

## MEMORANDUM OF UNDERSTANDING

### BETWEEN

**BSNL, Training Point, Visakhapatnam-530020,  
Andhra Pradesh**

AND

**CMR TECHNICAL CAMPUS  
KANDLAKOYA, MEDHCAL ROAD, Hyderabad, TELANGANA- 501401**

This **Memorandum of Understanding** (hereinafter referred to as this "MoU") is made effective on and from **23<sup>rd</sup> April 2026** (the "Effective Date")

### By and Between

**BSNL Training Point, Visakhapatnam** as the **FIRST PARTY**

AND

**CMR TECHNICAL CAMPUS, Kandlakoya, Medhcal Road, Hyderabad, Telangana - 501401** represented by its Director, Dr. A. Raji Reddy (hereinafter referred to as "**CMRTC**") which expression, where the context admits shall include its successors in interest and permitted assigns) as the **SECOND PARTY**.

Whereas, the BSNL Training Point is one of the Leading Telecom Service Provider in India, and is engaged, inter-alia, in developing the entrepreneurial ecosystem in the region in diverse areas of science & technology.

- a. Incubating technology based novel ideas
- b. Promoting interaction with and resourcing technology and expertise from the Incubates.
- c. Providing incubation services and promoting start-ups

WHEREAS CMRTC established in 2009 is determined to produce efficient and impeccable technological professionals to cater to the technology needs of society and to effectively shoulder the ever-changing business responsibilities at national and international levels.

WHEREAS, the Second Party considers and identifies the first party as an expert training point for in imparting the start-ups with specialized knowledge in the research, innovations, marketing, and other niches of the startup ecosystem, shows interest to collaborate with the first party in order to work together towards building robust entrepreneurial and startup ecosystem at CMRTC.

WHEREAS, both the parties agree to enter into a Memorandum of Understanding to work jointly towards a common goal to foster entrepreneurship among the student community through various sensitization and engagement programs, innovation and immersion programs and other knowledge exchange programs.

**NOW, THEREFORE, THE PARTIES TO THIS AGREEMENT HEREBY AGREE TO SET IN THE TERMS AND CONDITIONS HEREUNDER:**

1. BSNL and CMRTC agree to work closely in undertaking the following activities:
  - a. Developing Enterprise and Start-up ecosystem in the CMRTC.
  - b. Training and development program for Students and faculty on entrepreneurship in CMRTC and other interested parties or institutions of similar nature
  - c. Supporting, mentoring and incubating the start-ups of the CMRTC and other interested parties or institutions of similar nature.
2. The CMRTC and BSNL agree to work closely, exploring their available resources on mutually agreed terms, to arrange and organize the activities as mentioned in Annexure I and Annexure II covering the topics related to Innovation, entrepreneurship, and venture development. BSNL and CMRTC will spearhead the process of motivation, ideation, prototype development, necessary training through internships and events, and mentoring students and faculty towards entrepreneurship.

**3. Outcomes**

This MoU is expected to have the following outcomes:

- Flourishing entrepreneurial Culture
- Create a Repository of ideas
- Supporting up to IP acquisition
- Latest technologies from the CMRTC through the Innovation Center
- Curation of mentors and experts in different domains
- Incubation of matured ideas/pre-incubates from CMRTC at BSNL
- Revenue generation to the CMRTC through the Innovation Center.
- Impact of the CMRTC on the economic wellbeing of the region.

#### **4. Space & Basic Infrastructure**

BSNL will provide limited space, facilities and basic infrastructure in support of this initiative at BSNL campus; BSNL shall extend its facilities for the conduction of different programs such as training, exhibition, and not for any other reasons.

CMRTC shall provide the necessary space; assign manpower and facilities to conduct the programs mentioned in the agreement. It also shall extend its laboratories, workshop, and expertise for the entrepreneurs to develop their products.

#### **5. Financial Implications**

The models of engagement agreed between BSNL and CMRTC are according to the Platinum partner as shown in Annexure I. The activities that are mentioned in the agreement for fostering an entrepreneurial ecosystem in the campus will be conducted by BSNL and CMRTC jointly as part of any of the models of engagement.

#### **6. Monitoring & Evaluation**

Upon signing the agreement, both parties shall chart out the timeline/milestones on a quarterly basis. The monitoring and evaluation of the activities and the progress shall be done on regular basis by both parties.

#### **7. Outreach and Publicity**

BSNL shall display the logo of CMRTC on its website. The partnership shall be prominently displayed and mentioned in all the events and programs.

CMRTC shall display the logo of BSNL in its office at an appropriate location such as Innovation Cell/Incubation center and also on their website with a hyperlink to BSNL's official website. CMRTC shall mention the logo and the partnership with BSNL in its PR media such as brochures, flexi, social media sites relevant to the innovation cell/incubation center events and programs.

#### **8. Resolution of Disputes**

Any disputes or differences shall be resolved amicably by mediation and discussion between the Parties. If not, amicably settled within sixty (60) days of the dispute or claim arising, such dispute or claim shall be decided by a sole arbitrator appointed mutually in accordance with the provisions of the Indian Arbitration & Conciliation Act, 1996 (as amended). This Agreement shall be governed by Indian laws.

