



**COMMISSIONERATE OF COLLEGIATE EDUCATION,
GOVERNMENT OF TELANGANA**

And



Retailers Association's Skill Council of India

On

SKILL DEVELOPMENT INITIATIVES IN RETIAL SECTOR

Date: 19.10.2022 | Hyderabad | India

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (MoU) is signed on the 18th day of October 2022 by and between

The Retailers Association's Skill Council of India (RASCI) - established by the Ministry of Skill Development and Entrepreneurship (MSDE) through the National Skill Development Corporation of India (NSDC) - having its registered office at 703-704, A Wing, Sagar Tech Plaza, Andheri-Kurla Road, Sakinaka, Andheri (East), Mumbai - 400 072 represented by its Executive Head Mr James Raphael as the **FIRST PART**,

And

Commissionerate of Collegiate Education, Government of Telangana having its office at 3rd Floor, Vidya Bhavan, Nampally, Hyderabad-500001 hereinafter called as '**CCETS**' (which expression shall mean and include its heirs, successors, executors, administrators, authorized representatives and permitted assignees of the **OTHER PART**).

The Retailers Association's Skill Council of India (RASCI) and CCETS are hereinafter collectively referred to as the **Parties** and individually referred to as the "**Party**".

Whereas, The First Party, with the objective of creating manpower with the necessary Knowledge, Skill, and Attitude for employment across the Retail Sector and its allied sub-sectors, has designed skill integrated education programmes with embedded stipend-based Apprenticeship and conducts the same in collaboration with Higher Education Institutions all over the country.

And whereas, The Second Party, is desirous of launching apprenticeship based UG Degree Programmes in Retail Domain in a few Government Colleges from the Academic Year 2022-23 in collaboration with RASCI.

THE PARTIES AGREE AS FOLLOWS:

Purpose

1. The objective of this Agreement is to launch and efficiently conduct stipend-based Apprenticeship Embedded UG Degree Programmes (AEDP) in Retail Domain as mentioned in Appendix A (hereinafter referred to as 'AEDP') from the Academic Year 2022-23 at the premises of the mentioned Government Colleges under the control of



the **CCETS** in collaboration with the **RASCI**. Appendix A may be updated by both Parties every year in consultation with each other.

Obligations of RASCI:

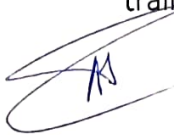
1. Register the Colleges mentioned in Appendix A (hereinafter referred to as 'Colleges') as participating Institutions.
2. Aggregate Industry demand and share Industry pre-screening criteria with participating colleges ahead of programme launch & admission process.
3. Facilitate Industry participation in candidate orientation, faculty development programme and guest lectures.
4. Facilitate Employer on-boarding and creation of apprenticeship opportunities on www.apprenticeshipindia.gov.in for all the students enrolled under AEDP.
5. Facilitate registration of Colleges on Apprenticeship Portal as Basic Training Provider (BTP) & Basic Training Centre (BTC) as per Apprenticeship Curriculum.
6. Develop and continuously improve an appropriate curriculum that ensures imparting of Knowledge, Skill, and Attitude to students undergoing AEDP.
7. Provide colleges scientifically developed and continuously improved curriculum for implementation.
8. Allow colleges to use RASCI logo and mention in collaboration with RASCI' in all its promotional materials/ stationery.
9. Conduct training programmes for faculty members of colleges managing AEDP in the contemporary Teaching-Learning Process for Retail courses, in online/ offline mode.
10. Provide access to online learning materials for Retail Courses to faculty members and students at participating colleges.
11. Provide stipend-based apprenticeship to every enrolled student under AEDP, from the first year till degree completion.
12. Ensure all student-apprentices under AEDP get monthly stipend during the apprenticeship period as per the provisions of the Apprentices Act, 1961.



13. Share apprentice OJT calendar of respective Industry partner with the college for seamless implementation with adopted curriculum.
14. Periodically assess performance of student-apprentices, share results with colleges and issue apprenticeship completion certificates to students who successfully complete their apprenticeship
15. Guarantee placements with prescribed minimum or above minimum wages at levels commensurate to their capability including supervisory level on successful completion of their degree.
16. Assist the colleges in the Annual Assessment of Academic Process (AAAP) to continuously improve the objective of graduating industry-relevant manpower.
17. Perform such other duties as may be mutually agreed with the First Party.

