



# INNOMATICS

## RESEARCH LABS

(A unit of ZeoMinds IT Solutions Pvt. Ltd.)

### MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding is executed on 26th June 2025 on at Proddatur, YSR Dist., A.P.

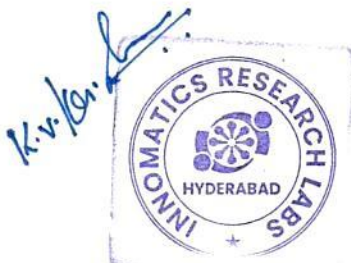
By and between:

Innomatics Research Labs (A unit of ZeoMinds IT Solutions Private Limited), a company incorporated under the Companies Act, 2019, having its registered office at #205, 2nd Floor, Fortune Signature Building, Beside JNTU Metro Station, Sardar Patel Nagar, Kukatpally, Hyderabad, Telangana 500085, represented by its Managing Directors, **Mr. Vishwanath Nyathani & Mrs. Kalapana Katiki Reddy** (hereinafter referred to as First Party, which expression shall, unless repugnant to the context or meaning thereof, include its successors and permitted assignees) of the **FIRST PARTY**;

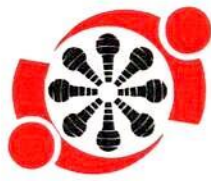
And

Gouthami Institute of Technology and Management for Women, an educational institution located at Sai Nagar, Peddasettipalli(V), Proddatur, YSR Dist., Andhra Pradesh-516360, represented by its Principal **Dr. Manne Rama Subbamma**, (hereinafter referred to as the Second Party, which expression shall, unless repugnant to the context or meaning thereof, include its successors and permitted assignees) of the **SECOND PARTY**.

The First and Second Party are collectively referred to as the "PARTIES" or individually as a "PARTY".



*M. Subbamma*  
**PRINCIPAL** 26/06/2025  
Gouthami Institute of Technology and  
Management for Women,  
Peddasettipalli (V),  
Proddatur-516360, Kadapa (Dt.)



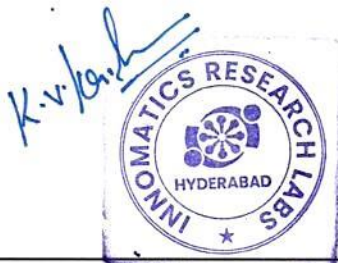
# INNOMATICS RESEARCH LABS

(A unit of ZeoMinds IT Solutions Pvt. Ltd.)

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES AND COVENANTS SET FORTH IN THIS MOU, THE PARTIES HEREBY AGREE TO FORMALIZE THEIR COLLABORATION TO ENHANCE INDUSTRY-ACADEMIA INTERACTION AND PROVIDE STUDENTS WITH EXPOSURE TO REAL-WORLD APPLICATIONS.

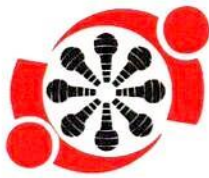
This MoU aims to bridge academia and industry through networking, hands-on training in emerging technologies, and internship opportunities to enhance employability and career readiness.

- 1) The First Party shall organize industry-relevant training programs and provide hands-on exposure to industry tools and technologies.
- 2) The First Party shall offer internship opportunities to students based on performance and eligibility.
- 3) The First Party shall conduct workshops, guest lectures, and hackathons to enhance student skills.
- 4) The First Party shall support students with career guidance, placement assistance, and professional development.
- 5) The Second Party shall facilitate student participation in training programs and ensure proper coordination.
- 6) The Second Party shall provide necessary infrastructure and support for conducting sessions as required.
- 7) The Second Party shall encourage students to actively participate in industry projects and career development initiatives.
- 8) Any commercial transactions or financial obligations shall be mutually agreed upon and documented in a separate agreement.
- 9) This MOU shall be valid for a period of one (1) year from the date of execution and can be renewed upon mutual agreement.



*M. L. S.*  
PRINCIPAL  
Geetha Institute of Technology and  
Management for Women,  
Peddasettypalli (V),  
Proddatur-516360. Kadapa (D.K.)  
26/6/2025







# INNOMATICS RESEARCH LABS

(A unit of ZeoMinds IT Solutions Pvt. Ltd.)


