

# भारतीय गैर न्यायिक

बीस रुपये

रु.20



Rs.20

TWENTY  
RUPEES

INDIA NON JUDICIAL

తెలంగాణ తెలంగాణ TELANGANA

S.No. 9539 Date: 04/09/19 Rs. 20/-

SOLD TO: *Abif S/o Iqbal Ahmed Rg H/W*

FOR WHOM: *Miles Education Pvt Ltd. H/W*

23AA 054322

**A.V. RAJA SEKHAR**

LICENSED STAMP VENDOR  
L.No.16-11-28/2015, Ren.No.16-11-30-2018  
7-1-619, Shop No.11, HUDA Mairivanam  
Ameerpet, Hyderabad-500038 (South Dist)  
Cell: 9391344477

## Memorandum of Understanding

This Memorandum of Understanding (hereinafter referred to as the "Agreement") is entered into and executed at Hyderabad, Telangana, India, on this 16<sup>th</sup> day of September, 2019 (hereinafter referred to as the "Effective Date") by and between: -

**Miles Education Private Limited**, a Private Limited Company duly incorporated and registered in India under the Companies Act, 2013, bearing Corporate Identification No. U22219TG2011PTC076218 and having its Registered Office situated at Ground -1 Floor, JST - Silicon Towers, Kondapur, Hyderabad 500084 (hereinafter referred to as the "Miles") of the **FIRST PART**.

AND

**Bhavan's Vivekananda College of Science, Humanities & commerce**, located at Defense Colony, Sainikpuri, Hyderabad, Telangana 500094 (hereinafter referred to as "BVC") of the **SECOND PART**.

For the purposes of this Agreement, "Miles" and "BVC" have been individually referred to as a "Party" and collectively as "Parties" with IMA.

**WHEREAS:**

- A. Miles up-skills students and professionals across the world to help them be future-ready and enable their career progression. Founded by Harvard and Stanford alumni, Miles provides training towards globally recognized certifications in finance and accounting, digital marketing, leadership and strategy, business analytics, and emerging technologies. Furthermore:
- a. Miles is a Platinum Approved Course Provider with the Institute of Management Accountants, U.S. (hereinafter referred to as "IMA") to provide U.S. CMA (Certified Management Accountant) training.
  - b. Miles is a Registered Course Provider with the American Institute of Certified Public Accountants, U.S. (hereinafter referred to as "AICPA") to provide U.S. CPA (Certified Public Accountant) training.
  - c. Miles is the Platinum Approved Training Partner with Wiley to provide training for Wiley Certified Business Analyst (WCBA).
- B. Miles has promoted CareerGraph which is a bridge between the academia and the industry. On the CareerGraph.com platform, students get an opportunity to "experience" and work on projects from companies as part of their "learning".
- C. The Parties share the common interest of providing holistic learning and education opportunities for students to learn relevant skills and engage in project-based learning to enhance their future career prospects.

**NOW THEREFORE**, in consideration of the mutual covenants, terms and conditions and understandings set forth in this Agreement and other good and valuable consideration (the receipt and adequacy of which are hereby actually acknowledged), the Parties hereby have entered into this present Agreement.

1) **Responsibilities of Miles –**

- (a) Miles hereby agrees to provide CMA Study Materials and other required support as detailed in Annexure-A in consideration for the commercial terms as detailed in Annexure-A.
- (b) Miles will also collect the fee from students of BVC & pay to BVC as agreed upon on timely basis.

2) **Responsibilities of BVC**

- (a) BVC will provide to Miles infrastructure and facilities to organize classes required to run the program.

