

తెలంగాణ తెలంగాణ TELANGANA

N 204056

5331 DT: 27-03-2018

100/-

*A. Rajesh Kumar*  
A. RAJESH KUMAR

LICENSED STAMP VENDOR

L. No.15-17-018/2011. R.L.No.15-17-056/2017

H.No.7-121, Beside Sub-Registrar Office

Ghatkesar (V & M) Medchal (Malkajgiri) Dist 501- 301

Cell: 9393366050

to A. SANTHOSH

DARSHAN

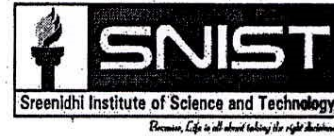
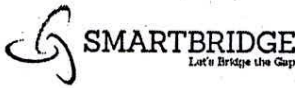
Whom SREENIDHI INSTITUTE OF SCIENCE AND TECHNOLOGY, R/O. YAMNAMPET, GHATKESAR, M.M. DIST

This Memorandum of Understanding ("MOU") is signed on 3<sup>rd</sup> December 2018 (Effective date) by and between SMARTBRIDGE EDUCATIONAL SERVICES PVT LTD. ("SMARTBRIDGE"), having its registered office at Plot No .550/F, Road.No.92, Jubilee Hills, Hyderabad, Telangana – 500096 and SREENIDHI INSTITUTE OF SCIENCE & TECHNOLOGY ("SNIST"), having its campus at Yamnampet, Ghatkesar, Hyderabad ,Telangana – 501301. SMARTBRIDGE and SNIST are sometimes hereinafter referred to individually as a "Party" or collectively, the "Parties".

### Background

SMARTBRIDGE is an edTech organization with a vision to bridge the gap between academia & industry. Our outcome-based experimental learning programs on emerging technologies (IoT, Machine Learning, Data Science, Artificial Intelligence, Edge Computing) are building skilled entry - level engineers, for the corporate world. SmartBridge is in mission to build technology communities in academia to encourage students towards innovation & entrepreneurship. Since inception, we have trained thousands of students, faculty and working professionals on emerging technologies via technical boot-camps, hackathons and professional development programs.

For SmartBridge Educational Services Pvt.Ltd.  
*[Signature]*



Following are our Services for Academia & Students

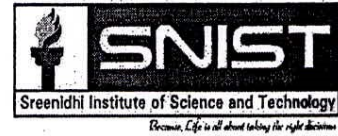
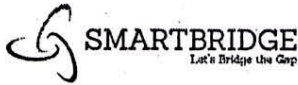
- Technology Bootcamps
- Hackathons
- Hands-on Training Programs
- Professional Development Programs
- Summer Practice Schools
- Industrial Project Consultation

**Sreenidhi Institute of Science & Technology (SNIST)** established in 1997, is offering Under Graduate(UG) and Post Graduate(PG) programs in different disciplines of Science and Engineering. SNIST is dedicated for transforming the students into highly competent engineers with high level of motivation, professional skills and self-confidence.

SNIST has established an Industry Institution Interaction Centre to forge alliances with industries and educational institutions. There are seven different engineering departments, which are running under graduate and post graduate courses. Depending upon the specializations, the heads of the concerned departments approach the industries related to their departments and forge alliances with them for R & D activities found to be usefully to the industry and the institution. At times the consultancy work is also taken from the industries depending upon the capabilities of the faculty and the availability of infrastructure in the institution and the complexity of the problem. Besides the alliances forged by the individual departments the college also entered into MoU with certain industries and also with some educational institutions of standing in India and elsewhere.

