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சென்னை சமீபத்தில் TAMIL NADU  
VELS UNIVERSITY  
CHENNAI

38AB 200778

*[Signature]*  
K. VIJAYAPATHY (S.V)  
117, GUDIPANASAM ROAD,  
TANGAKAM, CHENNAI-45,  
MC-1553 / O / 09.074.1289  
899405 80802

MEMORANDUM OF AGREEMENT

Between:

CONFEDERATION OF INDIAN INDUSTRY

And:

VELS School of Management studies, VELS UNIVERSITY

1. This Memorandum of Agreement is drawn up and agreed upon between Confederation of Indian Industry, a society registered under the Societies Registration Act, 1860, (hereinafter referred to as CII) having registered office located at 21-25, Institutional Area, Lodi Road, New Delhi-110003 and Vels Institute of Management VELS University, located at Vyan Nagar, Pallavaram, Chennai - 600117.

*[Signature]*



*[Signature]*  
Dr. A. S. VEERAMANI  
Registrar  
Vels University (VETAS)  
Pallavaram, Chennai - 600 117

2. About Confederation of Indian Industry

- a. The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering industry, Government, and civil society, through advisory and consultative processes.
- b. CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has over 7300 members, from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 100,000 enterprises from around 242 national and regional sectoral industry bodies.
- c. CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness and business opportunities for industry through a range of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues.
- d. Extending its agenda beyond business, CII assists industry to identify and execute corporate citizenship programmes. Partnerships with civil society organizations carry forward corporate initiatives for improved and inclusive development across diverse domains including affirmative action, healthcare, education, livelihood, diversity management, skill development, empowerment of women, and water, to name a few.
- e. The CII theme of 'Accelerating Growth, Creating Employment' for 2014-15 aims to strengthen a growth process that meets the aspirations of today's India. During the year, CII will specially focus on economic growth, education, skill development, manufacturing, investments, ease of doing business, export competitiveness, legal and regulatory architecture, labour law reforms and entrepreneurship as growth enablers.
- f. With 64 offices, including 9 Centres of Excellence, in India, and 7 overseas offices in Australia, China, Egypt, France, Singapore, UK, and USA, as well as institutional partnerships with 312 counterpart organizations in 106 countries, CII serves as a reference point for Indian industry and the international business community.

3. About CII Institute of Logistics

- a. To address the need of sharpening India Inc's competitive edge through better Logistics and Supply Chain practices, CII Institute of Logistics (CII-IL) was established in 2004 by the Confederation of Indian Industry as a Center of Excellence in Logistics and Supply Chain located at Unit-D, 5<sup>th</sup> Floor, IIT Madras Research Park, Kanungo Road, Taramani, Chennai 600 113.



*[Handwritten Signature]*  
Dr. *[Name]*  
Secretary  
CII Institute of Logistics  
IIT Madras Research Park, Chennai 600 113

- b. **CI-IL** creates a platform for the industry to gain more insights into the emerging trends, industry specific problems of national importance and global best practices in logistics & supply chain management. **CI-IL** also enables the industry to cut down the transaction cost, increase efficiency, enhance profitability, smoothen and enable to bring solutions to macro level issues.

#### **About VELS University**

4. VAIL's Educational Trust was established in 1992 with the aim of transforming an individual into a complete man with character and ability committed to national service & development. Vail's Educational Trust always served the lakhs education to the humble thresholds of first generation learners and under-privileged sections of the society. The University status was conferred to Vail's Group of Institutions, under section 3 of UGC act 1956, by the Ministry of Human Resource Development, Govt. of India, in 2008.

#### **5. EDUCATION PROGRAMS**

- a. Having identified the need for Logistics and Shipping Management (LSM) for the industry to become sustainable and competitive at the global level, **CI-IL** offers various Education programs for Graduates and Post Graduates, in order to fill the skill gap in the Shipping industry by providing competent and knowledgeable human resources.
- b. In order to enable the students to better career options in Shipping and Foreign Trade, VELS University expressed their interest in availing **CI's** Educational services leveraging **CI's** domain expertise in Shipping and Foreign Trade. With an intention to serve the industry with knowledge based resources, **CI-IL**, expressed their willingness to function as the Knowledge partner by extending academic support as detailed hereunder, in this MoA.

