shall be governed by the laws of the Republic of India. The courts of Nashik, Maharashtra shall have exclusive jurisdiction over any disputes arising hereunder.

## 12. Duration & Renewal

This MoU shall remain valid for thirty-six (36) months from the date of signing and may be renewed by mutual written consent. A review of activities shall be conducted every twelve (12) months.

## 13. Amendments

Any modifications to this MoU shall be made only in writing and duly signed by authorised representatives of both Parties.

## 14. Termination

Either Party may terminate this MoU by providing sixty (60) days' written notice. Termination shall not affect rights or obligations already accrued or projects formally in progress.

## COMPLIANCE & REGULATORY FRAMEWORK

Both Parties shall ensure that all activities comply with:

- All guidelines issued by AICTE, UGC, DTE Maharashtra, and Savitribai Phule Pune University.
- All applicable provisions of the Indian Contract Act, 1872.
- All environmental, health, and safety regulations applicable to joint activities.
- Information Technology Act, 2000, and applicable data protection regulations.

## SIGNATURES

IN WITNESS WHEREOF, the duly authorised representatives of both Parties have executed this Memorandum of Understanding as of the date first written above.

**FOR AIOTTECH SOLUTIONS**

**FOR LATE G. N. SAPKAL College of Engineering.**

Signature:

*Handwritten signature of Mahesh Ankushe*  
24-02-2026

Name: Mahesh Ankushe

Designation: CEO Representative

Date: 24.02.2026

Official Seal:

**AIOTTECH SOLUTION**

Signature:

*Handwritten signature of Dr. S. B. Bagal*

Name: Dr. S. B. Bagal

Designation: Principal

Date: 24.02.2026

Official Seal:



**WITNESSES**

**WITNESS 1**

Name: Sachin Anushe

Signature: *Handwritten signature of Sachin Anushe*

Date: 24.02.2026

**WITNESS 2**

Name: Dr. N. R. Wankhade

Signature: *Handwritten signature of Dr. N. R. Wankhade*

Date: 24.02.2026