Both SMARTBRIDGE and SNIST of Hyderabad, Telangana recognized the need for:

- 1) Pooling and sharing their knowledge and skills for constant development and upgrading in the field of Emerging Technologies.
- 2) Close cooperation between the industry and the technical education system
- 3) Educating & training of students, in practical environment, to enrich teaching methodologies, to help faculty development and to make the training more employment oriented



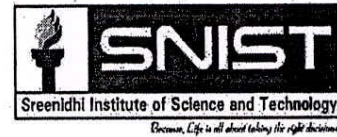
In appreciation of the above and in the furtherance of the common desire for improving the quality of graduating Science & Engineering students, SMARTBRIDGE and SNIST have agreed to join hands. Both parties have explored the possibilities of building a synergistic relationship and have agreed to enter into MOU with the following joint responsibilities:

- 1) With a view to provide inputs to improve the quality of education and to impart industry related training, SMARTBRIDGE will provide their expertise on "Utilization of Lab & Incubation center" to Sreenidhi.
- 2) With a view to introduce students to industry, SMARTBRIDGE will provide "Academic Projects & Internships" to SNIST students. Further SNIST students and faculty will participate in developing modules of a larger project and submit the completed work as consultancy project. To assist this activity SNIST guide and students will work in the premises of SMARTBRIDGE for the purpose of coding, assembly, integration, and testing of the project as and when required.
- 3) SNIST will provide required support in the survey of technical field, design, concepts and the methods of evaluation of the project.
- 4) SMARTBRIDGE will suggest the required changes in the curriculum and help SNIST in providing education to it's students as required by the industry.
- 5) Both parties agree to maintain confidentiality of information and the information can be released only with mutual agreement.

## 1. PURPOSE AND SCOPE:

This Memorandum of Understanding (MOU) sets for the terms and understanding between the SMARTBRIDGE and SNIST to engage in following undertaking category.

- a) Project and Product Development activity for 3<sup>rd</sup> and 4<sup>th</sup> year engineering students of ECE, ECM, EEE, CSE, IT and Mechanical branch along with students from related M-Tech programs. This can be done with mutual consent between SMARTBRIDGE and SNIST.
- b) Engaging in consultancy work for a specific scope of services and product development which will be signed by both parties on need based terms.
- c) Electives Program to be designed and executed on emerging trends such as IoT System Design. Workshops, guest lectures, Faculty Development Program (FDP), industrial trainings on latest technology and final year project assistance etc.



SMARTBRIDGE and SNIST both agree to work in collaboration in building a center of excellence (COE) in mutually identified areas at SNIST campus.

## 2. VALIDITY

This MOU is valid for Two (2) years from the date of signing of this MOU. Thereafter the MOU may be renewed for such term and on conditions as may be agreed between the Parties.

## 3. NO ASSIGNMENT

Neither party without the written consent of the other may assign either the benefit or the burden of this MOU to anybody.

## 4. TERMINATION

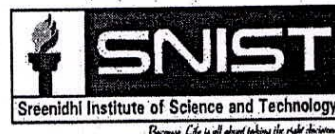
Either party may terminate the MOU for cogent and logical reasons, by giving to the other party 30 days' notice in writing.

## 5. ENTIRE AGREEMENT

- a) This document represents the entire agreement between the Parties regarding the subject matter of this MOU and can only be amended or modified by an agreement in writing signed by the Parties hereto.
- b) A co-ordination committee consisting of one faculty member of SNIST and one officer nominated by SMARTBRIDGE shall be constituted to implement and give effect to objectives of this MOU.

## 6. LEGAL EFFECT

This document is not intended to impose any legal obligation whatsoever on either party (whether based in contract, tort or under statutory law). The parties do not intend to be bound by any agreement until both agree to and sign a definitive written contract. Neither party can rely on any promises inconsistent with this paragraph. This paragraph supersedes all other conflicting language.



### DECLARATION

Both SMARTBRIDGE and Sreenidhi located at Hyderabad are pleased to enter into this Memorandum of Understanding and believe that such an understanding would lead to a continuing period of meaningful interaction, cooperation and exchange of information and ideas. Both will value the spirit of this agreement and would strive continuously to develop the various facts of this MOU.