#### **5.1. APPROACH TO PROGRAM DESIGN.**

- The subjects are focused on various functional aspects of shipping business
- At end of the program students will be able to prepare the bills in business areas related to
  - a. Container shipping operations
  - b. EXIM processes
  - c. INVOIC operations
  - d. Air cargo operations



  
Dr. Rajkumar  
Principal  
Vels University, Chennai  
Pulivendra, Chennai - 600127

**E. ACTIVITIES IN DETAIL.**

- a. To share the domain knowledge and extend all possible academic support for the two year MBA program in Logistics and Shipping management (LSM) to be offered by VELS University.
- b. Prescribing admission norms, eligibility criteria and evaluation parameters and reviewing periodically
- c. Conducting classes, giving assignments, organizing examinations and evaluations for all relevant courses
- d. Project guidance, evaluation and final certification

**F. EXCLUSIVE RESPONSIBILITIES OF CH**

- a. CH-II will be the knowledge partner for the MBA (LSM)
- b. Curriculum and evaluation: One member of CH-II, shall be included in the board of studies meant for MBA (LSM) in the formulation of the syllabus. The faculty members authorized by CH-II, will be examiners who will set the question papers and also evaluate the answers for the term-end examinations for specialized subjects as mentioned in the Annexure.
- c. 12 subjects will be handled by CH-II, across 3 semesters throughout the program (details given in enclosure)
- d. CH will provide the faculty resources, course materials CD and case studies for the above courses.
- e. One soft copy of question bank for each of the subjects handled by CH-II, will be developed and given to VELS University for printing during every semester end examination.
- f. CH will handle 4 hours of classroom sessions per subject per week per semester.
- g. 3 guest lectures per semester for 2 hours, will be provided at Vels campus.
- h. 2 Industrial visits to Logistics and Support organizations. Firm and IED will be organized by CH-II, every semester according to their convenience along with 1 hour of lecture sessions at the organization premises during the visits will be arranged by CH-II.
- i. Virtual guest lectures including guest lectures at Vels campus. Industrial visits and lecture sessions during the semester will amount to a total of 20 hours per semester.



*[Handwritten Signature]*  
V. S. Srinivasan  
V. S. Srinivasan  
V. S. Srinivasan  
V. S. Srinivasan

- j. Regarding Internships and Projects, CII-IL will provide multiple concrete leads to the students.
- k. Regarding the Placement, CII-IL's role is limited to providing concrete leads only.

10. EXCLUSIVE RESPONSIBILITIES OF VELS UNIVERSITY

- a. VELS University will be the certifying body for the MBA (ISM) degree.
- b. Getting necessary approvals from appropriate government authorities shall be the sole responsibility of VELS University.
- c. All activities related to admissions to this program are solely under the purview of VELS University.
- d. VELS University is free to charge any amount of course fee, examination fee and any other related fee from the students, as they deem appropriate.
- e. All classes, examinations and project Viva-voce will be organized by VELS University in their premises.
- f. Curriculum and evaluation for all other courses will be governed and organized by VELS University as indicated in the course schedule.
- g. Printing of question papers, supply of answer sheets and invigilation during examinations for all courses will be undertaken by VELS University.
- h. Arrangement of transport facility to the place of Industrial visit will be taken care by Vels University.

11. USAGE OF CII NAME AND LOGO

CII functions only as the knowledge partner and extend academic support for specialized courses related to Logistics and Shipping Management. Accordingly, CII's name and logo can be used only in the following documents pertaining only to MBA (ISM) with specific mention as Knowledge Partner below the CII's name and logo:

- a. Prospectus and brochures for admissions
- b. Web pages wherever this program is published
- c. Any type of promotional material



  
S. RAMAN  
Vice-Chancellor  
VELS UNIVERSITY  
Pulivemba, Chennai - 601 117.



d. Any other document, including press release, with prior written consent from CII-IL.

Usage of CII's name and logo otherwise in any manner in any other format is not permitted.