- 3) All Notice/s to be given under this Agreement shall be delivered either by (1) Registered Post, or (2) by Courier Service and (3) by electronic mail to the applicable Party at the contact details indicated below:

**Miles:**

Name: Miles Education Private Limited  
Attention: Mr. Michael Wagner  
Designation: Associate Vice President  
Address: Ground - 1 Floor, JST - Silicon Towers, Kondapur, Hyderabad 500084  
Email: [michael.wagner@mileseducation.com](mailto:michael.wagner@mileseducation.com)

**BVC:**

Name: **Bhavan's Vivekananda College Of Science, Humanities & Commerce**  
Attention: Prof. Y. Ashok  
Designation: Principal  
Address: Defense Colony, Sainikpuri, Hyderabad, Telangana 500094  
Email: [bhavanvc@yahoo.co.in](mailto:bhavanvc@yahoo.co.in)

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- 4) This Agreement is valid for an initial period of 1 year from the date of execution and is renewable for further additional periods through a written Addendum duly signed by both the parties at the time of renewal.
- 5) This Agreement, the construction and enforcement of its terms and the interpretation of the rights and duties of the Parties hereto shall be subject to and be governed by the applicable laws of India, and any conflicts thereon shall be tried by the competent courts of Hyderabad jurisdiction.

**IN WITNESS WHEREOF**, the Parties to this Agreement have hereunto subscribed their respective hands by its authorized signatories on the date first above mentioned, in presence of the Witnesses.

**For Miles Education Private Limited**



Name: Mr. Michael Wagner  
Designation: Associate Vice President

**For Bhavan's Vivekananda College of  
Science, Humanities & Commerce**



Name: Prof. Y. Ashok  
Designation: Principal

**Witness 1:**



Name: Mr. Kiran Jangam  
Designation: Manager

**Witness 2:**



Name: Dr. K. Sreelatha Reddy  
Designation: HOD-Commerce


**Annexure A: Commercial Terms for Add-on Program of US-CMA**

The below stated terms and conditions have been expressly agreed by and between Miles and BVC:


| Sl. | Items  | Details  |
|-----|--|--|
| a)  | <b>Miles Offerings &amp; Support (Core curriculum)</b> | <ol style="list-style-type: none"><li>1. Provide CMA Study Materials.</li><li>2. Provide support including course design, admission counseling, training the students and guest lectures for the CMA program.</li><li>3. Help the students avail special IMA discounts which may be applicable on the official IMA fees.</li><li>4. Training delivery of CMA subjects will be taken care by Miles Education.</li><li>5. With the coordination of IMA US, we will give 10 students scholarship every year for CMA exam fees and also two professors of Presidency University can do CMA free of cost.</li><li>6. Assist in campus placements for students who have cleared both the parts of the CMA exams.</li></ol> |
| b)  | <b>Price</b>   | <ol style="list-style-type: none"><li>1. CMA Study Materials = INR 39,000</li><li>2. CMA Training &amp; Support Fees = INR 31,000 (including GST)<br/>(Includes a facilitation fee of college INR 10,000 per student- INR 5000 in first semester and INR 5000 in the second semester)</li></ol>  |
| c)  | <b>Payment Terms</b>                                   | Payable by the Students Enrolled for US-CMA to Miles:<br><ol style="list-style-type: none"><li>1. CMA Study Materials =<br/>(i) INR 20,000 per student is payable at the beginning of Semester I<br/>(ii) INR 10,000 per student is payable at the beginning of Semester II<br/>(iii) INR 9,000 per student is payable at the beginning of Semester III</li><li>2. CMA Training &amp; Support Fees =<br/>(i) INR 10,000 (Including GST) per student is payable at the beginning of Semester I<br/>(ii) INR 10,000 (Including GST) per student is payable at the beginning of Semester II<br/>(iii) INR 11,000 (Including GST) per student is payable at the beginning of Semester III</li></ol>                      |
| d)  | <b>IMA fees (to be paid directly by the students)</b>  | Students would pay directly to IMA: <ul style="list-style-type: none"><li>• At the time of enrolment - IMA 2-year membership = \$50 (discounted from \$78)</li><li>• At the time of exams - CMA certification entrance &amp; exam fees at 50% discount (currently, \$405 as discounted from \$810)</li></ul>   |

**For Miles Education Private Limited**

  
Name: Mr. Michael Wagner  
Designation: Associate Vice President

**Witness 1:**  
Signature:   
Name: Mr. Kiran Jangam  
Designation: Manager

**For Bhavan's Vivekananda College Of Science, Humanities & Commerce**

 30/9  
Name: Prof. Y. Ashok  
Designation: Principal

**Witness 2:**  
Signature:   
Name: Dr. K. Sreelatha Reddy  
Designation: HOD-Commerce