This agreement can be terminated with consent of the management by either party with one month prior notice and written information without any liability on each other.

### SIGNATURES

This MOU will come into effect on the day date of signature of the representative of both parties as given :

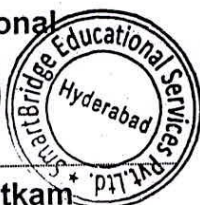
For SmartBridge Educational  
Services Private Limited


Signature: 

Name: Mr. Amarender Katkam

Title: Founder, CEO

Date: 3<sup>rd</sup> December 2018



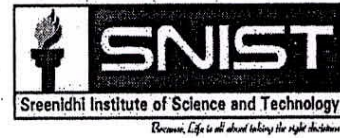
For Sreenidhi Institute of Science and Technology  
& Science 

Sreenidhi Institute of Science and Technology  
Yamnapet (V), Ghatkesar (M)  
Signature: Medchal (Dist), Telangana-501 301

Name: Dr. T.Ch. Siva Reddy

Title: Principal

Date: 3<sup>rd</sup> December 2018



## CONSULTANCY AGREEMENT

This Consultancy Agreement is made and entered into on 19th Nov 2018 by and between SMARTBRIDGE Educational Services Private Limited with its principal place of business located at 3rd Floor, Narmada Arcade, Snehapuri Colony, Nacharam Main Road, Hyderabad – 500076, (hereinafter referred to as SMARTBRIDGE or COMPANY and Party of the First Part.)

And

Sreenidhi Institute of Science and Technology with its campus located at Yamnampet, Ghatkesar, Hyderabad, Telangana 501301 (hereinafter referred to as SNIST or CONSULTANT and Party of the Second Part.)

WHEREAS, the SMARTBRIDGE is in the business of design, development, manufacturing and supplying of Internet of Things (IoT) & Artificial Intelligence (AI) based solutions & products.

WHEREAS, the SNIST has expertise in the area of engineering modelling, simulation and prototyping followed with R&D in various engineering disciplines such as Electronics and Communication, Mechanical Engineering, Computer Science, Biotechnology, etc.

WHEREAS, the SMARTBRIDGE desires to engage the SNIST to provide certain services in the area of SNIST's expertise and the SNIST is willing to provide such services to the SMARTBRIDGE;

NOW, THEREFORE, the Parties hereby agree as follows:

### ENGAGEMENT AND SERVICES

#### Engagement

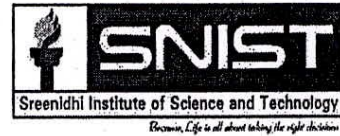
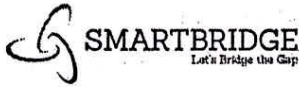
SMARTBRIDGE hereby engages SNIST to provide and perform the services set forth in Appendix A attached hereto (the "Services"), and the SNIST hereby accepts the engagement.

SMARTBRIDGE  
SmartBridge Educational Services Pvt.Ltd.  
Authorized Signatory

Jonal  
PRINCIPAL

SNIST

Sreenidhi Institute of Science and Technology



### Standard of Services.

All Services to be provided by SNIST shall be performed with promptness and diligence in a workmanlike manner and at a level of proficiency to be expected of a consultant with the background and experience that SNIST has projected. SMARTBRIDGE shall provide such access to its information, property and personnel as may be reasonably required in order to permit SNIST to perform the Services.

### Tools, Instruments and Equipment.

SNIST will utilize it's own facilities such as tools, instruments and equipment and place of performing the Services, unless otherwise agreed between the Parties. However SMARTBRIDGE can be requested to provide proprietary and licensed software/hardware access for speedy completion of the Services.

### Representation and Warranty.

SNIST represents and warrants to the SMARTBRIDGE that it is under no contractual or other restrictions or obligations which are inconsistent with the execution of this Agreement or which will interfere with the performance of the Services.


