

**Memorandum of
Understanding
Between
Microsoft India
And
All India Council for Technical
Education**

NON-BINDING STATEMENT OF SHARED GOALS

This Non-Binding Statement of Shared Goals ("Agreement") is entered into as of the later signature date below and is by and between Microsoft Corporation (India) Pvt Ltd ("Microsoft") and All India Council for Technical Education ("Customer").

1. **Purpose.** Exhibit A of this Agreement sets forth the shared goals and vision of both Microsoft and Customer regarding guiding principles in the education field and Microsoft tools and services that are available to Customer to achieve these goals. Both parties acknowledge that:

- With the sole exception of Section 2 below, this Agreement is not intended to create or evidence any legally binding obligation on any party, but rather is intended by the parties only as the expression of their current goals and shared vision. Neither party intends it to create any legal right or obligation for any party, including any requirement that any party must later enter into any binding agreement;
- Nothing in this Agreement obligates a party to or constitutes a representation by either party that it will enter into a binding agreement with the other party related to the subject matter hereof; and
- Customer acknowledges that only a written licensing, device, online services or services agreement signed by a Microsoft regional operations center can create a binding licensing, device, online services or services agreement between Microsoft and Customer.

2. **Terms and Conditions.**

a. **Confidentiality.** This Agreement, and all discussion and activities relating to or resulting from this Agreement, are subject to the terms and conditions of the Non-Disclosure Agreement between the parties dated 24.09.2020, which is hereby incorporated into this Agreement by this reference. For the purposes of clarity, the contents of this Agreement constitute Confidential Information and neither party may discuss the terms and conditions thereof without the other party's prior written consent.

b. **Press Release and Public Statements.** Microsoft and Customer will mutually determine a schedule of press releases, blog postings, case studies, testimonials, and other public communications related to the parties' shared goals and vision under this Agreement, as appropriate. Both parties will use commercially reasonable efforts to support the other party's activities under this Section 2.b. Neither party will issue any press release or make any public announcement or statement regarding this Agreement or any aspect of the relationship between the parties without the other party's prior written approval in each instance.

c. **Relationship of the Parties.** Neither this Agreement, nor any activities described herein, shall be construed as creating a partnership, joint venture, franchise, agency or other such

relationship. Neither party shall have the right, power, or authority to obligate or bind the other party in any manner whatsoever, without the other party's prior written consent.

d. **Expenses.** Microsoft and Customer agree that each party shall pay its own fees, costs and expenses, and those of its agents, independent contractors, and consultants, in connection with this Agreement.

e. **Disclaimer of Warranties.** Neither party makes any warranties. To the maximum extent permitted by law, each party and its respective affiliates, agents and representatives expressly disclaim all express, statutory and implied warranties.

f. **Limitation of Liability.** This Agreement does not require either party to enter into any binding agreements and neither party will be liable for failing to enter into any binding agreements. In addition, neither party will be liable for any direct, consequential, indirect, special, punitive, incidental or other damages arising out of or related to this Agreement.

g. **Governing Law.** This Agreement shall be governed in all respects by the laws of India.

h. **Term and Termination.** This Agreement shall begin on the later signature date below. Either party may terminate this Agreement without cause upon thirty days (30) prior written notice.

- i. **Entire Agreement.** This Agreement, including Exhibit A, and the Non-Disclosure Agreement, constitute the entire agreement between the parties with respect to its subject matter and merges all prior and contemporaneous communications, both written and oral. This Agreement shall not be modified except by a written agreement signed by both parties.
- ii. **Resolution of Dispute.** Any and all disagreements / differences / disputes arising hereunder shall be resolved amicably by the designated senior executives / officers of the good offices of both Parties.

