



**Anantha Lakshmi**  
INSTITUTE OF TECHNOLOGY & SCIENCES



**BLACKBUCKS**  
Education Pvt. Ltd.

# MEMORANDUM OF UNDERSTANDING

**Anantha Lakshmi Institute of Technology & Science**

and

**Blackbucks Education Pvt. Ltd.**

## SHARED SERVICES FOR HIGHER-PAY PLACEMENTS

### A shared responsibility between ALITS and Blackbucks

To bring premier and high-paying opportunities to selected top 100 students from ALITS

This **Memorandum of Understanding ("MoU")** is executed in February, 2024 between:

**Blackbucks Education Pvt. Ltd.** operating at 3rd floor, Jubilee Square, Road No:36, Jubilee Hills, Hyderabad, Telangana - 500033 as **FIRST PARTY**, hereafter referred as **Blackbucks**.

AND

**Anantha Lakshmi Institute of Technology & Science, Anantapur, Andhra Pradesh - 515721** as **SECOND PARTY** hereafter referred as **Institution**.

Blackbuck and Institution are individually referred as "party" and together as "parties"

### WHEREAS

1. The Institution was established in **2008**, with a vision and mission of imparting quality technical education to students.
2. Blackbuck is an Edtech organization into both technology & management.
3. Institution and Blackbucks together partner to deliver Advanced Skills required for higher-pay placements.

### NOW THE PARTIES HERETO AGREE AS UNDER

#### ARTICLE 1: SCOPE OF THE MoU

1. This document covers an action plan for conducting programs for the Institution that are related to training students towards placements
2. The objective of this MoU is to set out the scope within which the Institution and Blackbucks will jointly explore and work towards achieving the objectives and matters described in this MOU. Each Party shall have the right, in its sole discretion, to determine how it will fulfil its obligations as in ARTICLE 2, ARTICLE 3 and ARTICLE 4

## ARTICLE 2: ROLES AND RESPONSIBILITIES OF BLACKBUCKS

Blackbucks shall offer training in

- 1) Training -Competitive programming, Full stack Development and AI & ML Certification
- 2) Employability Skills : Aptitude tests, Resume Building Services, Mock Interviews, Online verified profiles and
- 3) Placement Oriented : Internship/Projects and train to crack Online/Offline campus placements

Programs Suggested	Hours Planned(Tentative)
Competitive programming skills	60 Hours
Competitive Programming Pro	60 Hours
Full stack Development to build capacity of applications/websites	60 Hours
AI & ML Certification for industry knowledge in emerging technologies	40 Hours
Coding Practice on Various Platforms	50 Hours
Mock Interviews & Webinars	30 Hours

The following activities will be conducted to attain the above skills:

1. Each student gets a minimum 300 hours of training, training will be offline and online and there will be continuous evaluation metrics to qualify the students. Number of hours will be varied depending upon the students and industry requirements
2. Extensive mock interviews and webinar with senior leaders from potential companies.
3. Totally 15 opportunities from very high paying organizations will be facilitated on the campus.
4. Implement LMS and Training and Placement Assistance App TAPTAP to the students where students can practice monthly employability skills and define the career path
5. Students will be profiled into potential pay brackets in agreement with the TPO. The students will be facilitated to get jobs in the above brackets.

## ARTICLE 3: ROLES AND RESPONSIBILITIES OF THE INSTITUTION

1. Assign one lead from TPO office
2. Have regular meetings to give feedback and make sure the program runs effectively and Monitor class schedules
3. Ensure student participation in Classes, webinars & hackathons
4. Take care of the placements process as required in the range of minimum 3.6 lakhs and above pay package of placement opportunities

**ARTICLE 4: JOINT RESPONSIBILITIES**

1. Both the parties can review and assess the quality of the courses or programs as and when required.
2. Both parties shall agree to fulfil their roles and responsibilities with integrity in an ethical manner.

