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DATATRAYA KARNAKOTI
S/o K NARAYANA RAO
R/o HYDERABAD
For Whom
REGISTRAR, BRAOU

BN 905151

D.KAMALA DEVI
LICENSED STAMP VENDOR
Lic. No. 18-07-005/2018
Ren.No. 18-07-075/2024
3-10-26/31, Rtc Colony,
Ramanthapur, Uppal Mandal,
Medchal-Malkajgiri District
Ph 9393013853

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (the "MoU") is entered and executed on this 07th day of July, 2025 at Hyderabad.

BETWEEN

Dr. B.R. Ambedkar Open University, an exclusive Open University at Hyderabad to provide distance education in the State of Telangana having its Office at Prof.G.Ram Reddy Marg, Road No. 46, Jubilee Hills, Hyderabad-500033, represented by its **Registrar, Dr.L.Vijaya Krishna Reddy**.

(Hereinafter referred to as "BRAOU", which expression unless repugnant to be context or meaning thereof be deemed to mean and include its successors and assign) of the **FIRST PARTY**.

AND

Retailers Association's Skill Council of India (RASCI), a company registered under Section 25 of the Companies Act, 1956 and having its registered office at 703-704 Sagar Tech Plaza-A, Andheri - Kurla Road, Sakinaka Junction, Sakinaka, Andheri (E), Mumbai-400072, represented by its **Executive Head, Mr. James Raphael**.

(Hereinafter referred to as "RASCI", which expression shall unless repugnant to be context or meaning thereof be deemed to mean and include its successors and assign) as **SECOND PARTY**.


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Dr. B. R. AMBEDKAR OPEN UNIVERSITY
JUBILEE HILLS, HYDERABAD-500 033.





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The "BRAOU" and "RASCI" are hereinafter individually referred to as "**Party**" and collectively as "**Parties**".

WHEREAS BRAOU is a University established under the provisions of the A.P. Open Universities Act, 1982 and subsequently renamed as Dr.B.R. Ambedkar Open University in October, 1991. The BRAOU and the Retailers Association's Skill Council of India have mutually agreed to collaborate in creating stipend-based apprenticeship opportunities for existing Under Graduate students across all streams in the retail sector. This collaboration also includes the introduction of an Apprenticeship Embedded Degree Programme (AEDP) – B.Com., in Retail Operations, which integrates stipend-based apprenticeships within the curriculum, enabling students of the University across the State to gain hands-on industry experience alongside academic learning.

OBJECTIVE:

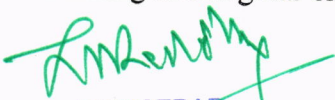
The objective of this MOU is to engage with RASCI and operationalize their designed interventions such as apprenticeship leading to wage employment opportunities for the Under Graduate students of BRAOU of all streams / direct placements leading to wage employment. Through this MOU, the parties mutually agree to carry out the responsibilities stated in this document.

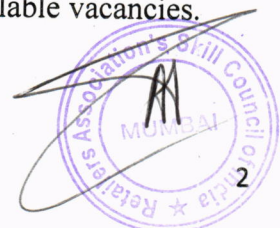
NOW IT IS HEREBY AGREED BY AND BETWEEN THE PARTIES HERETO AS FOLLOWS:

ROLES AND RESPONSIBILITIES

RASCI:

- i. Advocacy and engagement with BRAOU.
- ii. Facilitate registration of BRAOU on Apprenticeship Portal/ Any other portal aligned with the intervention.
- iii. Share stipend-based apprenticeship leading to wage employment and wage employment opportunities with the BRAOU.
- iv. Share eligibility criteria and documentation required for contracting apprentices/ hiring.
- v. Share RASCI branding guidelines with the BRAOU for advocacy and compliance.
- vi. Collect intervention related documentation of the enrolled candidates from BRAOU for apprenticeship contract generation, monitoring and smooth functioning.
- vii. Facilitate guaranteed stipend-based apprenticeship as per mutually agreed schedule and transitioning into regular employment, subject to performance & available vacancies.