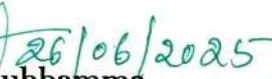
- 10) Either Party may terminate this MOU by providing 30 days' written notice.
- 11) Both Parties agree to maintain confidentiality regarding proprietary information shared under this MoU.
- 12) Training materials, projects, and research developed under this collaboration shall remain the intellectual property of the First Party unless otherwise agreed.
- 13) Any disputes arising under this MoU shall be resolved amicably through discussions, and if unresolved, referred to arbitration in Hyderabad as per the Arbitration and Conciliation Act, 1996.
- 14) Any modifications to this MOU shall be made in writing and agreed upon by both Parties.
- 15) In the event of any clause in this MOU being found invalid, the remaining clauses shall remain in effect.

IN WITNESS WHEREOF, the Parties above named have executed these presents in the presence of the witnesses attesting hereunder.

First Party:

  
  
**Vamsi Krishna Kanagala**  
(Regional Head)  
Innomatics Research Labs

Second Party:

  
  
**Dr. Manne Rama Subbamma**  
Principal  
Gouthami Institute of  
Technology and Management  
for Women  
**PRINCIPAL**  
**Gouthami Institute of Technology and  
Management for Women,**  
**Peddasettypalli (V),**  
**Proddatur-516360 Kadapa (Dt)**



**GOUTHAMI**

INSTITUTE OF TECHNOLOGY AND MANAGEMENT FOR WOMEN  
Affiliated to J.N.T.U. Anantapur & Approved  
By A.I.C.T.E New Delhi.



# MEMORANDUM OF UNDERSTANDING

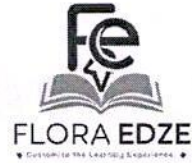
**Gouthami Institute of Technology and Management for Women  
and**

**Floraedzeedu Commerce Pvt. Ltd.**





**GOUTHAMI**  
INSTITUTE OF TECHNOLOGY AND MANAGEMENT FOR WOMEN  
Affiliated to J.N.T.U Anantapur & Approved  
By A.I.C.T.E New Delhi.



This Memorandum of Understanding ("MoU") is executed in November 5th 2024 between:  
Flora Edze Edu Commerce Pvt. Ltd. registered at 13th floor, Manjeera Trinity Corporate  
KPHB, Hyderabad 500072 as FIRST PARTY, hereafter referred as Flora Edze.

AND

Gouthami Institute of Technology and Management for Women, Jammalamadugu Proddatur  
Road Sai Nagar, Peddasettypalle(V) Proddatur(M), Andhra Pradesh 516361.

Flora Edze and Institution are individually referred as "party" and together as "parties"

NOW THE PARTIES HERETO AGREE AS UNDER

Objective A : SCOPE OF THE MoU

1. This document covers an action plan for conducting programs for the Institution that are related to training students towards technical subjects and profile building
2. The objective of this MoU is to set out the scope within which the Institution and Flora Edze 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 Implementation A, Implementation B and Implementation C

Space under this is left intentionally.



**GOUTHAMI**  
INSTITUTE OF TECHNOLOGY AND MANAGEMENT FOR WOMEN  
Affiliated to J.N.T.U. Hyderabad & Approved  
By A.I.C.T.E New Delhi.



## IMPLEMENTATION 2: ROLES AND RESPONSIBILITIES OF FLORA EDZE

Flora Edze shall offers Project based internships verified by Wipro Dice ID.

1. Computer Science Engineering
2. Electronics & Communication Engineering
3. Electrical & Electronics Engineering
4. Civil Engineering
5. Mechanical Engineering
6. Auto Mobile Engineering

All above programs come with practical learning projects and internship opportunities with verification of Wipro Dice Id.

Flora Edze shall offers Incubation Centre to promote Start ups and get start up fundings in the college.

1. Idea Segregation
2. Idea Proposal
3. Idea Implementation
4. Business Plan
5. Seed Fund pitch
6. Execution

Flora Edze shall offers Soft Skill Development programs to enhance the placement success rate.

