



## **Brainsoft Consultancy Services**

*Our Contribution's in your Success.....*

### **Memorandum of Understanding**

This Memorandum of Understanding (MoU) is entered on 22/04/2023 by and between:

- a. **International School of Business & Media, College of Commerce- Pune**, Sr. No. 44/1, 44/1/2, Nande Village, Pashan-Sus Road, Pune, Maharashtra - 412115.

And

- b. **BrainSoft Consultancy Services-Pune**, S.No.31(3rd-floor), Sapphire Complex, Old Mumbai-Pune Road, Dapodi, Pune-411012 Maharashtra, India

This MoU is drawn up and agreed upon to establish the cooperation between International School of Business & Media, Pune and BrainSoft Consultancy Services to bridge the divide that exists between industry and academia in the skill of recent trends in IT and provide Skilling support to the youth to enhance their employability.

### **Background and Purpose of Parties Involved**

- a. **International School of Business & Media, College of Commerce - Pune**

ISB&M College of Commerce is a pioneering and leading College affiliated to Savitribai Phule Pune University offering 3 years full time Under-graduate courses in the following disciplines- BBA, BCA (Computer Application). The programme is made up of Recent trends in IT Technology (SAP, ABAP, Artificial Intelligence, Data Mining), technical subjects. In addition to academic learning, the

ISB&M programs are supported by highly qualified team of accomplished faculty and robust academic infrastructure. We promote a culture of liberty, openness, friendship, energy, enthusiasm and a new life-style. It fosters creativity and imagination to stimulate the professional superiority and proficiency. We believe in the process of reshaping the attitude of students and giving them the opportunity to explore and rediscover themselves. As a holistic approach, an ISB&M student learns to work under very demanding schedules and perform in the most inspiring way.

- b. **BrainSoft Consultancy Services:** Mr. Bhagwat Patil is a driven xpreneur with a passion for helping people. Since Brainsoft's inception in late 1996, it has been focusing on Information Technology and has been providing Software Training, Software Development, web development, Back Office Operation solutions to domestic and overseas clients. Brainsoft is a fully equipped with knowledge, technology and scalable capacity to Training, Software Development and other services at lowest cost, and highest quality and speed. Most importantly we believe we can deliver you a clear and quantifiable proposition and Return on Investment.

## Context of the MoU

International School of Business & Media, Pune consistent efforts towards integrated development of Youth as agents of change and expertise of **BrainSoft Consultancy Services** and its years of experience in the field brought the two parties together. Realizing the skill gap that exists and ensuring that India's huge demographic dividend should not become demographic burden, both the parties thought to come together for more meaningful and sustainable intervention in the lives of youth.

## Scope of Work

- **Application Services :** Brainsoft provides complete custom application development services, application support and application maintenance to meet customer-specific business needs. Custom applications are developed according to the requirements of specific business processes or when a packaged solution has limited functionality.
- **Corporate Training:** The corporate training division of Brainsoft is focused on IT Training stresses on customized corporate training program, after understanding the requirements

Clients. We offer state of the art infrastructure facilities and ambience best suited to create our congenial environment for our clients.

- **Software Testing:** Brainsoft testing services are towards verifying that a product/application conforms to all functional, regression, performance, and usability specifications. Our objective is to make a product complete in respect to CRM. Brainsoft is one of the leading software testing service providers in India.
- **Software Training:** Courses are designed to comprehensively enable the IT industry by providing Quality IT strategy managers, software developers and programmers, software testers, system administrators, software documentation specialists, solutions architect and IT trainers.
- **SAP Services:** SAP - It is a ERP solution for business mangement that integrates all facets of a business - Planning, Finance, Materials, Sales, Marketing, Manufacturing, Human Resources etc.
- **SAP Modules:** Financial accounting & Controlling, Sales and Distribution, Material Management, Production Planning, Human Resource Management, etc.
- **Hardware Services:** We are one of the emerging business entities engaged in providing On-site Computer Maintenance and Networking Services to the clients.

