

MEMORANDUM OF UNDERSTANDING (MoU)

BETWEEN



Kalyani Charitable Trust's,
Late G. N. Sapkal College of Engineering, Nashik

AND



Passenger Drone Research Pvt. Ltd.



This Memorandum of Understanding (hereinafter called as the 'MoU') is entered into on this the 28th, day of July 2023, by and between.

Sapkal Knowledge Hub, the First Party represented herein by its **Late G. N. Sapkal College of Engineering, Principal, Dr. S. B. Bagal**, And **Passenger Drone Research Pvt. Ltd.**, the Second Party, and represented herein by its **Head – Training and Certification, Mr. Vishal Joshi**

The main objective of this MOU is to provide a platform to build a strong and on-going relationship between Sapkal Knowledge Hub (SKH) and Passenger Drone Research Pvt. Ltd. (PDRL), Nashik.

WHEREAS:

A) First Party is a Higher Educational Institution named: **Sapkal Knowledge Hub (SKH)**, is the manifestation of its founder, Dr. Ravindra G. Sapkal, who had a vision of creating a composite center of learning where the citizens for tomorrow could be groomed since their formative years itself. The campus has a provision for learning from kindergarten to Post Graduation. The academic programs offered by various Institutes under the aegis of SKH are comprehensive and are continuously being updated to keep in pace with latest developments and innovations in associated disciplines with necessary blend of IT and Management.

B) **Passenger Drone Research Pvt. Ltd.**, the Second Party is a Drone Software Company offering AeroMegh as a SaaS platform for Transforming Drone Data into Actionable Insights. AeroMegh is designed to deliver an End-to-End stack for Flying and Capturing, Processing and Analyzing. AeroMegh allows to carry challenging tasks by saving important aspect of life, Time and Money by resulting in Creating More Time to Live.

C) Both, First Party & Second Party believe that collaboration and co-operation between themselves will promote more effective use of each of their resources, and provide each of them with enhanced opportunities.

D) The Parties intent to mutually cooperate and focus their efforts on cooperation within area of Skill Based Training, Certification, Workshop, Expert Sessions, Career Guidance, Consultancy, Projects, Industrial Visits, Internship & Placement (based on the technical skills and requirements), Drone Flying & Testing facility and Center of Excellence at Late G. N. Sapkal College of Engineering, Sapkal Knowledge Hub, Nashik.

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERETO AGREE AS FOLLOWS:

CLAUSE 1 CO-OPERATION

1.1 Both Parties are united by common interests and objectives, and they shall establish co-operation.



1.2 First Party and Second Party co-operation will facilitate effective utilization of the intellectual capabilities.

1.3 The parties shall co-operate with each other and shall as promptly as is responsibly practical, relevant agreement.

CLAUSE 2 SCOPE OF THE MoU

2.1 **Industrial Training & Visits:** Industry and Institution interaction will provide an insight into the latest developments / requirements of the industries. Also, the Second party may register on the AICTE Internship Portal for the benefit of students.

2.2 **Center of Excellence:** Both the First Party and Second Party agreed to launch Center of Excellence at Late G. N. Sapkal College of Engineering, Sapkal Knowledge Hub, wherein First Party will provide a) necessary infrastructure, academic facilities and equipment's required to setup the Center of Excellence b) Open Space/ ground to conduct on-ground Drone Flying & Testing, Demonstrations, Workshops. Whereas, Second Party will provide the Training in the field of Drone Technology, Software Applications, Career Guidance, Paid Examination and Certifications.

2.3 **Guest Lectures:** Second Party to extend the necessary support to deliver guest lecturers to the students of the First Party on the technology trends and in house requirements.

2.4 **Placement of trained students:** Second party will actively engage in help advise the placement of the trained students of the first party based on the technology trends, market demand and in house requirements.

2.5 There is no financial commitment on the part of both the first party and second party to take up any program mention in MoU. If there is any financial consideration, it will be dealt separately.

2.6 Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required.

CLAUSE 3 VALIDITY

3.1 The MOU shall remain valid for 03 (three) years from the date of signing of the MOU by both the parties. The validity of the MOU can further be extended / renewed with mutual consent in writing by both the parties. This agreement will be valid until it is expressly terminated by either Party on mutually agreed terms with prior notice of one month.



CLAUSE 4 RELATIONSHIP BETWEEN THE PARTIES

4.1 It is expressly agreed that First Party and Second Party are acting under this MOU as independent contractors, and the relationship established under this MOU shall not be construed as a partnership.

First Party

Second Party

For Sapkal Knowledge Hub

For Passenger Drone Research Pvt. Ltd.

Dr. S. B. Bagal (Principal)
Late G. N. Sapkal College of Engineering.

Vishal Joshi
Head – Training & Certification