### CONSULTANCY PERIOD


#### Commencement

This Agreement shall commence on the Effective Date and shall remain in effect until the completion of the Services or the earlier termination of this Agreement as provided in Article 2 of MoU.

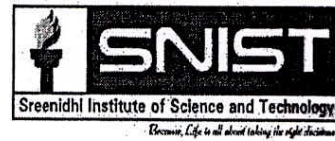
#### Termination

This Agreement may be terminated by either party with 30 day notice in writing, if there is any breach in the terms of the Agreement, NDA, unsatisfactory performance of the Second party ie.SNIST or failure on the part of the First party i.e. SMARTBRIDGE to honour the stipulated conditions, timely payments, facilities to be provided etc. or any sort of inconvenience caused to the second party for smooth extension of their agreed consultancy service. The payment for the period of service rendered in the month shall be settled ,without having any dues to the Second party kept in pending

For SmartBridge Educational Services Pvt.Ltd.  
SMARTBRIDGE   
Authorized Signatory

  
PRINCIPAL

SNIST



### Effect of Termination

Upon the effective date of termination of this Agreement, all legal obligations, rights and duties arising out of this Agreement shall terminate except for such legal obligations, rights and duties as shall have accrued prior to the effective date of termination and except as otherwise exclusively expressed in this Agreement.

### CONSULTANCY FEE AND EXPENSES

#### Consultancy Fee

In consideration of the services to be rendered hereunder, the Company shall pay consultant a consultancy fee of **INR 1,45,000 (One Lakh Forty Five Thousand Rupees)** for the Services provided, which is inclusive of all expenses like hardware procurement, travel, software tools and applicable taxes.

#### Expenses

Consultant shall be entitled to reimbursement for all pre-approved expenses reasonably incurred in the performance of the Services, upon submission and approval of written statements and receipts. All the expenses are covered in the Consultancy fee mentioned.

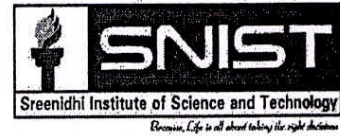
#### Payment

The payment shall be made by the SMARTBRIDGE for the work scope agreed which is divided into three phases of Services as specified in Appendix A. Upon completion of each phase of the work product the company shall release the agreed payment as mentioned in the Appendix A. All such payment requests shall be due and payable within fifteen (15) working days after receipt thereof by the Company.

#### Force Majeure

Either Party shall be excused from any delay or failure in performance required hereunder if caused by reason of any occurrence or contingency beyond its reasonable control, including, but not limited to, acts of God, acts of war, fire, insurrection, strikes, lock-outs or other serious labor disputes, riots, earthquakes, floods, explosions or other acts of nature. The obligations and rights of the Party so excused shall be extended on a day-to-day basis for the time period equal to the period of such excusable interruption. When such events have abated, the Parties' respective obligations hereunder shall resume. If the event of the interruption of the excused Party's obligations continues for a period in excess of 30 calendar days, either Party shall have the right to terminate this Agreement upon 10 calendar days' prior written notice to the other Party.





### Assignment

The Services to be performed by Consultant hereunder are personal in nature, and Company has engaged Consultant as a result of Consultant's expertise relating to such Services. Consultant, therefore, agrees that it will not assign, sell, transfer, delegate or otherwise dispose of this Agreement or any right, duty or obligation under this Agreement without the Company's prior written consent. Nothing in this Agreement shall prevent the assignment by the Company of this Agreement or any right, duty or obligation hereunder to any third party.

### GOVERNING LAW AND DISPUTE RESOLUTION

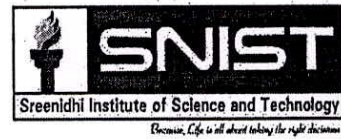
Disputes under this agreement shall be resolved by discussion between such senior management functionaries as the Parties may nominate for that purpose. If they fail to resolve a dispute amicably within 15 days of its commencement, the parties shall refer the dispute to binding arbitration to a sole arbitrator at a place mutually agreed upon by both parties.

