

unacademy

Memorandum of Understanding

This Memorandum of Understanding is made and entered on the 11th day of April, 2022 by and between:

Sorting Hat Technologies Pvt. Ltd., a leading EdTech company represented by Shri Roman Saini, Co founder, Unacademy, 5D, Epsilon Apartments, Epsilon Residential Villas, Yemalur Main Road, Bellandur, Bengaluru - 560037 (Hereafter referred to as “**First Party**” which expression shall, unless it be repugnant to the subject or context thereof, shall deem mean and include its successors and assigns)

AND

Delhi Police represented by Shri Satish Kumar, DCP/Welfare, New PHQ, Jai Singh Road, New Delhi (Hereafter referred to as the “**Second Party**”)

Whereas, First Party an Education Technology company headquartered in Bengaluru, India, operates an online learning platform “**Unacademy**”, which provides structured learning courses delivered by the best Educators in India, via a live-class methodology.

Whereas, Second Party is desirous to create a learning ecosystem in the state in which the children of employees of Second Party and In-Service Police Personnel of Second Party can prepare for various prestigious competitive exams.

Whereas, the Second Party and First Party are desirous of creating social impact and economic opportunities through various competitive examinations for children of Delhi Police Personnel and mutually recognise the need to break the affordability barriers that exist when it comes to accessing the best content and quality educators to prepare for competitive exams.

Now, therefore as a part of this MoU, First Party and Second Party undertake to collaborate to provide the following, categorised under two headings:



Section-1

1. Free Subscriptions

- 750 girl students to get free access to Unacadmy subscriptions under its Shikshodaya initiative. Identified girl students could be from classes 10th till 12th.

Second Party will share the details of identified girl students with First Party.

- a. Identified girl students can start attending First Party classes as early April end itself.
- Free subscriptions to 1000 children (boys and girls) of employees of Second Party. First Party, in collaboration with Second Party, will organise an online scholarship test to identify 1000 children. Students from class 10th till Graduation could apply for the test. (Annexure-1 has details of competitive exams for which children can apply)
 - a. Scholarship test will be organised in the month of May/June (considering academic calendar of schools)
 - b. Separate tests will be organised for school and college going students.
 - Free subscriptions for 150 in-service employees of Second Party to prepare for various competitive exams. First Party, in collaboration with Second Party, will organise an online scholarship test to identify 150 personnel of Second Party.
 - a. Scholarship test will be organised in the month of May/June



2. Career Guidance Sessions

As part of this MoU, First Party will also organise 20 Career Guidance Sessions (mixed of Physical and Virtual) under following structure:

Career Information	<ul style="list-style-type: none">• A series of orientation sessions with Industry experts, Public sector experts, Career counsellors etc.• Creation of an online knowledge bank with relevant literature, previous year question papers etc.• A series of 'Unacademy Connect' program with motivational speakers.• 'Profile Building' sessions
Career Exploration	<ul style="list-style-type: none">• FGDs and Contextualised sessions on emerging career opportunities• Basic aptitude and self-assessment tests• Crash courses and Test series
Career Management	<ul style="list-style-type: none">• Aptitude, Psychometric and Personality Tests• Individual Career Development & Progression Plan• Individual Mentorship

3. School Bags/Kit Distribution

As part of this MoU, First Party will also distribute more than 500 School bags along with other study materials. Second Party to identify these 500 plus students.

Section-2

First Party, India's leading learning platform, is also committed to collectively create a cohesive ecosystem for empowering every learner to actualise his/her potential. In this pursuit, as a part of this MoU, First Party will offer its courses with a 50% discounted price (Annexure-2). Objective is that no children of employees (serving/retired/deceased) of Second Party and in-service personnel of Second Party should be left behind and all desirous students shall get access to best connects and quality educators.



TERM

This MoU is valid for 4 years - FY 2022-2026. Deliverables are basis mutual understanding deliverables for year 2, 3 and 4 can be revised and agreed upon. Deliverables for year 2022 are listed in section 1 and 2.

OTHER TERMS

- Question paper for scholarship tests will be set by Top Educators of First Party.
- A student who secures a scholarship rank during the scholarship test of 2022 and chose a course shall not be eligible to take up another test till next year.
- The total financial liability of section-1 of this MoU will be borne by First Party, however Second Party is expected to actively support in making the program successful, e.g. promotion of the program, channelizing the communication for students mobilisation, etc.

COMMERCIALS

For Section-1, the program will have no cost implications for Second Party and First Party will bear the entire cost of educating 750 girls students, 1000 children and 150 in-service personnel so that they can prepare for identified competitive/entrance exams.

Section-2 will have cost implications with 50% discounted price.

UNDERSTANDING

It is mutually agreed upon and understood by and among the Parties to this MoU that:

- That both the parties will work together in a coordinated manner for the fulfilment of the objectives.
- First Party Subscriptions distributed under this MoU are single-use licenses which are non-transferrable and do not have any monetary value attached to it which could be claimed by beneficiaries for refunds, etc.
- This MoU will be effective upon the signature of both the parties



ENTIRE AGREEMENT

First Party is offering free services (Section-1), purely under social responsibility. Neither Second Party nor First Party will take any undue advantage of this MoU, either by using Second Party's or First Party Name/Logo's for business promotions or in any manner, or collect additional fee from students.

Both First Party and Second Party reserves the rights and are entitled to enter into similar MoU with other parties anywhere in India or abroad and both shall have no objection for the same.

The Second Party has agreed to the offer of the First Party subject to the following conditions:-


- (i) That Second Party at its own level would be circulating the offers given by First Party among its employees to make maximum use of this offer.
- (ii) The First Party shall share the data of beneficiaries who avail the offers of First Party on monthly basis with Second Party and such data be provided on 1st of every month for the preceding month.
- (iii) The First Party shall share the data of all those beneficiaries who succeeds in any examination after availing the offers of the First Party with the Second Party.
- (iv) The Second Party reserves the right to verify information about the beneficiary availing offers of First party.
- (v) The Second Party shall not be part of any dispute arising between First Party and the beneficiary of this offer.

This MoU contains the entire agreement between the parties and supersedes any previous understanding, commitments or agreements, oral or written. Further, this agreement may not be modified, changed, or otherwise altered in any respect except by a written agreement signed by both parties.

This Agreement including the attached annexure was signed by the parties under the hands of duly authorised representatives and made effective as on the commencement date.



First Party



Second Party



ANNEXURE-I

Courses for which scholarships and discounted prices offered are:

UPSC	SSC	NDA
CDS	IIT-JEE	NEET

ANNEXURE-II

COURSE	ACTUAL ONE YEAR FEE
UPSC	51,990/-
SSC	9,000/-
NDA	10,120/-
CDS	11,000/-
IIT-JEE	42,350/-
NEET	38,500/-

Unacademy will offer all the above courses with flat 50% discounted prices