## **9. Confidentiality**

- a. During and for a period of five years from the date of termination of this Agreement, each party agrees to consider as confidential all information disclosed by the other party in written or tangible form or, if orally disclosed confirmed in writing within thirty days of disclosure and identified as confidential by the disclosing party
- b. The obligations above shall not extend to any confidential information for which the receiving party can prove that this information:
  - Is in the public domain at the time of disclosure or comes within the public domain without the fault of the receiving party.
  - is already known or become known to the receiving party
  - is received from a third party having no obligations of confidentiality to the disclosing party,
  - is independently developed by the receiving party; or
  - is required to be disclosed by law or court order.
- c. The parties acknowledge that the 'Confidential Information' is proprietary to the disclosing party, has been developed and obtained through great efforts by the disclosing parties, and that disclosing party regards all of its confidential information as trade secrets. Disclosure of the information to other parties cannot be treated as granting or conferring any rights by license or otherwise, express or implied, regarding any idea made, conceived, or acquired prior to or after the effective date, nor as granting any right with respect to the use or marketing of any product or service.
- d. Neither of the Parties shall use the name or logo of the other for any purpose whether in relation to any advertisement or other form of publicity without obtaining the prior written consent of the other Party
- e. The provisions of this Article will not apply to any information in the public domain; information in the possession of the receiving Party prior to the disclosure of the information; information which is independently developed by the receiving Party; Information required to be released by law; and information which is rightfully received by receiving Party from third parties without any breach of confidentiality obligations. This section will survive the expiration or termination of this MoU for one (1) year from the date of expiration of this MoU.

## **10. Force Majeure**

In the event that either Party is delayed or impeded in the performance of its obligations hereunder by any cause beyond its reasonable control, it shall be entitled to such extension of time for such performance as may be fair and reasonable in all the circumstances.

## **11. Indemnity**

Parties to the MoU, hereby undertakes and agrees to indemnify one another, and their personnel, consultant, agents, funders, and associated parties under this Agreement and hold them harmless and keep them at all times fully indemnified from and against all actions, proceedings, claims (including any claims raised by third parties), liabilities (including statutory liability), penalties, demands and costs (including without limitation, legal costs), awards, damages, losses and/or expenses however arising directly or indirectly, including but not limited to as a result of:

- i. Breach or non-performance by the Parties of any of its undertakings, warranties, covenants, declarations, or obligations under this Agreement; or
- ii. Any claim or proceeding brought by the Parties or any other person against BSNL, and all its personnel, management, employees, consultant, agents, stakeholders including startups and associated parties in respect of any products or services offered by Partner; or
- iii. Any negligent act or omission or default or misconduct or fraud of the Parties, Its employees, agents, sub-contractors; or
- iv. Any act, deed, omission, or non-performance on the part of the Partner or its Employees or Agents;
- v. Contravention of any law, as may be applicable from time to time, or industry practice;

## **12. Nature of MOU**

This MoU is not a legally binding document and serves only on the terms of mutually agreed terms between the parties. The said MoU shall in no form be legally enforceable and has no binding on either party/ partner involved in the same.

## **13. Amendments to the MoU**

Changes and/or deviations are likely to happen both in the context and extent of the subject matters covered under this MoU. Any modifications to the agreement shall be considered only when accepted mutually in writing by both parties by signing an amendment to the agreement.

## **14. Terms and Termination**

This MoU, unless extended by mutual written agreement of the parties, shall be valid up to 05 years after the effective date specified in the opening paragraph, provided that the second party duly contributes to the annual partnership year-on-year. This MoU may be amended or terminated or renewed earlier by mutual written agreement of the parties at any time. The agreement may not be assigned or transferred without

the prior written consent of the other party to this agreement. This MoU is executed in duplicate with each copy being an official version of the Agreement and having equal legal validity. This MoU constitutes the entire and only MoU between the parties, and all prior negotiations, representations, agreements, and understanding are hereby superseded. Either Party may at any time during the MoU term, by way of 2 (two) weeks' written notice, intimate to the other party, its intent of terminating this MOU.

## 15. Tariffs:

With the Inauguration of the Research, Innovations & Incubation center it is mandatory to organize a FDP programme with minimum 60-100 Faculty members from all the branches either from same campus or from other colleges to familiarize the Emerging & convergent technologies as mentioned above.

One day Work Shop & seminar	:	Rs. 20, 000/-
3 days Faculty Development (FDP)	:	Rs. 60, 000/-
5 days Faculty Development (FDP)	:	Rs. 80, 000/-



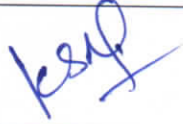
(GST Extra as applicable)

(Any additional specialized courses based on the requirement of the Institution will be designed based on the academic curriculum/ duration of the course based on the Industry Requirements with specialized domains like Semi conductor, UAV(Drones) applications, Cyber Securities, AI, IoT, M2M, Cyber Security Techniques, emerging & convergent smart applications, 4G/5G/6G wireless communication technologies etc)

### Note:

For any officers and Industry experts referred by BSNL visiting your premises accommodation in the premises based on the requirement available/ local logistics if required kindly may be arranged upon request BSNL side.

BY IN WITNESS where of the Parties hereto have caused this MoU to be duly executed, effective as of the day and year first above mentioned.

For CMRTC	For BSNL
Signed:    Director CMR Technical Campus Kandlakoya (V), Medchal (M&D), Hyderabad, Telangana-501501	Signed:    उप महा प्रबंधक (ई.वी & टी. एक्स) Deputy General Manager (EB&TX) म.प्र. दू.जि.का. / O/o GMTD भा.सं.नि.ली. / B.S.N.L. डाबगर्डेंस / Dabagardens विशाखपटनम / Visakhapatnam
Name: Dr. A. RAJI Reddy	Name: Dr. M. Satya Prasad
Title: Director	Title: Deputy General Manager
Date: 23/04/2026	Date: 23/04/2026
Witnessed by	Witnessed by
Signature: 	Signature:
Name: Dr. K. SRUJAN RAJU.	Name: