



MOU

Memorandum of Understanding



Memorandum of Understanding (MOU) between the Principal, (St. Aloysius College, Autonomous) Director, AIMIT, (St. Aloysius College, Autonomous) and Contramind E-Learning

This Memorandum of Understanding (MOU) is entered on this the 4th day of, May 2020 between Principal, St. Aloysius College (Autonomous), Director, AIMIT (St. Aloysius College, Autonomous) and Contramind E-Learning, hereinafter referred to as Contramind, and represented by its Founder, Dr. Joseph Rasquinha, Ph.D. (St. Andrews, Scotland)

Purpose & Strategy

Contramind E-Learning, recognised by the Government of India, UAM No. KR03D0137077 will offer a number of E-Learning courses to the Indian, Middle Eastern and African market in the first stage and the Far Eastern market in the second stage. These courses are curated and drawn on the expertise of extremely high end and expensive resources, many of whom are available because of the present Covid crises and whose number is expected to increase with the disruption to economies in different part of the world. This has given Contramind the opportunity to transfer business and implicit knowledge from such resources into E-Learning modules to the benefit of others to enhance skilling and job opportunities as well as monetise such opportunities to the benefit of all in these difficult times.

The Courses are mostly video driven and similar to a movie and target the age group of 22-35 years, mostly millennials who have so far have enjoyed doing the courses and have given Contramind a rating of 4.7 out of 5 stars (sample ratings have been added in this MOU). As E-Learning in India alone expected to become a 6 billion dollar market (42,000 crores), Contramind in collaboration with AIMIT (St. Aloysius College, Autonomous) is interested in catering to this market with high quality offerings which offer an enjoyable learning experience. In this regard, this MOU will cover the points as stated below for the proposed collaboration.

Proposed Collaboration

The Collaboration will be as follows:

- AIMIT (St. Aloysius College, Autonomous) and Contramind will jointly certify courses as agreed between them through prior consent. As these courses are short term (6-12 weeks) and similar to industry based training programmes, the certification will be towards a Completion Certificate. An additional certification is also added to the course from St. Josephs Institute of Management, Bangalore. This multiple certification will add to the value of the course and investors who will look at expanding market opportunities to the advantage of all. A sample of the certificate is given at the end of this MOU
- The Certifications will be on a course to course basis, multiple or otherwise. The reason for this is that there will be some courses which would not be in the interest for AIMIT (St. Aloysius College, Autonomous) to certify as they may be of a technical nature and will need other certifications (Example Scrum or Agile certifications, or Quality based certifications).
- The Present Certification that is being jointly/multiply done is for the Course 'Digital Transformation before and after Covid19' which is covered through the terms of this MOU and will not need additional documentation. For any other course, a request from Contramind and an acceptance from the Director of AIMIT (St. Aloysius College, Autonomous) will be enough to allow certification of the course, subject to satisfying AIMIT (St. Aloysius College, Autonomous) on the course value. In all such cases, the original terms of this MOU will also apply to additional certifications



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All students of AIMIT (St. Aloysius College, Autonomous) will be allowed free access to all courses that have joint/multiple certification of AIMIT (St. Aloysius College, Autonomous), Contramind and others. For courses that are of a technical nature (example: agile and scrum courses) and not certified by AIMIT (St. Aloysius College, Autonomous) and Contramind, Contramind will attempt to get the best deal possible for the students of AIMIT (St. Aloysius College, Autonomous), and even free if so allowed. However, that will depend on the nature of the course. As these may be technical courses, it will also require certain minimum qualification criteria which students of AIMIT (St. Aloysius College, Autonomous) will have to fulfil.

Contramind will also be adding 3 more courses: Blockchain and Cryptocurrencies, Artificial Intelligence and Machine learning and Robotics. These courses are non-technical in nature, but have enough technical knowledge to allow a significant understanding of the domain. As in the present course of Digital Transformation, they will be targeted towards HR, Marketing and Finance executives in the 22-35 age group who will look at re-skilling or up-skilling to improve or secure their job prospects. The joint/multiple certification for these courses will follow the procedure as agreed upon prior to their launch, i.e. a letter from Contramind and a corresponding acceptance from AIMIT (St. Aloysius College, Autonomous) and subject to the terms of this MOU.

Contramind will offer AIMIT (St. Aloysius College, Autonomous) a royalty of 10% on all receipts received. This will be on gross amounts and not net amounts. It will be on receipts. The royalty will not apply to courses not certified by AIMIT (St. Aloysius College, Autonomous) and Contramind be it technical courses or otherwise.

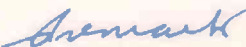
All Royalty payments to AIMIT (St. Aloysius College, Autonomous) will be done by the 10th of each month, covering the 1st to 30th of the previous month. This will cover actual receipts of the courses jointly/multiply certified, not the listed prices which will change due to discounts, one time payment agreements for mass business or other such marketing or business agreements. AIMIT (St. Aloysius College, Autonomous) if so required, and at any time, will be given copies of such agreements and will have access to information on certifications done, but the final business decisions on marketing and prices will rest with Contramind.

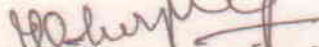
AIMIT (St. Aloysius College, Autonomous) or Contramind can withdraw from the MOU with a notice of 60 days. However, the certifications for those who have already paid or are in process of course completion will be given as a matter of commitment previously done. This MOU is valid for a period of 3 years from date of issue and renewable.

In the event of investment received by Contramind, which is a high possibility, AIMIT (St. Aloysius College, Autonomous) will have the opportunity to also be part of the new entity by jointly/multiply certifying new or old courses if it is in its interest to do so and will be so consulted at the appropriate time, so that all may benefit.

Contramind is represented by Dr. Joseph Rasquinha, the Founder who also acts as the Course Curator and Chief Quality Controller and whose decisions on Contramind are final, but who will consult with AIMIT (St. Aloysius College, Autonomous) on joint certification courses when so required.

If AIMIT (St. Aloysius College, Autonomous) staff wish to contribute courses, Contramind may or may not be agreeable to do so, but will require an NOC from AIMIT (St. Aloysius College, Autonomous) to ensure that their time is not diverted from their core activities and are in Sync with AIMIT (St. Aloysius College, Autonomous) management objectives.


Principal (St. Aloysius College Autonomous)
Principal


AIMIT, Director (St. Aloysius College, Autonomous)


Contramind, Founder

ST. ALOYSIUS COLLEGE (AUTONOMOUS)
MANGALORE-575003

Authorised Signatory

Authorised Signatory

Dr. Joseph Rasquinha, Ph.D.



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Reviews and Certification

We have received reviews of 4.7 so far from the people doing the course, "Digital Transformation Before and After Covid19". This is from around 10% of the people doing the course. A few sample reviews are given on the right

The course Completion Certificate is given below. Minor changes may occur, but the format will be the same as given below

Hello!

You've got a new review by ELVISON D'SOUZA on Digital Transformation in the face of Covid19!

Title: Best educational videos with good presentation and music

Comment: Very well planned and sensitive use of pictures and graphics for better understanding for students.

Rated 4 out of 5

Hello!

You've got an updated review by Thanzar Ali on Digital Transformation in the face of Covid19!

Title: Good

Comment: Superb

Rated 5 out of 5



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AIMT, Director (St. Aloysius College, Autonomous)

Contramind, Founder

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Dr. Joseph Rasquinha, Ph.D.

May, 2020