MEMORANDUM OF UNDERSTANDING

BETWEEN

CMR TECHNICAL CAMPUS

AND

COIGN EDU & IT SERVICES PVT. LTD.

COIGN

CMR Technical Campus (CMRTC) and COIGN Edu & IT Services Pvt. Ltd. (COIGN) have signed a Memorandum of Understanding (MoU) on 10th JULY, 2014 at Hyderabad to establish a TECHNOLOGY BUSINESS INCUBATOR (TBI) at the College Premises.

This MoU is initially for a period of three years and may be extended further with mutual consent. Amendments to the MoU may be proposed at any time but will be valid only after approval by the Council / Executive Committee of both organizations.

The features of the MoU are as under:

- CMRTC and COIGN will mutually discuss and define the projects to be developed in every semester.
- CMRTC and COIGN will jointly decide the Executive Committee, Faculty Team and Students Team to be involved in the TBI.
- CMRTC and COIGN will mutually provide the resources needed for the implementation of the projects in the TBI.
- CMRTC and COIGN will mutually monitor the progress of the INCUBATOR by executing Quarterly, Semester and Annual Review Meetings.
- CMRTC and COIGN will provide a platform to produce YOUNG ENTERPERNEURS start their dream initiatives and gain BROAD exposure on business skills.

ADDITIONAL SECTIONS OF THE MOU

1.0 ASSOCIATED INCUBATEE

Web Cognize Softech Pvt Ltd, A Web Development Company will plan a pipeline of various project modules for each semester. TBI team should deliver the planned projects with respect to the given deadlines.

- Web Cognize will be responsible for complete knowledge transfer of the Domain Expertise.

- Web Cognize will allow the TBI team to visit their premises for few important discussions.

- Web Cognize will also introduce MULTI DISCIPLINARY PROJECT activities in the near future.

NOTE: In the tenure of 3 years, new INCUBATEES will be associated to the TBI and a parallel project development tasks other student development teams will be taken by the TBI to accomplish them.

2.0 ROLE of COIGN

COIGN will actively play a bridge role between the INCUBATEE and the COLLEGE. They are responsible for

- Training the students to improve their technical capabilities to complete the development tasks assigned by the Corporate.
- To assist the students during the Design & Development phase of the assigned projects.
- Students should be given sufficient training material, assignments & reference websites for various concepts to develop them into experts.
- COIGN should also provide few of its sessions in their premises at TARNAKA.

3.0 ROLE of the COLLEGE

- **Lab Space:** Minimum numbers of 30 systems are needed in the Lab space.

- **IT Infra:** LAN, Necessary Software's, Leased Line (min 10 mbps), Wi-Fi, Printer, Scanner, Projectors, Meeting/Discussion rooms etc..,
- Hostel Facility is not mandatory, but if provided will be effective.
- Transport facility for the corporate representatives should be provided by the college.
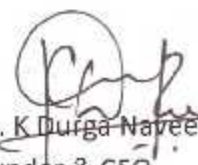
4.0   NON DISCLOSURE AGREEMENT

Both CMRTC and COIGN will sign a Non Disclosure Agreement stating that each will not disclose proprietary, sensitive or confidential information of the other in public or private.

Authorized Signatures:

Mr. Dr. A. Raji Reddy
Director,

CMRTC,
Hyderabad.

Mr.
Chairman,

CMRTC,
Hyderabad.

Mr. K Durga Naveen Kumar
Founder & CEO

COIGN EDU & IT Services,
Hyderabad

COIGN's

TECHNOLOGY BUSINESS INCUBATOR

@

CMR TECHNICAL CAMPUS

IN ASSOCIATION WITH

CONCEPT

TECHNOLOGY BUSINESS INCUBATOR (TBI) at CMRTES is a unique concept designed & proposed by COIGN EDU & IT Services Pvt. Ltd which creates a platform for Entrepreneurs, Investors, Mentors, Trainers, Students & Faculty to explore, innovate, get trained and develop applications which in itself give rise to a business model. This center will also continuously train both students and faculty in various technologies by conducting guest lectures, workshops & short term training courses in the college premises.

These short term practical training modules when embedded into the time table and run parallel to the semester curriculum will be effective enough to transform the students into technically employable professionals and the faculty more proficient.

Initially, we can kick start developing applications for surrounding gram panchayat offices, build websites & mobile apps for product based companies and slowly strengthen the developing team to build complex applications.

VISION STATEMENT:

To be a part of the CMRGI family and provide a **ONE STOP SOLUTION** for all the technical needs of a student and striving towards filling the gap between industry & academia through training and software solutions.

After undergoing our training, every student should turn out to be an **ASSET** not only for the college but also for the corporate.