## Roles and Responsibilities

### BrainSoft Consultancy Services Roles and Responsibilities

- The duties and responsibilities support for your products and/or services; or need experts to provide maintenance services, we cater all your technical as well as no-technical needs with equal perfection and dedication.
- Providing quality Support and Maintenance services to our clients.
- Brainsoft, everything else comes to backstage when Customer Satisfaction comes into consideration. We make sure our services are of quality and dedicated enough to satisfy you and your customers' requirements perfectly.
- Hiring procedure is stringent and we make sure that support technician we recruit must have the ability to perform under trying conditions.
- Mapping of student on skill development, education, and entrepreneurship.
- To facilitate that during skill training students spend reasonable time at industry internships for the on-the-job-learning.
- To facilitate employment to the skilled student with the support of industry.

### International School of Business & Media, College of Commerce- Pune Roles and Responsibilities

- a. Facilitate co-creation and execution of agreed plan with BrainSoft Consultancy Services.

- b. Facilitate functioning of the persons engaged by the BrainSoft Consultancy Services in the project
- c. Assist BrainSoft Consultancy Services in connecting with industry.
- d. Assist BrainSoft Consultancy Services in establishing Center of Excellence in University premises.

## Terms and Conditions

- a. This Memorandum shall commence from the date of its signing and shall continue for a period of one (1) years from the date thereof and be automatically renewed for successive periods of one (1) years, unless either Party notifies in writing to the other Party of its intention to terminate this MOU ninety days in advance.
- b. This Memorandum is not a legally binding contract and under no circumstances does this Memorandum subject either of the Parties to liability for breach, whether material or minor, of contract or any other liability under national or international law or any other applicable law.
- c. The Parties may nominate an identified individual to establish a "Joint Working Group" to manage and execute the cooperative activities mentioned in this MOU.
- d. Parties may use other party's logo/branding only after prior permission from each other.

## Contact Persons

### BrainSoft Consultancy Services

S.No.31(3rd-floor), Sapphire Complex, Old  
Mumbai-Pune Road, Dapodi, Pune-411012  
Maharashtra, India

Tel:9579174999

Email: [info@brainsoftgroup.com](mailto:info@brainsoftgroup.com)

### International School of Business & Media, College of Commerce- Pune

Sr. No. 44/1, 44/1/2, Nande Village, Pashan-Sus  
Road, Pune, Maharashtra - 412115.

Tel.:02035012029

Email: [isbmcc@isbm.ac.in](mailto:isbmcc@isbm.ac.in)

This MoU is prepared in two identical copies. Each Party holds one original copy duly signed by the competent authority.

Signed

Date:12-04-2023

For and on behalf of:

BrainSoft Consultancy Services

International School of Business & Media,  
College of Commerce- Pune

Mr. Bhagwat Patil



Dr. Vaman R Naik



Founder Chairman and CEO, BrainSoft  
Consultancy Services

Principal, ISB&M CoC

Witness:

Witness:

Mr. Prasad Deshmukh

Prof. Sarika Rade

A handwritten signature in blue ink, appearing to read "Prasad Deshmukh".

Faculty, ISB&M CoC

COO, BrainSoft Consultancy Services



**Globe Xpand  
Solutions**

EXPANDING YOUR PERFECT FUTURE


## Memorandum of Understanding

This Memorandum of Understanding (MoU) is entered on April 12, 2023, by and between:

- a. **International School of Business & Media, College of Commerce- Pune, Sr. No. 44/1, 44/1/2, Nande Village, Pashan-Sus Road, Pune, Maharashtra - 412115.**

And

- b. **Globe Xpand Solutions: duly registered under the Indian Trusts Act 1882, and having its office at Globe Xpand Solution, SOBA TOWER Apt, 1st Flr, A-102/103/104, Sadashiv Peth, Besides Poona hospital, Pune, Maharashtra- 411030**

Office location 

<https://g.co/kgs/Uoe61o>

This MoU is drawn up and agreed upon to establish the cooperation between International School of Business & Media, Pune and Globe Xpand Solutions to bridge the divide that exists between industry and academia in the skill ecosystem and provide Skilling support to the youth to enhance their employability.