ACCEPTED AND AGREED:

ALL INDIA COUNCIL OF TECHNICAL
EDUCATION

MICROSOFT CORPORATION (INDIA) PRIVATE
LIMITED

By: Rajive Kumar
Rajive Kumar (Oct 5, 2020 16:52 GMT+5.5)
Signature

By: Rekha Talluri
Rekha Talluri (Oct 4, 2020 17:58 GMT+4)
Signature

Name: Rajive Kumar
Print

Name: Rekha Talluri
Print

Title: Member Secretary, AICTE

Title: CFO, Microsoft India

Date: Oct 5, 2020Date: Oct 4, 2020**Exhibit A****Statement of Shared Goals**

The fourth industrial revolution is fueling accelerated change in society and the workplace. Technology advancements, the rise of cloud, socio-economic and demographic changes are shifting expectations and placing new demands on society. While these changes hold great promise, education systems will need to respond to prepare their students for the future. Today's students need to be empowered with access to the right tools, experiences, and learning opportunities to build the skills necessary to fuel the future. While students will still need 21st-century skills like collaboration, communication, critical thinking, creativity, and computational thinking, it's becoming increasingly important to equip students with the technology skills they'll need to thrive in a digital economy. Skills like cloud computing, artificial intelligence, machine learning, productivity, and more are already in demand in organizations around the world, yet our talent gap persists and is set to widen. More than half of today's jobs require technology skills, and in less than a decade, that number will grow to more than 77%.

Microsoft and Customer share a vision and desire to support skilling initiatives to enable students, educators and staff to transform Customer and ensure students are prepared with the skills they will need to drive innovation today, when they graduate and when start their careers. Microsoft and Customer wish to make clear that they share these goals and that Customer wishes to leverage Microsoft tools and resources to achieve Customer's vision.

Microsoft vision

Microsoft's mission to empower every student on the planet to achieve more is a commitment to do more to support students, and educators from K-Career to be ready to innovate and create in an increasingly digital world. Microsoft supports the development of Future-Ready Skills through:

- 1) Supporting educators in teaching new technology concepts
- 2) Educating students to be future-ready with technology skills
- 3) Empowering institutions with curriculum and certification
- 4) Connecting institutions with corporations to support student employability

Customer vision

The All India Council for Technical Education (AICTE) is the statutory body and a national-level council for technical education, under Department of Higher Education, Ministry of Human

Resource Development. It is an advisory body, responsible for proper planning and coordinated development of the technical education and management education system in India.

The AICTE accredits postgraduate and graduate programs under specific categories at 10k+ Indian institutions.

Vision: To be a world-class organization leading technological and socio-economic development of the country by enhancing the global competitiveness of technical manpower and by ensuring high quality technical education to all sections of the society.

Role of Microsoft:

1. Microsoft will collaborate with AICTE and leverage AICTE's e-learning portal "Enhancement in Learning with Improvement In Skills (ELIS)" by integrating Microsoft Learn Catalog API with AICTE's ELIS platform. Microsoft Learn is a free, online training platform that provides interactive learning for Microsoft products. Microsoft Learn (MS Learn) provides rich learning to empower users to become proficient on our technologies with fun, guided, hands-on, interactive content that's specific to roles and goals. The MS Learn has role-based training and learning paths for Azure developers, solution architects, and administrators. The MS Learn also provides role-based training and learning paths for Microsoft Power BI, PowerApps, and Dynamics.
2. Microsoft will conduct periodic webinars on latest technology topics decided mutually by both the parties. These can be conducted by Microsoft SMEs/ Training or Learning partners.
3. Microsoft will provide AICTE with access to relevant links to learning webinars hosted by Microsoft locally/globally for consumption by students and teachers visiting AICTE platform. These webinars can be hosted on Microsoft websites/platforms with links provided on AICTE portal or can be provided as recordings to AICTE as agreed by both parties.
4. Microsoft will conduct dedicated webinars for AICTE affiliated institutions enrolling with Microsoft O365/Teams to enable them on how to most effectively use the features available to them as part of Microsoft O365 and Teams offerings. These webinars may be conducted through MS Learning Partners/ Microsoft SMEs as convenient to Microsoft and the timelines will be decided upon mutual agreement between both parties basis requirement. The audience will be generated by AICTE.
5. Microsoft will provide 1000 free Microsoft Certification exam vouchers (which include MTA/MOS/MTC vouchers) to AICTE for distribution to students as decided by AICTE, keeping in consideration these go to the Below Poverty Line/Economically weaker sections of the students/female students.

Microsoft Resources

Microsoft provides the following resources which Customer may choose to leverage in order to achieve their vision. The following resources are each governed by separate binding terms and conditions and not this Agreement. This list is intended to be illustrative only and includes both paid and unpaid services. This Agreement does not obligate Customer to use any of the resources listed below or enter into any binding agreement, nor does it obligate Microsoft to offer or continue to offer such services.