"We develop the students into Assets, not just merely train them"

OBJECTIVES:

- To make the students accustomed to the **CORPORATE** work style through **HANDS ON** training with a **PRACTICAL INSIGHT**.
- To provide the students with a **NEVER ENDING LOOP** of practices that fulfills all their technological needs.
- To give the students **GLOBAL EXPOSURE** on the *Up To The Minute TECHNOLOGIES & TOOLS* of the **INDUSTRY** by conducting various **GUEST LECTURES & WORKSHOPS. Even we encourage internship programs.**
- To see to it that the students get equipped with **CAPABILITIES** to face any kind of **TECHNOLOGICAL CHALLENGE** from the **INDUSTRY.**
- To produce **YOUNG ENTERPERNEURS** *start their dream initiatives and gain **BROAD exposure** on business skills.*

ABOUT INCUBATEE

WEB COGNIZE SOFTECH PVT LTD:

We are a Web Design, Development & a SEO/SMO/SEM Company, Joint Venture with VBL Technologies, North Carolina, U.S.A. Started in 2010 with a vision to serve a strong Web Presence for Global SME sector. With Paveya.com, we have focused on following services offering to our clients.

1) WEB DESIGNING with HTML 5 & J-Query

2) PHP & Content Management System (Word Press)

3) SEO/SMO/SEM & E Commerce Products

THE TEAM

1. Raju Uppalapati – Founder & Managing Director

prior to this, he is also CEO of BD&A Realty & Construction Inc. BD&A is a successful provider of truly distinctive residential custom home design, construction, development, real estate sales, and marketing services on the Outer Banks and Eastern North Carolina. During the past 20 years BD&A has built over 1,700 of the finest custom designed homes. In addition, he is the founder of several successful business start-ups involved in the Real Estate, Hospitality, Financial, and Technology sectors. Mr. Uppalapati is a licensed Real Estate Broker in North Carolina & Virginia. Mr. Uppalapati received his MA in International Management from the University of Texas, Dallas and his MBA from Wright State University, Dayton, Ohio. Mr. Uppalapati currently serves on the Board of Bank of the Commonwealth (NASDAQ –CWBS), Norfolk, VA. He is currently serving on several small business advisory boards. He is a past Director/Treasurer of the Outer Banks Tourism Board, Director/Treasurer and Vice Chairman of the Outer Banks Chamber of Commerce and he served on many other professional and charitable organizations.

ABOUT COIGN

COIGN was registered as a Private Limited Company under Companies Act, 1956 on Sep 26th in the year 2006. COIGN is a Software Development and Training Company. We train Corporate, Graduates and Post Graduates in latest **Software Technologies & Languages, Software Projects, Employability Skills**, and above all provide **Career guidance**. We majorly focus on bridging the gap between the Academia and Industry through the above Services.

COIGN has a software development division which has developed a Web Application **'knowDedge' –** An E-learning and Test taking portal**, Google Android** Application Development and has also established **"WEBCOGNIZE"** a WEBSITE and WEB APPLICATION Development Company**.** We believe in Technology innovation in our Training Services and being in line with latest technologies by learning and developing software applications.

COIGN also has Overseas Education Consulting Division **MSKOOLS**, which provides University cum Visa related guidance and training for Graduate Record Examination **(GRE)** / Test of English as a Foreign Language **(TOEFL)** / International English Language Testing System **(IELTS).** We focus on directing students to get into the best universities and obtain the best of MS education.

At the onset, we were a bunch of individuals who started off well as Engineering graduates settled in their respective fields of work and came together with a vision towards creating a one stop training solution replete with innovative learning resources and never ending commitment.

ACCOPLISHMENTS TILL DATE:

- Developed software products namely 'knowDedge', GRADS ZONE, RECMS … many more.
- Trained over **24,000+** students till date.
- Assisted over **7000+** students to enter their dream Universities for pursuing their **higher education in the USA, Canada & Australia through MSKOOLS – a Network of Present & Ex Graduate Students**.
- Established Web Cognize Softech Pvt Ltd as on 2010, A Web Development Company, a JV with **VBL Technologies (North Carolina, USA)**.
- MOU's with **MICROSOFT**, **CELKON** & **CSI Hyderabad Chapter**.
- Conducted Corporate Training for MNCs like **HCL, CTS, Siemens India, and Thompson Reuters.**
- 75 Employee company.
- Deployed real time Mobile Apps for Android in **Google Play.**
- Conducts 150 Workshops every year.
- Partners with **Amazon Cloud & Microsoft.**

THE TEAM @ COIGN

1. **K. Durga Naveen Kumar – Founder & CEO.**

   Has an experience of 6 years Software Development in IT Industry. Has the experience of working with reputed companies like Value Labs & High Points Learning (a Product based Company). And to top it, has an overall experience of 9 yrs in the field of providing **Training** as a service. He also heads the Marketing division of COIGN. An avid movie buff and a person with lot passion towards building an enterprise; he is a graduate from KITS, Warangal with a degree in Electronics and Instrumentation.