### GENERAL

This Agreement may not be modified other than by a written instrument executed by duly authorized representatives of the Parties. Should any provision of this Agreement be held by a court of competent jurisdiction to be illegal, invalid or unenforceable, such provision may be modified by such court in compliance with the law giving effect to the intent of the Parties and enforced as modified. All other terms and conditions of this Agreement shall remain in full force and effect and shall be construed in accordance with the modified provision.

SMARTBRIDGE SmartBridge Educational Services Pvt.Ltd.  
*[Signature]*  
Authorized Signatory

*[Signature]*  
PRINCIPAL SNIST



Further, this Agreement to be read with the detailed and mutually agreed conditions laid down in the Confidentiality and Non-Disclosure Agreement, appended and to be entered between the parties, the conditions of which binding upon both the parties.

IN WITNESS WHEREOF, and intending to be legally bound, the Parties have duly executed this Agreement by their authorized representatives as of the date first written above.

For SmartBridge Educational Services Private Limited

Signature: \_\_\_\_\_

Name: Mr. Amarender Katkam

Title: Founder, CEO

Date: 3<sup>rd</sup> December 2018



For Sreenidhi Institute of Technology & Science

Signature: \_\_\_\_\_

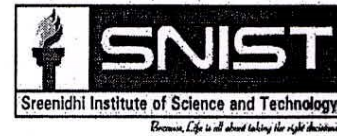
Name : Dr. T.Ch. Siva Reddy

Title : Principal

Date: 3<sup>rd</sup> December 2018

*J. S. Reddy*  
PRINCIPAL

Sreenidhi Institute of Science and Technology  
Yamnapet (V), Ghatkesar (M)  
Medchal (Dist), Telangana-501 301



## APPENDIX - A

### PROJECT SCOPE & SERVICES

#### Project Title:

Development of Intelligent Image & Video Processing Algorithm for Intelligent Video Cameras based on Neural Networks with EDGE Deployment

#### Project Description:

In this project the consultant need to develop a light weight neural network based algorithm to process the video frames captured by a 720P HD camera. The algorithm shall be developed as a python package to which can give high performance in EDGE level deployment with GPU based processing.

The algorithm shall have following sub modules

- a. People Detection
- b. Gender & Age Estimation
- c. Dressing Style Classifier
- d. Dressing Colour Classifier
- e. Dressing Pattern Classifier

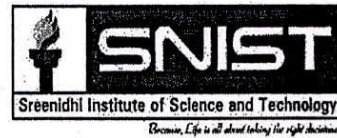
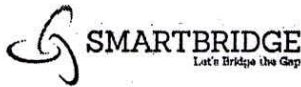
The consultant shall also build the necessary dataset to build the classification models.

#### Requirements:

- a. Algorithm shall be supplied as a python package with sub modules for each functionality along with mathematical equations.
- b. Classification algorithms shall be based on Convolutional Neural Networks (CNN) built using latest stable package of Tensorflow on GPU platform
- c. The dataset built shall be built specific to India (Faces & Dressing Styles)
- d. The Model shall give atleast 95% accuracy on random test data provided by the Company on EDGE Platform like NVIDIA Jetson TX2 / INTEL VPU Platforms

SMARTBRIDGE Bridge Educational Services Pvt.Ltd.  
Authorised Signatory

  
PRINCIPAL  
Sreenidhi Institute of Science and Technology  
SNIST



## HARDWARE PROCUREMENT / SUPPLY

The consultant shall use following hardware to build / deploy the models

- a. NVIDIA Jetson TX2 (or)
- b. INTEL Movidius 2.0 (Neural Computing Stick)


The hardware will be supplied to consultant on returnable basis at the end of the project the consultant shall return the hardware to the company.