1. Dynamic Resume Building
2. Self Intro Prep
3. Linked In profile making
4. Linked In profile Maintenance
5. Job Sourcing
6. Interview Prep
7. Mock Interviews

Flora Edze shall offer Workshops, on the technical learning and guest lectures for the same on the requirement of the party.

1. Technical Workshops
2. Florathon
3. Non Technical Workshops
4. Orientations





Flora Edze shall conduct placement drives with Flora Edze associated companies, to increase the in campus placements.

1. Placement Training
2. Mock Interviews
3. Feedback Sessions
4. Placement drives
5. Job Opportunities

Flora Edze shall offers Expert Interactions with Flora Edze associated companies, to increase the in credibility of student and learning experience.

All Expert Interaction will be followed by process subjective to availability of experts.

**Space under this is left intentionally.**

#### IMPLEMENTATION B : ROLES AND RESPONSIBILITIES OF THE INSTITUTION

1. Offline classes support by providing class room space and time slots for the offline program involvement.
2. One student on the pay roll of Flora Edze for handling Incubation Centre.
3. Space for Incubation Centre which can be a small fixed cabin.
4. Placement drive management and coordination.
5. Lab Requirement if required for any technical implementations.

#### IMPLEMENTATION C: FLORA EDZE & INSTITUTION 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.
3. INCUBATION Centre will be added responsibility for Flora Edze to enhance the business ideas and for making business leaders.
4. Space and student for the Incubation Centre is the only expectation from the Institutions.

**Space under this is left intentionally.**





**GOUTHAMI**  
INSTITUTE OF TECHNOLOGY AND MANAGEMENT FOR WOMEN  
Affiliated to J.N.T.U. Anantapur & Approved  
By A.L.C.T.E New Delhi.



#### OBJECTIVE C : LEGAL TERMS

1. On their websites or any other public forum, both parties are free to announce the partnership. The college or university owns any intellectual property that was developed as a result of staff or student ideas. In the best interests of the student or students, the institution and Flora Edze will work cooperatively to settle any disagreements.
2. Any course that the student begins must be finished in order to receive certification. Students will have the option to leave, nevertheless, if they can provide a good cause that has been accepted by Flora Edze and the institution.
3. Trademarks and Intellectual Property: Both parties will maintain their respective trademarks, including any upgrades or work completed for this Agreement at their own expense. However, any academic course delivery that does not include any IP-related content—such as text, audio, or video—created under this partnership will be made available online to a wider audience.
4. Incubation Centre Tenure will be for 4 years and we can extend or terminate the same at any point of on the mutual agreement.

#### OBJECTIVE D: TERMS AND TERMINATION

1. This agreement will take effect on the date of signature and last for three years, or until either party gives the other written notice of its intention to terminate it at the addresses listed above via registered mail. In that case, the agreement will end one month after the other party receives the notification.
2. On mutually acceptable terms and conditions, the agreement may be renewed when it expires. Regardless of what is stated in this Memorandum of Understanding, neither Party will be held accountable to the other for any failure to fulfil any of the commitments and goals stated here.
3. Nonetheless, each side would uphold any promises made by the other about the persons they employed or the equipment they ordered under this Memorandum of Understanding. Termination won't take effect until all commitments to a running batch have been fulfilled.

#### OBJECTIVE E: CHANGES ON THE AGREEMENT

1. By mutual permission and correspondence between the two Parties, the AGREEMENT may be modified.
2. Only a formal agreement validly signed by individuals authorised on behalf of each party may bring such revisions into existence.





**GOUTHAMI**

INSTITUTE OF TECHNOLOGY AND MANAGEMENT FOR WOMEN  
Affiliated to J.N.T.U Anantapur & Approved  
By A.I.C.T.E New Delhi.