2. **G. Pavan Kumar – Director & Head – Training.**

   Brings with him 7 years of experience in training and development in the Education and IT industry. Apart from being an idealist with entrepreneurial experience, a keen market observer and a great analyzer, he is involved in executing various Modules on Aptitude Development, Personality Development and other Campus Recruitment related Training. He is a graduate from National Institute of Technology, Warangal with a degree in Chemical Engineering.

3. **G. Srinath Reddy – Director & Head – Technical (Software).**

   Has been into Software Development - IT industry for about 7 years now. Incharge for the Software Development, Software Research and Academic Projects Development & training related tasks in COIGN, he is a CBIT Alumni from Hyderabad - Mechanical stream, however, his passion towards making the people strong in IT- technologies and his expertise in Software Development has made COIGN excel in Software Development.

4. **K. Seshu Sanyasi Naidu – Director, Process Management.**

   Takes care of the Legal, Financial & Process Management aspects at COIGN. A graduate from Vasavi College of Engineering, Hyderabad with a degree in Mechanical Engineering, an ardent dancer, with a 3 year experience in a Software MNC, followed by a 2 yr experience in a finance organization, he works meticulously to formulate Financial and Operational processes at COIGN.

5. **Shilpa Sri Karra – Director, Head – HR & ADMIN, COIGN.**

   Takes care of the HR & Admin departments in COIGN and is involved in formulating processes related to both the departments. With an experience of 3 years at KOTAK MAHINDRA BANK LTD., she brings with her a broad insight about HR Management & Administrative Processes. A Management Post Graduate by choice from CBIT, Hyderabad with a

specialization in Human Resources and Financial Management with fervor to acquaint maximum number of students to with the industry trends and needs.

ACTIVITIES @ INCUBATOR

Following are the various activities planned for the incubator in the coming 2 yrs.

1) Mobile App Development
2) WEB Application Development (.Net, Php, Advanced Java etc..,)
3) Cloud Computing
4) Big Data
5) Software Testing (Manual & Automated)

Students will get trained on the above technologies and start their own development center in the college. They will also automate few processes for few government offices in and around their college.

Example : Process for a MOBILE APP DEVELOPMENT PROJECT :

Team Selection

1) Selection of 15 Trained Students from 2nd, 3rd and 4th yr. respectively.
2) Selection of 2 faculties from the respective department.
3) Selection of COIGN representative (Trainer cum Developer) for constant assistance to the students.

Training on Technology

1) Selected students will be further trained on corresponding technologies in the college and at the training premises @ COIGN.

Understand the Domain Expertise

1) Students will be given complete domain expertise by the representatives from COIGN.
2) Students will also have few discussions at the Head office of COIGN.

Application Development

1) Mock ups and Proxy Tables necessary for the project will be given by COIGN.
2) Students will be given targeted deadlines to complete the development work.
3) Students should be in continuous communication with the COLLEGE Spoc & COIGN representative.
4) Review meetings & Skype conference calls will be conducted in regular intervals.

Deployment

1) Application will be handed over to COIGN. Maintenance & additional updates in the product will be worked upon in the center.

On the completion of this project, INCUBATOR can start working on a larger scope projects in the coming years.

FUTURE PROSPECTS OF THE INCUBATOR

1) To increase the associated companies count to 10 who has expertise in varied domains and technologies.
2) Multi-Disciplinary Development Activities should initiate in the center.
3) Should work in sync with the Aakash vision for the rural areas in Tablets space.
4) Center should get converted into a Business Model and start producing Entrepreneur's with at least 3 start ups an year.
5) Students should be able to compete in various international technical competitions across the globe.

NOTE: Confidentiality of the data has to be maintained. Students have to sign an agreement in this regard.

INFRASTRUCTURE @ COLLEGE

A) **Lab Space:** Minimum numbers of 30 systems are needed in the Lab space.
B) **IT Infra:** LAN, Necessary Softwares, Leased Line (min 10 mbps), Wi-Fi, Printer, Scanner, Projectors, Meeting/Discussion rooms etc..,
C) Hostel Facility is not mandatory, but if provided will be effective.
D) Transport facility for the company representatives should be provided by the college.

Training Programs @ INCUBATOR

1) FACULTY TRAINING PROGRAM

In this program, COIGN will conduct workshops on various technologies for the faculty members from the branches that are having computers as a part of their curriculum like CSE, IT, ECM, MCA and extend this to other branches in coming days.