## Background and Purpose of Parties Involved

- a. **International School of Business & Media, College of Commerce - Pune**

ISB&M College of Commerce is a pioneering and leading College affiliated to Savitribai Phule Pune University offering 3 years full time Under-graduate courses in the following disciplines- BBA, BBA (Computer Application). The programme is made up of general business, specialist

business, and liberal arts subjects. In addition to academic learning, the program emphasizes the development of real-world business skills - giving students the confidence, knowledge, and expertise to excel in a global setting.

ISB&M programs are supported by highly qualified team of accomplished faculty and robust academic infrastructure. We promote a culture of liberty, openness, friendship, energy, enthusiasm and a new life-style. It fosters creativity and imagination to stimulate the professional superiority and proficiency. We believe in the process of reshaping the attitude of students and giving them the opportunity to explore and rediscover themselves. As a holistic approach, an ISB&M student learns to work under very demanding schedules and perform in the most inspiring way.

- b. **Globe Xpand Solutions:** Mr. Avinash Randive is a driven xpandpreneur with a passion for helping people. After completing his computer engineering degree in 2007, he founded his own health insurance business with the goal of providing people with the coverage they need to stay healthy and secure. With a deep commitment to customer service and a focus on results, Avinash has built a successful team of 275+ Associates and 8000+ Clients, that has helped countless individuals and families find the insurance solutions they need. Through his hard work and dedication, Avinash has proven himself to be a true leader in the field of health insurance, and a valuable asset to his clients and colleagues alike.

## Context of the MoU

International School of Business & Media, Pune consistent efforts towards integrated development of Youth as agents of change and expertise of **Globe Xpand Solutions** and its years of experience in the field brought the two parties together. Realizing the skill gap that exists and ensuring that India's huge demographic dividend should not become demographic burden, both the parties thought to come together for more meaningful and sustainable intervention in the lives of youth.

## Scope of Work

- To Establish right from looking after the investments to taxation, from retirement planning to estate planning – a Certified Financial planner can cover all the areas of personal finance.
- To establish guide students and faculty towards a profitable and secure financial decision
- Establishing clarity around your finances is arguably one of the most critical things you can do for your overall financial success. It is important to understand your financial needs and then to create a financial plan to meet them.
- To Establish keep abreast of new industry's trends and research market to back up financial consulting

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ISB&M programs are supported by highly qualified team of accomplished faculty and robust academic infrastructure. We promote a culture of liberty, openness, friendship, energy, enthusiasm and a new life-style. It fosters creativity and imagination to stimulate the professional superiority and proficiency. We believe in the process of reshaping the attitude of students and giving them the opportunity to explore and rediscover themselves. As a holistic approach, an ISB&M student learns to work under very demanding schedules and perform in the most inspiring way.

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Signed

Date: 12 April 2023

For and on behalf of:



Globe Xpand Solutions

Mr. Avinash Randive

International School of Business & Media,  
College of Commerce- Pune

Dr. Vaman R Naik

Principal, ISB&M CoC

**PRINCIPAL**  
ISB&M College of Commerce  
Nande, Pune-412115.

\_\_\_\_\_  
Founder Chairman and CEO, Globe Xpand  
Solution

Witness:

Abhijit Mate

COO, Globe Xpand Solution

Witness:

Prof. Mahendra Patil

Faculty, ISB&M CoC

## **Memorandum of Understanding**

This **Memorandum of Understanding (MoU)** is entered on 6<sup>th</sup> January 2023, by and between:

- a. **International School of Business & Media, College of Commerce- Pune**, Sr. No. 44/1, 44/1/2, Nande Village, Pashan-Sus Road, Pune, Maharashtra - 412115.

And

- b. **Brainmine Web Solution** : Duly registered under the Indian Trusts Act 1882, and having its office at 401, Montvert Velocity, Baner - Pashan Link Rd, Baner, Pune, Maharashtra 411021

This MoU is drawn up and agreed upon to establish the cooperation between International School of Business & Media, Pune and Brainmine Web Solution to bridge the divide that exists between industry and academia in the skill ecosystem and provide Skilling support to the youth to enhance their employability.

