

MEMORANDUM OF UNDERSTANDING

This **MEMORANDUM OF UNDERSTANDING** (hereinafter "MoU") is made at **Jaipur** on **15.05.2024** by and between:

The Indus Entrepreneurs (TiE) - Rajasthan (Registered as a society under the Rajasthan Societies Act) is an accredited chapter of TiE Global, California, USA. TiE Rajasthan is a premier entrepreneurship promotion organization in Rajasthan active in areas of educating, mentoring, networking, incubating and investing in innovative startups, having its registered office at C-97, First Floor, Janpath, Behind New Vidhan Sabha, LalKothi Scheme, Jaipur – 302015, hereinafter referred to as "**TiE-R**";

And

The ICFAI University, Jaipur hereinafter referred to as **IU Jaipur**, **The ICFAI University, Jaipur** is a private university enacted by the state of Rajasthan through the ICFAI University Jaipur Act 2011 (Act No. 26 of 2011) having its campus at **Village Jamdoli, Agra Road, Jaipur-302031**.

TiE-R and **IU Jaipur** are hereinafter together referred to as "**Parties**" and individually as "**Party**".

The Parties are willing to undertake various incubation and mentoring programs leading to start-up building, growth and funding.

A) Objectives

1. The Parties desire to work together towards building a robust entrepreneurial ecosystem primarily in but not limited to Rajasthan by cross promoting each other's activities that are aimed at building capacity of entrepreneurs / start-ups (sector and stage agnostic).



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2. Providing novel and unique opportunities to the **IU Jaipur** incubatees, **IU Jaipur** students and alumni by way of invitation to participate in TIE's Global mentoring and start-up support programs including but not limited to Women (TIE Women) and Youth (TIE University), TIE Navigate and TIE Rajasthan Interns.
3. Share pool of experts and mentors as and when required. TIE Rajasthan will provide its Business Mentors to **IU Jaipur** start-ups and **IU Jaipur** will provide Technical Experts from its network to TIE Rajasthan startups, basis Mentor / Expert's availability. The cross collaboration is encouraged for joint programs by both parties as well as individually organised programs.
4. Envisage and plan internship opportunities for students and fresh alumni of **IU Jaipur** with the TIE ecosystem including but not limited to TIE-R.

To this purpose, **IU Jaipur** will map the skillset of the students / fresh alumni and provide TIE-R with access to this database for possible internship opportunities at TIE-R's Member Network.

The TIE-R Membership Network includes 160+ Members who are highly successful business owners, HNIs, innovators, angel investor, scaled-up start-up founders representing extremely diverse industrial sectors. Five companies founded by our Charter Members are listed on BSE main platform. Put together, TIE-R Members provide employment to over 30,000 people.

5. The interns working with the TIE-R industry members stand a chance to turn their projects into scalable start-ups subject to the interest and approval of the industry members. The start-ups thus formed may gain from various kinds of equity from the members themselves including but not limited to sweat equity, and mentoring support.
6. **TiE Navigate** program by TIE Rajasthan is aimed at catalysing growth of promising startups led by students and recent alumni. The program is sector and stage agnostic. Through TIE Navigate, TIE-R shall provide an opportunity to the incubates, students and fresh alumni in **IU Jaipur** network to access-



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- A) An exclusive and selective online Mentoring Platform 'TiE Navigators' with the objective of making the startups fund ready
- B) Deeper Access to the TiE-R Member Network through complimentary Startup Membership to select startups for one year
7. Opportunity for **IU Jaipur** start-ups to pitch to angel investors in **Rajasthan Angel Innovators' Network (RAIN)** and TiE's pan India angel network **TiE India Angels (TIA)** for funding. Also providing them access to investor pitch sessions and demo days organised by TiE-R. (Subject to screening)
8. TiE-R and **IU Jaipur** may decide to organise joint certification programs where startups need to pay participation fee. However, this decision will be made individually by the parties on case-to-case basis.
9. Opportunity for the students to be a part of TiE-R's exclusive, invite only network for young start up founders- **TiE Rajasthan Program Alumni**.
10. Expand outreach of joint programs by all possible means and exchange of knowledge and information pertaining to start ups and entrepreneurship at large with each other.

B) Publishing and Branding

The logos of **IU Jaipur** and TiE-R shall be displayed prominently on their respective primary website. This MoU however, doesn't provide any of the parties with an umbrella consent to use other parties' logo / IPs and relevant collaterals, websites and outreach communication by both the parties for joint programs and events can carry the other party's logo/branding only after obtaining prior written permission from the other party.

C) Tenure

This MoU shall commence on the date of execution and shall continue till 31st March 2025 after which it can be further extended with mutual consent in writing.

D) Nature of this MoU



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It is not the Parties' intention to create, and nothing herein shall be construed as creating, legal rights and obligations or any commitment whatsoever. This is a non-exclusive, non-financial MoU and none of the parties is liable to any financial commitments under this MoU. This MOU shall be valid for a period of One year from the Effective Date, however, either Party may, at its sole discretion, and without liability to the other Party, terminate this MOU at any time subject to a Sixty (60) days written notice period delivered to the other Party. The termination of this MOU shall not affect the implementation of the projects or programs established and in progress under it prior to such termination, unless otherwise mutually agreed to by the Parties with respect to any such project or project or program. This MoU may be modified through an addendum MoU or as-required basis on mutual consent.

E) Representatives

Each of the parties will assign one senior anchor person for coordinating with the other party. In all dealings between the parties, **IU Jaipur** shall be represented by **Dr. R. Nesamoorthy, Registrar**, while **TiE-R** will be represented by **Dr. Sheenu Jhawar**, President, TiE Rajasthan. The representative shall assign duties to relevant team members, as and when deemed necessary.

Signed by:


For TiE Rajasthan

Name: Dr. Sheenu Jhawar
Designation: President




For The ICFAI University, Jaipur
Name: Dr. R. Nesamoorthy
Designation: Registrar