Objective: To enable every department staff member to be in a position to guide their students on the latest industry trends and technologies along with their curriculum. COIGN will also be responsible for conducting workshops on curriculum subjects which are not covered in the university syllabus by Subject Matter Experts (SMEs). By this program, faculty members will get a chance to see the subject beyond the boundaries of curriculum. This will make them much comfortable with subject too.

Faculty Development Program Modules

ID	Course	Objective
F001	DOTNET TECHNOLOGIES	Faculty should be able to develop web applications with database connectivity.
F002	JSP/SERVLETS, HIBERNATE & SPRING	Faculty should be able to develop web applications with database connectivity.
F003	ANDROID (MOBILE APPLICATION DEVELOPMENT)	Faculty should be able to develop mobile applications and deploy them into Mobile devices.
F004	AMAZON CLOUD WITH DOTNET OR JAVA	Faculty will be in a position to understand working with One OOP language and Cloud Services

2) STUDENT TRAINING PROGRAM

In this program, COIGN will train students across CSE, IT, ECM, MCA departments on latest cutting-edge technologies to make them industry ready assets.

Objective: To focus on reducing the gap between the Industry and Academics Students are the future engineers; they should be trained on vital industry skills, in the campus itself. This will always give a better chance for more number of students getting employed into relevant industry. COIGN will also, closely work with leading IT firms, understand their needs and expectations from fresh graduates and mould the graduates accordingly.

Participants: (CSE, IT, MCA)

Course name	Case Study
Data Structure	Mini Google Search Engine
Algorithms	Real Time Algorithms: (low fare routing, compression algorithms and disk Scheduling OS level algorithms **Case study:**Low Cost Routing application of a given Countries-Cities and Compression of files
Web Development Using Advanced Java	**Case Study**: Online Attendance system & Web based Snakes & Ladders Online Game
Advanced Programming (Pearl & Python)	**Case Study**: Natural Language Interface to Databases (NLIDB)
Android Application development	**Case Study**: College Phone book, Real time Utilities.
PHP with MYSQL	**Case Study**: Online Student management system for college
Amazon Cloud Computing With Android	**Case Study**: Cloud based Recycle bin
Web application Development	**Case Study: Automate mobile results from JNTU, Automating college Transport**

using Dotnet	**department**
System based applications using Dotnet	**Case Study: Billing generated applications in Supermarkets**
Cloud Computing with Dotnet / Java	**Case Study: Cloud Records**
J2ME and Servlets	**Case Study: Save lives (A blood donation camp system)**
Dotnet Certification & SCJP	
Network Certification (A+ and N+)	
Oracle Certification	

Workshops

Workshop Name	Contents
Software System Design	All UML diagrams Case Study: Online Examination portal
IT Workshop	Productivity Tools (word Processor, Presentation tools, Spread Sheets) Computer Workshop: (PC Hardware Assembling, System & Application Software Installation, Trouble Shooting) IT - Business Plan: (What is an "Investor Ready"

	Business Plan, Management, Customers, Product/Service Description, Marketing Plan, Barriers to Entry)
Database Management Systems	DB Designing of Metro-Railways HYD
Cloud Computing	Working with Amazon Cloud Computing
Android App Development	Basic DB based apps
Android with Cloud Computing	**Case Study:** Working with AWS
Cloud to Device	**Case study**: Message app from Google CDM Service
Data Mining	**Case Study**: Working with Weka tool, working with chess data set.
Dotnet with Cloud Computing	**Case Study:** Work with S3 and SimpleDB to make a music player online
Facebook apps	Working with Facebook apps
Webworks	**Case Study:** Build a personal website and host it in live.
Android for Education	**Case Study:** Attendance system on Tablet
Blackberry for Education	**Case Study:** Voting on Mobile
Testing tools	

NOTE:

1. **All the training programs conducted in the incubation centre will be executed with 95% hands – on training methodology.**

2. **Guest Lectures & Workshops will be conducted every semester to create exposure towards various latest technological concepts & research topics.**

Our Methodology

At COIGN, when we started the Technology Training, we adapted the same methodologies and made sure that every aspect, right from the Infra to the Training material should meet the needs of practical training. We also made sure that our training content should meet the current day industry requirements. Aspects that we consider as our key assets in training are making a student understand the importance of:

- *Coding standards*
  &
- *Writing quality code*.

It is difficult to come across long boring theory sessions in COIGN's Technology Training, but extensive *Practical sessions* are a must.

At COIGN, we work more on improving the quality of our training program rather than working on the quantity of students being catered to. We consider the fact that *Quality* ropes in *Quantity*.

"CMRGI INCUBATOR SHOULD CREATE PLATFORM FOR STUDENT START UPS AND IMPROVE THE OVERALL PERSPECTIVE, PERSONALITY AND EXPOSURE OF THE STUDENTS."