## DELIVERY SCHEDULE & PAYMENT TERMS:

The consultant shall deliver the project as per the delivery schedule mentioned in the table and he will be paid based on the milestones against the invoice:

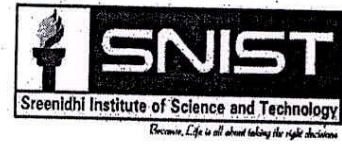
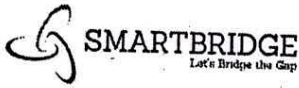
Milestone	Delivery Schedule, (From signing of Agreement)	Payment, % of Total Project Cost*
Development of People Classification Algorithm	30 Days	10%
Development of Gender & Age Estimation Algorithm	50 Days	10%
Development of Dataset for Fashion Classification	80 Days	20%
Development of Dressing Style Classifier	100 Days	10%
Development of Dressing Colour Classifier	120 Days	20%
Development of Dressing Pattern Classifier	140 Days	10%
Final Integration & Testing on Specified Hardware	160 Days	10%
Final Acceptance & Handover	180 Days	10%

\*the project cost mentioned excludes the cost of hardware & other expenses.

For SmartBridge Educational Services Pvt.Ltd.  
  
Authorised Signatory  
SMARTBRIDGE

  
PRINCIPAL  
Sreenidhi Institute of Science and Technology

SNIST




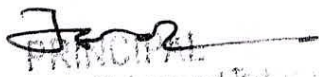
### DEVELOPMENT TEAM & DATA PRIVACY:

- a) The consultant shall identify the best team with a project manager for working on above scope with prior declaration of their names & experience to Company. The consultant shall execute an NDA document with team members and same shall be submitted to Company. The team consists of the following faculty.
  1. Dr. Shruti Bhargava Choubey, Assoc Prof. ECE Dept.
  2. Dr. Abhishek Choubey, Assoc Prof. ECE Dept
- b) All the development works shall be maintained securely and un-authorized access to the algorithms shall be avoided.
- c) Any change in team shall be intimated to the company with a prior notice

### PROJECT REVIEW MEETINGS:

- a) The consultant & company representatives shall meet every fortnight at either company or consultant premises to review the project status and to provide any inputs necessary same shall be recorded as Minutes of Meetings.
- b) All the communication between company & consultant shall happen through official emails of either parties.

For SmartBridge Educational Services Pvt.Ltd.  
  
Authorized Signatory

-----  
  
PRINCIPAL  
Sreenidhi Institute of Science and Technology  
Yammampet (V), Ghosikesar (M)  
Medchal (Dist), Talangana-501 307

# One Week Faculty Development Programme on Internet of Things

Organized by Department of  
Electronics and Computer Engineering  
SNIST

Under TEQIP – II

Venue – E-CAD, ECM Department



Resources and Accessories enabled by





**SMARTBRIDGE**  
Let's Bridge the Gap

# Internet Of Things

Name: \_\_\_\_\_  
Mobile: \_\_\_\_\_  
Email: \_\_\_\_\_  
Dept: \_\_\_\_\_  
College: SreeNidhi Institute of Science & Technology

Will you carry a laptop (Y/N)? \_\_\_\_\_

The IOT program will be for 40 Hours (10 Days) at SNIST.

The training consists of 80% hands-on practice

A group of 3 participants will get a hardware kit for project work & Prototyping

<http://tinyurl.com/snist-IOT> - Program details are available

The fee for the IOT program is Rs. 5000/- per head

Registration can be done with Rs. 2000/- initially

Last Date of Registration will be 16-May-2016

Fee Payment Instructions
Fee can be paid by Cash, cheque/DD or Online transfer to
<b>SmartBridge Educational services Pvt. Ltd</b>

Online payment on [www.thesmartbridge.com](http://www.thesmartbridge.com) or Paytm @ 9849334539

