

MEMORANDUM OF UNDERSTANDING (MOU)

BETWEEN



TECNIA INSTITUTE OF ADVANCED STUDIES

Institutional Area, Madhuban Chowk, Rohini, Delhi-110085


&



Kontinuum Education LLP

t/as IICS Computer Education
FD-3, Upper Ground Floor, Pitampura,
Next to Pitampura Metro Station,
Delhi-110034

(24th December 2025)


Director
Tecnia Institute of Advanced Studies
(Affiliated to GGSIP University Delhi)
Madhuban Chowk, Rohini, Delhi-85



This **Memorandum of Understanding** (hereinafter called as the 'MOU') is entered into on this the 24th day of December 2025,

BETWEEN


Tecnia Institute of Advanced Studies, O/A: Institutional Area, Madhuban Chowk, Rohini, Delhi-110085 the First Party represented herein by its Dr. Nivedita, Training & Placement Officer, TIAS (hereinafter referred as 'First Party', the institution which expression, unless excluded by or repugnant to the subject or context shall include its successors – in-office, administrators and assigns).

Tecnia Institute of Advanced Studies (TIAS) is a Flagship of Tecnia Group of Institutions; one of the Premier NAAC accredited "A" Grade Institute; Approved by AICTE, Ministry of HRD, Gol and Affiliated to GGSIP University, Delhi; Recognized under Section 2(f) of UGC Act, 1956. The Institute conducts MBA, BBA, BA (JMC), B.Com (H) & BCA Programmes in both shifts. The institute is ISO 9001:2015, ISO 14001:2015, ISO 21001:2018 & ISO 51001: 2018 Certified and Instituted is Top 50 Best B-School in North Zone by The Week Hansa Research Survey, Top 50 Private Institute in India by Times BBA Education Ranking Survey; The institute has established Institution Innovation Council (IIC) under the MHRD, Gol in Entrepreneurship Development Cell to promote Innovation and Start up. Institute also provides Value Added Programs & Career Counseling Session, Capabilities Training to enhance, and technical Expertise knowledge for development of young professional. The institute had setup TIAS-NPTEL Local chapter to complete MOOCs Course with e-certification for making students employable. Institute has ultra-Modern infrastructure and impart value Based Education, conducts Training, Research & Consultancy, National and International conferences and seminars, faculty exchange programme, Technical cum Cultural Fest etc. since 1998. The Institute is located at a prime location and has state-of-the-art facilities, erudite faculties, dedicated staff members and an ambiance to fulfill admirable academic pursuit.

AND

Kontinuum Education LLP (IICS Computer Education), FD-3, UG Floor, Pitampura, next to Pitampura Metro Station, Delhi-110034, **the Second Party** an authorized Platinum training partner of Tally Education, and represented herein by its Director Mr. Tarun Kumar, (hereinafter referred to as "**Second Party**", company which expression, unless excluded by or repugnant to the subject or context shall include its successors – in-office, administrators and assigns).

Kontinuum Education LLP (IICS Computer Education), the Second Party facilitated various training and development programs in India; to promote internship, Live Projects for practical training, Final Placements and industrial visit, the Second Party is promoted by


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PITAMPURA
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Mr Tarun Kumar, Director of Kontinuum Education LLP, FD-3, UG Floor, Pitampura, next to Pitampura Metro Station, Delhi-110034.

The purpose of this MoU is to establish a formal partnership to promote Financial Accounting tools' education, skill development, and career opportunities for students of TIAS through domain club: Finance Club.

WHEREAS:

- A) ("First Party" is a Higher Educational Institution named: Tecnia Institute of Advanced Studies and "Second Party" **Kontinuum Education LLP**, are hereinafter jointly referred to as 'Parties' and individually as 'Party')
- B) First Party & Second Party believe that collaboration and co-operation between themselves will promote more effective use of each of their resources, and provide each of them with enhanced opportunities.
- C) The Parties intent to cooperate and focus their efforts on cooperation within area of,
1. Student Induction Program
 2. Exchanging expertise by means of Guest Lectures, Workshop, Seminar, Conference for the benefit of Faculty & Students, *using webinars & physical visits as per feasibility and availability.*
 3. Value Added Program
 4. Short Term Capability Enhancement Program
 5. Hiring students for internships and live projects for practical training,
 6. Skill Development
 7. Summer Internship *or Online Internship Projects*
 8. Entrepreneurship *Sessions can be delivered as pt 2 above*
 9. Career Counseling
 10. Career Guidance
 11. Consultancy, *we can support Tecnia with suggestions & proposals to different organizations to bring work efficiency*
 12. Entrepreneurship & Startup (*repeated as above, pt 11*)
 13. Placement – *Lifetime Job portal provided by Tally Education, Online webinars for tips & tricks to crack interviews*
- D) Both Parties, being legal entities in themselves desire to sign this MOU for advancing their mutual interest.