### **Background and Purpose of Parties Involved**

#### **a. International School of Business & Media, College of Commerce - Pune**

ISB&M College of Commerce is a pioneering and leading College affiliated to Savitribai Phule Pune University offering 3 years full time Under-graduate courses in the following disciplines- BBA, BBA (Computer Application). The programme is made up of general business, specialist business, and liberal arts subjects. In addition to academic learning, the program emphasizes the development of real-world business skills - giving students the confidence, knowledge, and expertise to excel in a global setting.

ISB&M programs are supported by highly qualified team of accomplished faculty and robust academic infrastructure. We promote a culture of liberty, openness, friendship, energy, enthusiasm and a new life-style. It fosters creativity and imagination to stimulate the professional superiority

- The Second Party will extend the necessary support to deliver guest lecturers to the students of the First Party on the technology trends and in-house requirements.
- The Second Party will actively engage to help the delivery of the training and placement of students of the First Party into internships/jobs.

## **Roles and Responsibilities**

### **Brainmine Web Solution Roles and Responsibilities**

- The duties and responsibilities of a Digital Marketing include assessing clients' financial situations, understanding their needs, providing guidance on products, cultivating client relationships, networking, and staying updated on industry trends.
- Providing strategic advice across a variety of Digital Marketing products and services
- Assessing client's overall Digital picture, understand their needs and develop a solid digital plan
- Guiding clients towards a profitable and secure Digital decision
- Provide strategic advice across a variety of Digital products and services
- Mapping of student on skill development, education, and entrepreneurship.
- To facilitate that during skill training students spend reasonable time at industry internships for the on-the-job-learning.
- To facilitate employment to the skilled student with the support of industry.

### **International School of Business & Media, College of Commerce-Pune Roles and Responsibilities**

- a. Facilitate co-creation and execution of agreed plan with Brainmine Web Solution.
- b. Facilitate functioning of the persons engaged by the Brainmine Web Solution in the project
- c. To share required policy inputs and data with Brainmine Web Solution.
- d. Assist Brainmine Web Solution in connecting with industry.
- e. Assist Brainmine Web Solution in establishing Center of Excellence in University premises.

## Terms and Conditions

- a. This Memorandum shall commence from the date of its signing and shall continue for a period of one (1) years from the date thereof and be automatically renewed for successive periods of one (1) years, unless either Party notifies in writing to the other Party of its intention to terminate this MOU ninety days in advance.
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- c. The Parties may nominate an identified individual to establish a "Joint Working Group" to manage and execute the cooperative activities mentioned in this MOU.
- d. Parties may use other party's logo/branding only after prior permission from each other.

## Contact Persons

### **Brainmine Web Solution**

401, Montvert Velocity, Baner - Pashan Link  
Rd, Baner, Pune, Maharashtra 411021

Tel: 90962 47774

Email: ashwani@brainminetech.com

### **International School of Business & Media, College of Commerce- Pune**

Sr. No. 44/1, 44/1/2, Nande Village, Pashan-Sus  
Road, Pune, Maharashtra - 412115.

Tel.:02035012029

Email: isbmcc@isbm.ac.in

This MoU is prepared in two identical copies. Each Party holds one original copy duly signed by the competent authority.

Signed

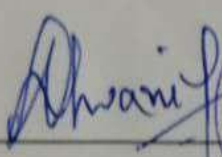
Date: 6<sup>th</sup> January 2023

For and on behalf of:

Brainmine Web Solution

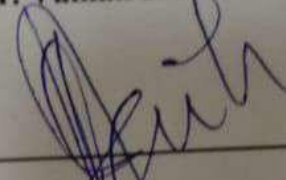
International School of Business & Media,  
College of Commerce- Pune

Mr. Ashwani Fotedar



Founder Chairman and CEO, Brainmine  
Web Solution

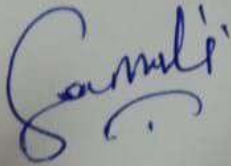
Dr. Vaman R Naik



Principal, ISB&M CoC  
**PRINCIPAL**  
ISB&M College of Commerce  
Nande, Pune-412115.

Witness:

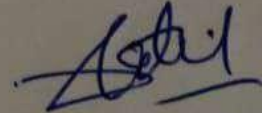
Gaurav Mulik



COO, Brainmine Web Solution

Witness:

Prof. Mahendra Patil



Faculty, ISB&M CoC