**ARTICLE 5: COMMERCIAL TERMS**

1	Top 100 students from YoP 2025	Rs. 35000/- per student plus GST  Training Fee : Rs 10,000+GST Placements Fee: Rs. 25,000+GST
---	--------------------------------	--

**Payment Terms**

1. During the start of training ( Training Fee all students ) - (Rs. 10,000 +GST per student)
2. Balance payment after each student placed ( Success rate on Placements ) - (Rs.25, 000 +GST per student only if they get placed)

**Note:**

1. **The Terms and Conditions are considered highly confidential and should not be disclosed by any party**

**ARTICLE 6: PAYMENT TERMS**

1	Fee for all students : During the start of the Training Students will go through :  <b>Weekly Placement Tests   Mock Interviews   Resume Making   Preparatory Tests, Skill Tests</b>	Rs.10,000 per Student + GST
2	Placement Fee : After Placement Offer Letter	Rs. 25000+GST

**Note : The Terms and Conditions are considered highly confidential and should not be disclosed by any party.**

The logistics of the company that is coming for placements will be taken care of by Institution

1. Faculty travel is borne by Blackbucks
2. Faculty food and accommodation is taken care of by Institution

### ARTICLE 7: LEGAL TERMS

1. Both the parties can declare about the tie-up on their website or any other public platform.
2. Any IP that has come up through ideas from students or staff is property of the college / university.
3. If there is any dispute with the student(s), the Institution and Blackbucks together will together resolve the same in the best interest of the student(s). Any course started by the student has to be completed till certification. However there will be an exit possibility for students by producing a valid reason approved by both Institution and Blackbuck.
4. Intellectual Property and Trademarks - Both the parties will continue with their respective trademarks including that of any improvements or work done at its own cost for this AGREEMENT. However, any course delivery for academic purposes that does not contain any IP related information - video, audio, text material thus made through this collaboration - shall be made available online for a larger audience.

### ARTICLE 8: TERMS AND TERMINATION

1. This AGREEMENT will come into effect on the date of signature and will remain in force for three years until either of the two parties serves a written notice to the other at their addresses mentioned as above by registered post of its intention to terminate the Agreement in which case it will terminate one month after the receipt of such a notification.
2. The agreement can be renewed on expiry on mutually agreed terms and conditions. Notwithstanding anything in this MoU, neither Party shall be liable to the other for any failure to achieve any of the objectives and undertakings herein.
3. However, commitments made by either party in respect of personnel hired or equipment ordered, under this MoU would be honoured by respective parties. Termination shall be effective only after the obligations towards a running batch are completed.

### ARTICLE 9: MODIFICATIONS

1. The AGREEMENT may be amended by mutual consent through an exchange of correspondence between the two Parties.
2. Such amendments come into existence only by a written agreement duly signed by persons authorized on behalf of each party.

**ARTICLE 10: OTHER TERMS AND CONDITIONS**

1. While the MOU is under force, either Institution or Blackbucks should restrain from pouching any resources presently working with their respective entities. They should not be employed directly or in-directly by any party without the consent in writing of the other party
2. Notwithstanding anything contained in the rules, the administrative rules, regulations, discipline and conduct rules procedures being applicable to the regular students of the college are applicable to the participants in mutatis-mutandis.

**FOR BLACKBUCKS  
FIRST PARTY**

**Rajukumar Bonagiri**

Director,Partnerships  
Blackbucks education Pvt.Ltd,  
Jubilee Hills, Hyderabad

[www.theblackbucks.com](http://www.theblackbucks.com)



**FOR THE INSTITUTION  
SECOND PARTY**

**AUTHORIZED SIGNATORY**

**PRINCIPAL**

**ANANTHA LAKSHMI INSTITUTE  
OF TECHNOLOGY & SCIENCES**  
Itikalapalli (V), Ananthapuramu (Dist)

<https://www.alits.ac.in/>