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NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERETO AGREE AS FOLLOWS:

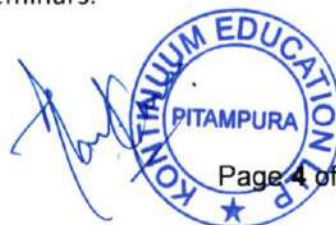
CLAUSE 1 CO-OPERATION

- 1.1 Both Parties are united by common interests and objectives, and they shall establish channels of communication and co-operation that will promote and advance their respective operations within the **Institution** and its related wings. The Parties shall keep each other informed of potential opportunities and shall share all information that may be relevant to secure additional opportunities for one another.
- 1.2 First Party and Second Party co-operation will facilitate effective utilization of the intellectual capabilities of the faculty of First Party providing significant inputs to them in developing suitable teaching / training systems, keeping in mind the needs of the industry, the Second Party.
- 1.3 The general terms of co-operation shall be governed by this MOU. The Parties shall cooperate with each other and shall, as promptly as is reasonably practical, enter into all relevant agreements, deeds and documents (the 'Definitive Documents') as may be required to give effect to the actions contemplated in terms of this MOU. The term of Definitive Documents shall be mutually decided between the Parties. Along with the Definitive Documents, this MOU shall represent the entire understanding as to the subject matter hereof and shall supersede any prior understanding between the Parties on the subject matter hereof.

CLAUSE 2: SCOPE OF THE MEMORANDUM OF UNDERSTANDING (MOU)

- 2.1 The budding graduates from the institutions could play a key role in technological up-gradation, innovation and competitiveness of an industry. Both parties believe that close co-operation between the two would be of major benefit to the student community to enhance their skills and knowledge.
- 2.2 Objectives & Scope of Collaboration – **Refer Annexure Section for further details**
 - Provide TIAS students with industry-recognized financial accounting courses.
 - Organize seminars, workshops, and training sessions on financial accounting with GST and best accounting practices.
 - Identify and nurture meritorious students for career advancement in financial accounting.
- 2.3 Seminars & Scholarship Test:
 - Kontinuum Education (IICS) shall conduct seminars and workshops at TIAS.
 - A Scholarship Test shall be conducted during these seminars.


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2.4 Certification & Career Support:

- Students completing Tally courses shall receive certificates recognized in the financial industry.
- Kontinuum Education (IICS) may provide career guidance, mentoring, and internship opportunities to selected students.

2.5 Internships and Placement of Students: Second Party will actively engage to help the delivery of the Internship and placement of students of the First Party into internships/jobs, as per AICTE internship Policy. *Second Party already has a designated Placement portal powered by Tally Solutions & Tally Education that will be provided to the enrolled students only.* Hiring students for internship & Live project for practical training.

For Students of Management

- Providing industrial exposure to the management students to understand the practical situations and operational activities of the organizations.
- Getting oriented for corporate culture and functioning.
- Providing the management students a sense of direction in identifying career opportunities and get prepared accordingly.
- To help students in identifying their areas of interest and generating placement opportunities (PP I / PPO).

For Students of Journalism and Mass Communication

- Applying classroom – based education for practical work experience in the industry.
- Utilizing current standards and recent advances in media and entertainment organization.
- Networking with the industry professionals.
- Applying classroom learning for practical work experience in the industry.
- Developing proficiency of skills, explore career options and networking with potential employers.
- Demonstrating proficiency of skills in their field of interest in Media and entertainment Industry.

For Students of Computer Applications

- Providing high-quality technical training covering key concepts in computer applications and software design, development, and implementation.
- Developing appropriate skills for increasing the productivity of students.

2.6 Campus interview: *The second party will conduct interviews once there is a vacancy available at second party's organization* where intake depends upon the clearance of all the rounds by the candidate in the selection process.