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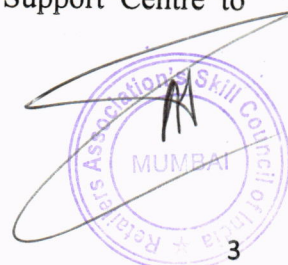


- viii. Communicate the placements effected/ transition of apprentice to regular employment to BRAOU.
- ix. To appoint and communicate a Single Point of Contact (SPOC) as a first level of escalation.
- x. Apprenticeship opportunities leading to regular employment are open to existing students without any changes in their curriculum subject to their enrollment into the apprenticeship programme by remitting the prescribed fee amount to BRAOU.
- xi. To inform the University in advance after procuring the information about quantum of apprenticeship opportunities available so that the University can promote enrolments aligned with the opportunities.
- xii. In case of any objections/ grievances raised by the students or university authorities RASCI shall intervene and redress suitably.
- xiii. Subject to availability, RASCI shall provide stipend-based apprenticeships to the students within their domicile.
- xiv. In the event of non-availability of apprenticeship opportunities within their domicile, RASCI may facilitate apprenticeship placements beyond subject to prior consent from the student and/ parent or guardian.
- xv. RASCI shall ensure that the student beneficiaries can start working within 15 days from the apprenticeship contract / offer generation date or as indicated by the establishment.

BRAOU:

- i. BRAOU shall provide the list of Regional Centres/ Learner Support Centres for orientation of the Counsellors.
- ii. Ordinance/ Byelaws: Ordinance & Byelaws/ Circulars to be issued by the University regarding the apprenticeship and / regular wage employment program.
- iii. The BRAOU in association with Regional Centres and Learner Support centers shall create awareness aligned with prescribed BRAOU & RASCI joint branding guidelines for relevant mobilization aligned with employer eligibility criteria, publicize apprenticeship course details on their website, conduct counseling sessions for students and parents before admissions.
- iv. Obtain consent of students opting to undergo the apprenticeship programme leading to wage employment in their base location or beyond and share it with RASCI.
- v. Infrastructure: The BRAOU in association with Regional Centres and Learner Support Centres shall provide the required infrastructure for selected interventions which include existing classrooms, auditoriums or labs (if applicable) as per the requirement.
- vi. BRAOU shall nominate faculty and administrative staff of Learner Support Centre to oversee administrative operations of the programme.


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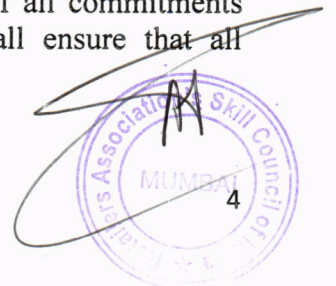


- vii. BRAOU shall appoint a Nodal Officer, who shall be responsible for engagement and coordination with RASCI in monitoring overall implementation as per schedule, monitoring progress of the program and managing other operational modalities for successful rollout of the selected programmes.
- viii. BRAOU's Regional Centres and Learner Support Centres shall guide the students to register themselves on the apprenticeship portal (<https://apprenticeshipindia.gov.in/login/>) any other applicable portal with valid Aadhaar data for online verification besides collecting all documents as prescribed by RASCI.
- ix. BRAOU shall ensure that the Regional Centres and Learner Support Centres shall build awareness amongst the student's regarding desired attitude and behaviour while in apprenticeship and convey students may be expelled from apprenticeship assignment due to behavioral, attitudinal, integrity issues, and failure to comply with any of the SOPs prescribed by the establishment including prescribed level of attendance.
- x. BRAOU shall collect the prescribed service Fee (Refer Annexure) of Rs.5000/- (Rupees Five thousand only) per student per Academic Year over and above BRAOU's course and / processing fee, for remittance to RASCI's Bank Account not later than 30 days from student's admission.
- Account No:1514544028
 - Account Holder's Name: Retailers Associations Skill Council of India,
 - IFSC Code: KKBK0000681
- xi. **Processing fee:** BRAOU shall charge, collect and retain a processing fee of Rs. 1800 for the First Year, Rs.2,000 for the second and third years per student.