Microsoft Resource
Learning content/curriculum provided as part of Microsoft Learn (free online platform) in support of technological areas, with focus on AI, ML, Data Sciences, Cloud computing, etc.
Access to best practice via Microsoft Education Team
Access to preview products/curriculum as needed/available for early adoption and feedback
Training (may be online, in person or other means) for students and educators on Microsoft technology skills curriculum and delivery platforms (MS Learn/MS Teams) - These trainings can be delivered by Microsoft Training/Learning Partner or Microsoft Subject Matter Experts (basis prior discussion and availability) as decided by Microsoft
Microsoft learning, solution, services or training partner support of customer when needed (paid for)
Integration of Microsoft content and learning paths (online/offline) into AICTE affiliated institution curriculum including at degree programs and specific courses when required and upon discussion and in mutual agreement with Microsoft and the institution

Role of AICTE:

1. AICTE will extend its existing e-learning portal "Enhancement in Learning with Improvement in Skills (ELIS)" to support Microsoft Learn Catalog API integration. AICTE will ensure proper linkage of Microsoft Learn courses and hosting of the module catalogues on their platform. This will help promote e-learning to all students who access their platform to foster digital learning and support the student community across the country.
2. AICTE will continue to support the platform for the duration of the period of MoU. The technical support by AICTE will cover customization, management, maintenance, upgradation and among other modifications agreed upon from time to time. In addition, AICTE will maintain a helpdesk to address all technical queries related to the ELIS platform.
3. AICTE will depute a team headed by Chief Coordinating Officer to address all programmatic technical queries related to the implementation of ELIS and linkage and integration of Microsoft Learn courses with that portal.

4. AICTE will proactively take all steps required to create awareness of Microsoft Learn courses to attract students through notifications/emailers to AICTE approved institutions and its platforms along with promotion on their portals/websites.
5. AICTE will promote the adoption of Microsoft Teams for online learning, teaching, communication, and collaboration as the preferred platform across universities affiliated with it.
6. AICTE will promote and evangelize the webinars/seminars/events/summits conducted by Microsoft for the benefits of students and educators focused on skilling them on the latest technologies through notifications/emailers to AICTE approved institutions and its platforms along with promotion on their portals/websites.
7. AICTE will be responsible for the audience generation for the webinars that will be hosted by Microsoft for AICTE affiliated university students. AICTE will also help generate audience for other Microsoft student events/webinars/summits targeted at skilling students so that students can take the most benefit of such opportunities.
8. AICTE will ensure that the 1000 free Microsoft Certification Exam vouchers are distributed to students belonging to economically weaker sections of the society or to women candidates for promoting gender diversity. AICTE will also ensure these certification exam vouchers are utilized by these students before 31st December 2020 i.e. before they expire to ensure proper optimization and usage of these vouchers.
9. AICTE will participate in the joint press release of announcing the collaboration between Microsoft and AICTE for skilling the students of India and participate in driving awareness of Microsoft Technologies, propagating Microsoft Learn courses, Microsoft Certifications, recommending the usage of Microsoft Teams across institutions, support Microsoft in conducting and evangelizing trainings/webinars/events conducted by Microsoft to skill students on the latest technologies to be future ready .

APPENDIX

Microsoft Product/Programs available for Customer to leverage or purchase to achieve their vision, each of which are governed by separate binding terms and conditions, and not this Agreement, include:

Microsoft Learn (“Microsoft Learn”)

Microsoft Learn provides self-paced, digital learning resources as a means to prepare for in-demand jobs, re-skill, up-skill and prepare for role-based certifications. The learning resource provides step-by-step, bite-sized tutorials and engaging modules that are available online and support technology proficiency from beginners to advanced learners. The learning paths have interactive labs, sample code and free product test-drives. Students and educators can access Microsoft technology-specific skills resources via Microsoft Learn at any time, with recommended learning pathways to help them move through the role-based educational journeys. aka.ms/learn

Microsoft Office Specialist Certifications

A study from IDC Research showed that Office productivity skills ranked as the third top skill after a search of more than 5.4m available jobs. Students who understand how to use core productivity tools not only become more productive, but also learn key skills like collaboration and creativity. To support students with skilling up, and validating their skills, Microsoft provides students access to Office 365 and Office 2019 exams, which have been mapped to one set of revised objective domains to reflect the skills required in today’s modern workplace. Available exams include Word Associate, Excel Associate, PowerPoint Associate, Outlook Associate, Access Expert, Word Expert, and Excel Expert.