Obligations of the Participating Colleges:

1. Take appropriate steps to get the Apprenticeship Embedded Degree UG Programme (AEDP) approved by various academic bodies like the Board of Studies, Academic Council, and University with which the Colleges are affiliated.
2. May modify the model regulations and curriculum created by the First Party, wherever necessary, to suit the local requirements without altering the basic structure and focus of AEDP.
3. May modify the suggested evaluation/ assessment criteria (as given in the Model Curriculum) wherever necessary to suit their norms, standards, and practices.
4. Appoint a nominee from RASCI/ RASCI nominated industry representative as a Member of the Board of Studies pertaining to the AEDP. The RASCI nominee shall be invited to participate in meetings of the Board of Studies whenever convened.
5. Make available necessary classrooms, faculty, library, laboratory resources including a Smart Classroom with specifications mentioned in Appendix B for offline/ online interactive lectures arranged by the First Party.
6. The Colleges shall depute its faculty members for participation in all training programmes conducted by the First Party.



7. Take necessary steps to popularise AEDP in the region where it operates and facilitate admission of suitable students to the extent of sanctioned intake capacity within the last date of admission.
8. Enrol students under AEDP aligned with industry pre-screening criteria as shared by RASCI.
9. Admit permitted number of students under AEDP within the last date of admission as declared by the First Party. Admission of candidates after the last date of admission may be permitted with mutual consent.
10. Ensure admission of suitable students who are willing to take up apprenticeship training as embedded in the curriculum.
11. Obtain a joint undertaking, in the format provided by the First Party, signed by every admitted student and his/her parent on the compulsory nature of apprenticeship training as embedded in the curriculum.
12. Ensure development of students worthy of both apprenticeship and final placements in terms of their domain knowledge & soft skills.
13. Ensure proper attitude and behaviour of its students while in apprenticeship and accept expulsion of its students from apprenticeship assignment due to behavioural and attitudinal issues.
14. Make necessary arrangements for guest lectures as scheduled by the First Party.
15. Make any other arrangements as necessitated by the University to which it is affiliated for proper conduct of AEDP.
16. Periodically provide to the First Party all necessary data/ information about the conduct of AEDP.
17. Conduct the Annual Assessment of Academic Process (AAAP) along with First Party to continuously improve the objective of graduating industry-relevant manpower.
18. Provide travel and stay including local conveyance to the visiting experts deputed by the First Party for AAAP.
19. Conduct AEDP only at the agreed centres, unless consented by the First Party.



20. Appoint and notify a Programme Coordinator and a Single Point of Escalation for all aspects of the MoU to interact and communicate with the First Party on a regular basis.

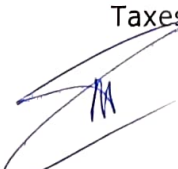
Service Fee:

1. College shall transfer a Service Fee of Rs 5000/- per admit per Academic year to RASCI at the beginning of the course/ academic year within 15 days from the closure of admissions.
2. No additional faculty training fee shall be charged from the colleges.
3. No apprenticeship facilitation/ collaboration fee shall be charged.
4. No additional assessment fee shall be charged for six assessments over three years.

Return on Investment

S.No.	Description	Year I	Year II	Year III	Total
1	Service Fee per admit	5,000	5,000	5,000	15,000
2	Apprenticeship Facilitation Fee per admit.	-	-	-	-
3	Accidental Insurance Premium per admit.	-	-	-	-
4	Assessment and Certification Fee per admit.	-	-	-	-
	College investment per admit	5,000	5,000	5,000	15,000
1	Minimum Stipend (INR 4,000 @ 15 days of OJT per month)	@6 mths = 24,000	@6 mths = 24,000	@9 mths = 36,000	@21 mths = 84,000
	Guaranteed minimum return on investment per admit	24,000	24,000	36,000	84,000
	Industry investment per admit	19,000	19,000	31,000	69,000

Taxes as per the prevailing Laws, Rules and Regulations are applicable.




Course Materials:

1. Online Course Materials comprising Script, Video Lectures, Additional Reading Materials, Discussion Forum, and Self-assessment questions on all Domain Courses are customised for apprenticeship-based degrees in Retail, developed and copyrighted by the First Party for the exclusive reference of students pursuing apprenticeship-based degrees in Retail and faculty members.
2. The First Party may make constructive suggestions to improve the Course Materials to make them contemporary and useful to the students.
3. The First Party shall not download and use or share the copyrighted Course Materials developed by the second Party with inputs from the first Party for any other purpose.

Term of MoU:

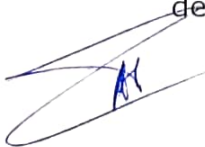
1. The MoU shall be valid for **Five** years, that is, the term required for completion of the three-year UG programme by three consecutive batches of students admitted from the Academic Year 2022-23.
2. Validity of agreement shall be extended for further periods/batches on mutual consent between both Parties.