GENERAL:

- Each party warrants the other that it has the power and authority to enter this MOU.
- This MOU will come into effect on the date of signature by all the parties and shall remain in force for a period of 06 (six) years.
- The prescribed service fee of Rs.5,000/- (Rupees Five Thousand only) per student per Academic Year is non-transferable and non-refundable, once the apprenticeship opportunity is facilitated/ contract generated / offer facilitated by RASCI. The service fee shall be refundable only if any of the above-mentioned services are not facilitated by RASCI within the prescribed timelines.
- If a student fails to attend the apprenticeship programme/ employment routine or does not adhere to the prescribed Standard Operating Procedures (SOPs) of the establishment, the decision to continue or terminate the contract/ employment shall rest solely with the establishment.
- Either party may terminate this MoU upon 03 (three) months' prior written notice to the other party, which will however be subject to completion of all commitments made. Notwithstanding any such termination, both parties shall ensure that all activities in progress are completed successfully.


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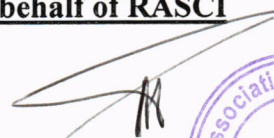
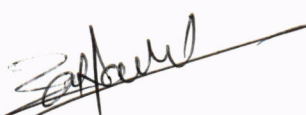


- f) This MOU may only be varied by mutual agreement of the parties in writing.
- g) Any variation or waiver of any of the terms and conditions of this MOU shall not be binding unless set out in writing, expressed to amend this MOU, and signed by or on behalf of each of the parties.
- h) This MOU is executed on a principal-to-principal basis only.
- i) Refer Annexure on RASCI interventions with prescribed fee and Return on Investment (ROI). The interventions and fees thereof are subject to evolve, improve or change with mutual consent.

Arbitration:

This MOU and all disputes and suits related thereto shall be governed, constructed, and interpreted in accordance to the laws of India, without regard to conflicts of law's provisions thereof. The parties agree to submit to the exclusive jurisdiction of the Courts of Hyderabad only.

IN WITNESS WHEREOF, THE PARTIES HERETO have set their hands to this MOU on the date first above written.

<p><u>For and on behalf of BRAOU</u></p> <p>Signature: </p> <p>Name: Dr. Vijaya Krishna Reddy</p> <p>Designation: Registrar, BRAOU</p> <p>Witness sign: </p> <p>Name: G. PUSHPA CHAKRAPANI</p> <p>Place: Hyderabad</p>	<p><u>For and on behalf of RASCI</u></p> <p>Signature: </p> <p>Name: Mr. James Raphael</p> <p>Designation: Executive Head, RASCI</p> <p>Witness sign: </p> <p>Name: Sameer Chudasapur</p> <p>Place: Hyderabad</p>
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ANNEXURE

Illustration of ROI for the student in one year:

S. No.	Description	Appr	Per Annum	Wage	Per Annum
1	RASCI fee** per student	5,000	5,000	5,000	5,000
2	*Monthly Minimum Guaranteed Stipend/ Monthly Minimum prescribed wages	7,000	84,000	13,569	1,62,828
3	Industry investment per student	-	79,000	-	1,57,828
	Minimum ROI for a student		~1680%		~3256%

- The monthly stipend/ salary paid by the establishments is commensurate to attendance.
- **Taxes as per the prevailing Laws, Rules and Regulations may be applicable.
- *Illustrated monthly minimum prescribed stipend is as per gazette notification and minimum monthly prescribed wage is as per minimum wages act of Telangana.
- Currently stipend paid by retail establishments range from INR 7000 to INR 25000 per month.


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