- 2.7 **Curriculum Design:** Second Party will give valuable inputs to the First Party in teaching / training methodology and suitably customize the curriculum so that the students fit into the industrial scenario meaningfully.
- 2.8 **Guest Lectures:** Second Party to extend the necessary support to deliver guest lectures to the students of the First Party on the continuing development for every intern through our exceptional training solutions in BFSI sector.
- 2.9 **Skill Development Programs:** Second Party to train the students of First Party on the emerging technologies that are covered as per this MoU, to bridge the skill gap and make them industry ready.
- 2.10 **Faculty Development Programs:** Second Party to train the Faculties of First Party for imparting industrial exposure/ training as per the industrial requirement considering the National Occupational Standards in concerned sector, if available.
- 2.11 **Management Development Programs:** First Party to train the member of Second Party to through Management Development programs abreast with the latest skills.
- 2.12 **Research and Development:** Both Parties have agreed to carry out the joint research activities in the fields of –Interns with specialization in Marketing and HR, passionate to make their career in Banking and Financial Sector.
- 2.13 **Projects and Consultancy:** Both the parties agree to coordinate with each other on various projects and consultancy on various sectors of management.
- 2.14 **Branding & Strengthen of Relations:** Both the parties agree to use logo of each other for branding and strengthen of relations and can publicize on website and other social media. The students of Tecnia Institute of Advanced Studies undergoing internship with Stallion Capital Management Pvt. Ltd. may use the logo of the company on the report that would be submitted for final evaluation.
- 2.15 Both Parties to obtain all internal approvals, consents, permissions, and licenses of whatsoever nature required for offering the Programs on the terms specified herein
- 2.16 There is no financial commitment on the part of the **Tecnia Institute of Advanced Studies**, the First Party to take up any program mentioned in the MoU. If there is any financial consideration, it will be dealt separately.

CLAUSE 3: INTELLECTUAL PROPERTY

3.1 Nothing contained in this MOU shall, by express grant, implication, Estoppel or otherwise, create in either Party any right, title, interest, or license in or to the intellectual property (including but not limited to know-how, inventions, patents, copy rights and designs) of the other Party.

CLAUSE 4: VALIDITY

This Agreement will be valid for Four years (*with renewal addendum to be signed annually by both parties to avail benefit of Free Tally license for Training / non-commercial use only, after meeting all conditions as set in the annexures*), **Kontinuum Education LLP (IICS Computer Education)**, the Second Party, as the case may be, will take effective steps for implementation of this MOU. Any act on the part of **Kontinuum Education LLP (IICS Computer Education)**, the Second Party after termination of this Agreement by way of communication, correspondence etc., shall not be construed as an extension of this MOU.

4.1 Both Parties may terminate this MOU upon 30 calendar days' notice in writing. In the event of Termination, both parties have to discharge their obligations

CLAUSE 5: RELATIONSHIP BETWEEN THE PARTIES

5.1 It is expressly agreed that First Party, **M/s Tecnia Institute of Advanced Studies** and Second Party, **Kontinuum Education LLP (IICS Computer Education)**, are acting under this MOU as independent contractors, and the relationship established under this MOU shall not be construed as a partnership. Neither Party is authorized to use the other Party's name in any way, to make any representations or create any obligation or liability, expressed or implied, on behalf of the other Party, without the prior written consent of the other Party. Neither Party shall have, nor represent itself as having, any authority under the terms of this MOU to make agreements of any kind in the name of or binding upon the other Party, to pledge the other Party's credit, or to extend credit on behalf of the other Party.

CLAUSE 6: ARBITRATION

6.1 Any divergence or difference derived from the interpretation or application of the MoU shall be resolved by arbitration between the parties; In case aggrieved parties are not satisfied and the amicable solution is not possible, the same shall be referred for arbitration to panel of two arbitrators each to be appointed by the "parties" as per the provisions of Arbitration and Conciliation Act 1996 as amended/notated. The place of the arbitration shall be at notified by the parties. This undertaking is to be construed in accordance with Indian Law with exclusive jurisdiction in the Courts of Delhi only.



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CLAUSE 7: TERMS & CONDITIONS

- The Parties agree to act in good faith to achieve the objectives stated in this MoU.
- This MoU does not create any legal or financial obligations unless mutually agreed upon in writing.
- All disputes arising from this MoU shall be resolved amicably through mutual consultation.

CLAUSE 8: CONFIDENTIALITY

The Parties agree that any confidential information exchanged during the course of this MoU shall not be disclosed to any third party without prior written consent from the other Party.