Microsoft Office Specialist (MOS) World Championship

The Microsoft Office Specialist (MOS) World Championship presented in collaboration with Certiport, Inc., is a global competition for students ages 13-22 to test skills, accuracy, and speed on Microsoft Office Word, PowerPoint, and Excel (2016 or O365/2019). Students are invited to compete and represent their respective countries at the annual World Championship. In many countries or regions, students are able to compete in a national championship and the winners of that contest move on to compete at the world finals. Through the MOS Championship — now in its 18th year — students earn international recognition in the largest competition of its kind, attracting more than 1 million exam entries each year. aka.ms/moswc

Microsoft Imagine Cup

For nearly two decades, students from around the world have participated in Microsoft's global technology competition, the Imagine Cup, to bring their unique tech solutions to life. Imagine Cup is for student developers aged 16+, giving them the opportunity to build purpose-driven applications with Microsoft Azure technology to tackle some of the world's biggest social, environmental, and health challenges. Imagine Cup provides the opportunity to collaborate with other students, network with professionals, gain new skills, make a difference in the world around you, and have a chance to win travel, mentorship, and prizes. www.imaginecup.com

Microsoft Fundamental and Role-Based Certifications

Microsoft certifications help validate knowledge and ability required to perform current and future industry job-roles in a modern digital environment. Microsoft has developed entry-level Fundamental Certifications along with Role-Based Certifications to support students in getting certified for the technical skills needed to be successful across a variety of careers. These exams are regularly updated to reflect the pace of change and set the path for continuous learning opportunities once certified. Microsoft provides academic pricing and bulk procurement of Microsoft Certifications via volume licensing. Available in multi-exam packs to allow institutions to self-serve and choose different types of certifications to make available for members of their entire school community (students, educators, staff—also parents in K-12), the volume license SKUs provide a great way to procure exam vouchers in bulk and take advantage of convenient, flexible, discount pricing features of volume licensing for exams. aka.ms/learncert

Azure for Students

Students today are eager to get hands-on with technology and build for the future. With Azure for Students, eligible students aged 18 and over can start building apps, explore AI, and make the most of big data with access to more than 25 free Azure services plus \$100 in Azure credit, renewable annually without the need for a credit card. Learn more at: aka.ms/azureforstudents. Azure for Students gets you started with \$100 in Azure credits to be used within the first 12 months, plus select free services as described below (services subject to change) without requiring a credit card at sign-up. Apply here.

As part of this, all students with a college email id and college domain registered with Microsoft will get access to \$100 azure benefit and 25+ services and developer tools to build projects, experiments on cloud. Students can jump-start their careers and innovation with free access to Azure – cloud platform offered by Microsoft, developer tools, and learning resources.

AI Business School

The Microsoft AI Business School is a series of learning paths for nontechnical audiences that share insights and practical guidance from top executives in the industry on how to strategically apply AI in an organization. Course materials include written case studies and guides, plus videos of lectures, perspectives, and talks that students can access as a complementary part of their course. The AI Business School is a great resource for students to learn about applying AI to industry, along with considerations for sales, marketing, culture, and responsible AI application

across industries like manufacturing, healthcare, finance, government, retail, and education.
aka.ms/aibs

Microsoft Learn Student Ambassador Program

The Microsoft Student Partner program is being relaunched as the Microsoft Learn Student Ambassador (MLSA) program. This application only program welcomes students as on-campus ambassadors eager to help fellow students, lead in their local tech community, and develop technical and career skills for the future. MLSAs get unique access to Microsoft resources and personnel to help them lead and make a difference in their communities, with the opportunity to progress through milestones to better recognize outstanding achievements to learn, lead, and share. Students can apply here to become part of the first cohort of the new Student Ambassador program through to the end of June, and there will be more to come in July with a new website, program infrastructure, AEO emails, BoM and social handles.