Termination:

1. The MoU would stand cancelled if the Degree/s, for which the MoU has been signed, has/have not been launched / implemented in the Academic Year mentioned in Clause 1 above.
2. The agreement might be revoked by either Party, if the term/s of this MoU is / are violated by either Party.

Force Majeure:

1. Force Majeure would include natural and unavoidable catastrophe that interrupts the expected course of events.
2. Both Parties shall not be liable for penalty, liquidated damages or for default, if and to the extent that, its delay in performance or other



failure to perform their obligations under the agreement is the result of an event of Force Majeure.

3. For purposes of this clause, "Force Majeure" means an event beyond the control of both Parties, not involving any Party, not involving the any Party's fault or negligence, and not foreseeable. Such events may include, but are not restricted to, instances of wars or revolutions, fires, floods, epidemics, quarantine restrictions, and transport or freight embargoes that might have an impact on the performance of the any Party.

Dispute Resolution:


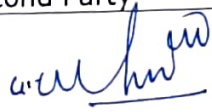
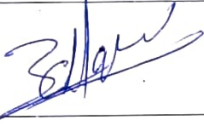

1. The Parties to the MoU shall make every effort to resolve amicably by direct informal negotiation any disagreement or dispute arising between them under or in connection with this Agreement.
2. Any dispute or difference whatsoever arising between the parties to this Agreement out of or relating to the construction, meaning, scope, operation or effect of this Agreement or the validity of the breach thereof, which cannot be resolved through the above-mentioned method, shall be referred to a sole Arbitrator to be appointed by mutual consent of both the parties herein. If the parties cannot agree on the appointment of the Arbitrator within a period of one month from the notification by one party to the other of the existence of such dispute, then the Arbitration shall be governed by the CCE, Telangana and the Executive Head of Retail Sector Skill Council.
3. The provisions of the Arbitration and Conciliation Act, 1996 will be applicable and the award made thereunder shall be final and binding upon the parties hereto, subject to legal remedies available under the law. Such differences shall be deemed to be a submission to arbitration under the Indian Arbitration and Conciliation Act, 1996, or of any modifications, Rules or re-enactments thereof.
4. The Arbitration proceedings will be held at Hyderabad.



Effective Date of Agreement:

This Agreement shall be with effect from the date of signing this Agreement.

In WITNESS WHEREOF the Parties hereto have executed this Agreement as of the day and year herein above written.

Signed by the authorised signatory of the First Party	Signed by the authorised signatory of the Second Party
Sign: 	Sign: 
Name: Mr James Raphael	Name: Dr.G.Yadagiri
Designation: Executive Head	Designation: Regional Joint Director of Collegiate Education, Telangana
Address: 703-704, A Wing, Sagar Tech Plaza, Andheri-Kurla Road, Sakinaka, Andheri (East), Mumbai - 400 072	Address: III Floor, Prof. Jayashankar Vidya Bhavan, Nampally, Hyderabad, Telangana
<u>Seal</u>	Regional Joint Director O/o. Commissioner of Collegiate Education Govt. of Telangana, Hyderabad.
Witness	Witness
Sign: 	Sign: 
Name: Sameer Marakapudi	Name: DR. D.T. CHARY
Designation: Head Academics	Designation: ASO (JIC)
Organisation: RASCI	Department: CCETS
Address: 703-704, A Wing, Sagar Tech Plaza, Andheri-Kurla Road, Sakinaka, Andheri (East), Mumbai - 400 072	Address III Floor, Prof. Jayashankar Vidya Bhavan, Nampally, Hyderabad, Telangana



Appendix A

PROGRAMMES FOR WHICH MOU IS SIGNED (REF. CLAUSE 1)

S. No.	Programme (Degree)	College with full address	Intake Capacity	Commencement Year
1	Apprenticeship Embedded Degree Programme (AEDP) - BBA in Retail Operations	Government City College(A) , Nayapul	60 or the capacity sanctioned by the University to which the Institution is attached / affiliated with, whichever is lower.	2022-23



Appendix B

SPECIFICATIONS OF SMART CLASSROOM (REF. CLAUSE 20)

No.	Equipment	Specification
1	PC or Laptop	Min i3 Processor, 4GB RAM, 500GB HD, CPU usage below 50%
2	Webcam	HD with 4x Digital zoom with 2 in Built Stereo Microphone
3	Echo Cancellar EHD	USB based Echo Cancellation DSP. (Has Microphone input and Audio Output and USB Audio Port for Unified communication)
4	Audio system	Existing Audio system with cordless mic
5	Projector	4000 lumens Projector
6	Internet	Broadband connectivity with static IP of 1 GB bandwidth

Note:

- a. Equipment already available with the Collaborating Institution can be used.
- b. There is no need for an exclusive PC or Laptop (Sl. No. 1) for the Smart Classroom.