IN WITNESS WHEREOF, the parties hereto have executed this MOU in their corporate names by their respective officers duly authorized, on the respective dates hereinafter mentioned


Director
Tecnia Institute of Advanced Studies
Affiliated to GGSIP University Delhi
Plot No. 1, Chowk, Rohini, Delhi-82
For Tecnia Institute of Advanced Studies
(First Party)
Name: Dr. Ajay Kumar,
Director
Date: 24/12/2025



For KONTINUUM Education LLP
(Second Party)
Name: Mr. Tarun Kumar
Director
Date: 24/12/2025

Annexure I – Training & Certification Options

S.No.	SERVICES OFFERED	OPTION 1 (Online Recorded Training)	OPTION 2 (Online LIVE Training)	OPTION 3 (Face-to-Face Training)
1	Tally International Certification	YES	YES	YES
2	Assignments	YES	YES	YES
3	Mock Test Series	YES	YES	YES
4	Student's Personal Job Portal	YES	YES	YES
5	Tally Original E-courseware	YES	YES	YES
6	Proctored Final Exam	YES	YES	YES
7	Faculty Development Program (FDP)	YES	YES	YES
8	Workshop for Students (Face-to-Face): "Career Building in Accounts & Finance Domain"	YES	YES	YES
9	Online Recorded Training Videos	YES	YES	YES
10	Online Live Training	NO	YES	NO
11	Face-to-Face Training	NO	NO	YES

Annexure II - Commercials

S.No.	Course & Certification Name	OPTION 1 Amount	OPTION 2 Amount	OPTION 3 Amount
1.	Tally Essential Level 1	Rs. 1500 + GST	Rs. 2500 + GST	Rs. 3500 + GST
2.	Tally Essential Level 2	Rs. 1500 + GST	Rs. 2500 + GST	Rs. 3500 + GST
3.	Tally Essential Level 3	Rs. 1500 + GST	Rs. 2500 + GST	Rs. 3500 + GST

Note:

- a) 100% Payment shall be made in advance by the Institution.
- b) GST is 18%.
- c) For Face-to-Face training, a minimum of 30 students is required in a batch.
- c) Training dates to be mutually decided depending on the availability of Master Faculty.

Annexure III

Tally Multiuser License

As we share the common vision of empowering the students by imparting industry relevant skill sets and increasing their employability. To achieve our common goal, we shall collaborate on a non-exclusive basis on the following framework to execute the assessment and certification for the students. To impart the best and updated knowledge, we will provide Tally Multiuser License complimentary to Institution.

Proposed Terms and Conditions:

Deliverables from Kontinuum Education LLP (IICS Computer Education – Pitampura):

1. Provide Online/Offline training on **Licensed Tally PRIME**.
2. Provide authorized **E-Courseware from Tally**.
3. Enroll all students to the TEPL portal.
4. Provide assessment and certification to the enrolled students.

Deliverables from TEPL for TIAS and for all enrolled candidates:

1. TallyPRIME Multiuser License on an annual renewal basis on request.
2. 2*2 Tally logo signboard to be affixed outside/ inside the computer lab.
3. Digital verifiable Certificate to students who pass the assessment.
4. Mock assessments to students in the Candidate Portal to evaluate their progress.

Deliverables from TIAS:

1. TIAS to make payment to Kontinuum Education LLP before commencement of the course.
2. Providing all the necessary student details for enrolling students.
3. Infrastructure for training/doubt sessions and assessment, including webcam on PCs for final proctored assessment.
4. Fix Tally logo signboard (as provided by TEPL) to the computer lab.
5. Utilize the license provided for training purposes only.
6. Minimum enrolments of 100 students in a year for the Multi-user license to be **renewed at no cost**.

Documents Required:

Letter issued on Institution's letter head, duly approved, signed and stamped by competent authority.

Payment Terms:

The full payment will need to be made in advance via Cheque/RTGS/NEFT in favor of:

Company Name	Kontinuum Education LLP
Bank Name	HDFC
Branch	Kohat Enclave
Account no	50200035926903
IFSC Code	HDFC0001442


Director
Tecnia Institute of Advanced Studies
GGSIP University Delhi
Madhuban Chowk Rohini, Delhi
For Tecnia Institute of Advanced Studies

Name: Dr. Ajay Kumar,
Director
Date: 24/12/2025



For Kontinuum Education LLP

Name: Mr. Tarun Kumar
Director
Date: 24/12/2025