**FLORA EDZE**

Discover the Learning Experience

## SCHEDULE A FLOW OF PROJECTS

| Steps   | Process   |
|---------|---|
| STEP 1  | Choose a Topic  |
| STEP 2  | Form a Team (if applicable)   |
| STEP 3  | Conduct Background Research<br>FLORA EDZE PROJECT MANAGEMENT TEAM WILL BE HELPING THE STUDENTS WITH DOCUMENT REQUIRED FOR BACKGROUND RESEARCH   |
| STEP 4  | Define Objectives and Scope<br>ONCE THE BACKGROUND RESEARCH IS COMPLETED, OUR FLORAEDZE PROJECT MANAGERS WILL HELP STUDENTS TO DERIVE THE OBJECTIVES<br>EXAMPLE : PROBLEM STATEMENT / SET GOALS / SCOPE ETC.,   |
| STEP 5  | Proposal Submission<br>AT THIS STEP FIRST PART OF PROJECT IS COMPLETED AND WILL EVALUATE THE SAME.<br>Here students will prepare a project proposal including your objectives, timeline, methodology, and expected outcomes.<br>Submit it to your Flora Edze Project Manager for approval.  |
| STEP 6  | Select Your Research Methods<br>Here Student will be selecting the method of the research Flora Edze project team will assist the same.<br>Example : Qualitative / Quantitative / Mixed Methods   |
| Step 7  | Data Collection<br>Primary Data: If possible, collect firsthand data by conducting interviews, surveys, or direct observations.<br>Secondary Data: Use available data like company reports, market analyses, articles, or previous case studies relevant to your topic.<br>Document Collection: Gather documents, reports, and publications that provide information on your case.<br><br>We will Guide students to do the data suggestions   |
| Step 8  | Draw Conclusions<br>Answer the Research Question / Identify Key Lessons /Propose Recommendations  |
| Step 9  | Writing the Case Study Report ( Example )<br>Introduction: State the case, research question, and objectives.<br>Background: Provide context for the case, explaining relevant historical or situational details.<br>Methodology: Describe how you conducted the study and gathered data.<br>Findings: Present the results of your analysis, including any patterns, key observations, or trends.<br>Discussion: Analyze the findings in relation to the research question. Discuss the implications, limitations, and any potential bias.<br>Conclusion: Summarize the main findings and provide final insights or recommendations.<br>References: Include all the sources and data you've used. |
| Step 10 | Prepare for Presentation<br>Prepare a presentation that includes the case background, methodology, key findings, and conclusions. Visual Aids: Use slides, graphs, or charts to help convey your findings effectively. Practice presenting and answering potential questions from evaluators.   |
| Step 11 | Submit the presentation and final thesis  |
| Step 12 | Evaluation<br>Flora Edze Project Evaluation team & Wipro Dice Team will Evaluate the thesis and presentations. This process will take 72 - 90 Working hours.  |
| Step 13 | Certificate of Completion with a Wipro Dice Id Approval   |



**GOUTHAMI**  
INSTITUTE OF TECHNOLOGY AND MANAGEMENT FOR WOMEN  
Affiliated to JNTU Hyderabad & Approved  
By AICTE New Delhi



SIGNATURE

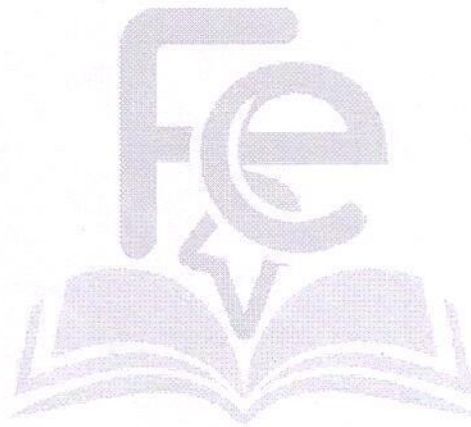
FOR FLORA EDZE

FIRST PARTY

SANTHOSH GATTU  
Chief Executive Officer  
FLORAEDZE EDU  
COMMERCE Pvt. Ltd.,  
MANJEERA TRINITY,  
Hyderabad.

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

FLORA EDZE OFFICIAL  
STAMP



FLORA EDZE

Customize the Learning Experience

FOR THE INSTITUTION

SECOND PARTY

C.Shailusha  
AUTHORIZED SIGNATORY  
Co-Director  
Gouthami Institute  
Of Technology &  
Management For  
Women ,  
Proddatur.

INSTITUTION  
OFFICIAL STAMP

FOR THE WITNESS

1, NAME OF THE WITNESS  
DESIGNATION

2, NAME OF THE WITNESS  
DESIGNATION

SIGNATURE

SIGNATURE