**PROFESSIONAL CHARGES**

12. Vels University shall pay the professional charges (Rs. 45,000/- per student X Number of students in the batch of 2017-19) subject to applicable taxes per program per group or part thereof.

| Installment amount  | Payment slot                      |
|---|-----------------------------------|
| Rs. 15000 x No. of Students in the batch 2017-19 + taxes applicable | During the month of August 2017   |
| Rs. 15000 x No. of Students in the batch 2017-19 + taxes applicable | During the month of February 2018 |
| Rs. 15000 x No. of Students in the batch 2017-19 + taxes applicable | During the month of August 2018   |

**Valid Duration**

13. Initially, this MOA shall be effective from the date of signing by authorized authorities of both parties and is valid for the academic batch of 2017-2019. Subsequently, this MoA shall be renewed under terms and conditions to be agreed upon at that time.

**Renewal**

14. The MOA shall be renewed by May, 2018 by authorized representatives of both parties, under mutually agreed revised terms and conditions through a renewal application.

**Amendments**

15. Any of the clauses / articles contained here in this MOA shall be amended with mutual written and specific consent of both the parties.



  
D. A. S. VEERASENI  
Registrar  
Vels University (Autonomous)  
Pulimedu, Chennai-600 112

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*[Signature]*  
S. RAMAN  
Vice-Chancellor  
VELS UNIVERSITY  
Pulivemba, Chennai - 601 107.

Termination

16. This MOA shall be terminated by either party by giving six months notice to the other so as to have effect of concluding this agreement by the end of the subsequent semester, enabling the current students to complete the subsequent semester.

The amendments, termination and expiration of this MOA will not affect the terms of activities ongoing at the time of notification of amendment, termination, and expiration unless otherwise agreed upon between the parties.

Jurisdiction

17. Any difference or disagreement or misunderstanding between the parties arising during the operation of this agreement shall be attempted to be settled by mutual discussions and clarifications. The Courts in Chennai or Delhi only shall have jurisdiction.

Contact Persons

18. Concerned program Coordinator, Vels School of Management studies, VEELS University and the Head of Education of CII Institute of Logistics shall be the contact persons who will be coordinating the implementation of this MOA during its validity.

Agreement subject to legal regulations.

19. This MOA shall have effect subject to compliance with all legal statutes and Regulations and Rules applicable to the activities envisaged under this MOA.

Arbitration

20. In the event of any difference or dispute arising out of this agreement between the parties which cannot be resolved through mutual negotiations, the same shall be referred for arbitration to a Sole Arbitrator whose decision thereon shall be final and binding on the parties. The provisions of Arbitration and Conciliation Act, 1996, shall be applicable.



*[Signature]*  
PROFESSOR  
VELS UNIVERSITY (VTXU)  
PALLAVARAM, CHENNAI - 600 117.



This MOA is prepared in two identical copies with each party holds one original copy duly signed by the authorized representatives.

Signed at Chennai on this 14 day of JULY 2017, for and on behalf of:

Confederation of Indian Industry and

VELS University



Mr. K V Mahidhar

Executive Director & Head,

Institute of Logistics,

Confederation of Indian Industry



Dr. A.R. Veeramani

Registrar

Dr. A. R. VEERAMANI

Registrar

VELS University

University (VISTA),  
Toll-free, Contact: 600 017

Witnesses: (Signature, Name & Address)

1. \_\_\_\_\_

2. \_\_\_\_\_



**Encloure**

List of subjects to be handled by CII

| Semester | Name of the subject                        |
|----------|--|
| I        | Global environment for business            |
|          | Maritime business                          |
|          | Transportation and distribution management |
| II       | Maritime economics                         |
|          | Multimodal transportation                  |
|          | Warehouse & inventory management           |
| III      | Commercial Geography                       |
|          | Air cargo management                       |
|          | Customs law and procedures                 |
|          | Dry cargo chartering and port management   |
|          | Liner trade and freight forwarding         |
|          | Marine insurance and marine law            |

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*Handwritten signature*  
**Dr. A.N. VEERAMAN**  
Registrar  
Vellore University (VISTAS),  
Palayamkottai, Chennai - 605 017.