For Details Please call Mr. Ahmed 9618900155 or Ms. Jyothsna 9100918745



**SREENIDHI INSTITUTE OF SCIENCE & TECHNOLOGY**  
(An Autonomous Institution under JNTUH)

Administration Department

No.TEQIP II / Admn./2016

15<sup>th</sup> February 2016

OFFICE ORDER


Sub: Approval to organize a workshop by the Electronics and Computers Engineering Department – Regarding

Ooooooooo

- 1) Approval is hereby accorded for organizing a 5-day National workshop on Internet of Things in collaboration with Smart Bridge Educational Services Pvt. Lt. under TEQIP Phase II during the period 25<sup>th</sup> – 29<sup>th</sup>, 2016 in the campus.
- 2) Approval is also conveyed for the budget submitted by the ECM Dept. for conducting the above workshop.
- 3) The ECM Dept. is advised to give the statement of account as also the list of nominations received from the above workshop while settling the accounts after the workshop is over.

  
15/2/2016  
PRINCIPAL

Copy to

- 1)The HOD, ECM Department
  - 2)Accounts Section
  - 3)TEQIP Cell
  - 4)Conference file
  - 5)Personal file.
- 



HOD - ECM



SREENIDHI INSTITUTE OF SCIENCE AND TECHNOLOGY

Yamnapet, Ghatkesar, Hyderabad - 501 301

Department of Electronics and Computer Engineering (ECM)

Ref: SNIST/ECM/F-10

Date: 10-02-2016

To  
The Principal,  
SNIST, Hyderabad

Sub: Workshop on IOT - Request to grant permission to organize - Approval of budget for conducting the same - Reg.


Respected Sir,

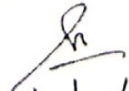
In pursuit to provide latest industry trend knowledge and skill upgradation to our faculty members, the ECM Department is glad to inform you that a *5-day National workshop on 'Internet of Things' in collaboration with Smart Bridge Educational Services Pvt. Ltd.* under TEQIP - II during February 25<sup>th</sup> - 29<sup>th</sup>, 2016 is planned. This workshop is further helpful in enhancing the knowledge of our faculty members in few of the proposed electives under CBCS. Enclosed for your kind perusal are the copy of the proposal and a detailed day-wise schedule of this workshop. Also, enclosed is the budget estimate.

In this regard, we request you to grant permission to organize this workshop during the aforementioned dates and also grant approval for the estimated budget.


Thanking you,

  
(Mr. Kasi Bandla)  
Coordinator

  
(Dr. Ameet Chavan)  
Professor & Head, ECM

may be permitted  
  
14/02/2016

Basic under FDP  
Reg  
DEQIP.

Submitted to Secretary  
for approval  
 (Secretary)

# SREENIDHI INSTITUTE OF SCIENCE AND TECHNOLOGY

Yamnampet, Chatkesar, Hyderabad – 501 301

Department of Electronics and Computer Engineering (ECM)

One Week Faculty Development Programme on 'Internet of Things', February 25th – 29th, 2016

## Participants List

S. No.	Name of the Participant	Designation	Organization	Department	Phone Number	E-mail ID
1	Mr. Harikishan A. N. V. B. S	Assistant Professor	SNIST	IT	9985654643	harikishan@sreenidhi.edu.in
2	Ms. E. Harika	Assistant Professor	SNIST	IT	9703977256	harika2@sreenidhi.edu.in
3	Ms. K. Priya Bhashini	Assistant Professor	SNIST	IT	9573858118	priyabhashinik@gmail.com
4	Ms. K. Sri Laxmi	Assistant Professor	SNIST	IT	9908279798	kslaxmi@sreenidhi.edu.in
5	Mr. Sreedhar Potla	Associate Professor	SNIST	IT	9848069671	sreedharp@sreenidhi.edu.in
6	Ms. N. Sree Vidya	Assistant Professor	SNIST	IT	9985866644	sreevidya@sreenidhi.edu.in
7	Mr. Ravi G	Assistant Professor	SNIST	CSE	9959711501	ravig@sreenidhi.edu.in
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