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BL 734168

Memorandum of Understanding

This AGREEMENT of understanding is executed on 24th of June 2019 at Cochin:

Between

Sacred Heart College, having its campus at Thevara, hereinafter referred to as "S.H College" which expression shall unless it is repugnant to the context herein, mean and include its successors and permitted assigns, represented by its authorized Signatory Head Of the Department – Commerce Dr. Joseph George as Party of the FIRST PART

And

Speed Wings Academy of Aviation Studies, Cochin having its principle place of business at Enchakalody Buildings, above Kaloor Post Office, Kaloor, Cochin- 682017 India, (hereinafter referred to as "Speedwings Academy of Aviation Studies" which expression unless repugnant to the context shall mean and include its successor in office, administrators and assigns) represented by its Managing Director and CEO Mr. Biji Eapen, the sole proprietor as Party of the SECOND PART.



Joseph



Biji Eapen

NO: 37920 DATE: 11.10.2017

VALUE OF RS. 5

SOLD TO: Speed Wings Aviation Academy
Kaloor

Mak Beevi
MAK BEEVI
HIGH COURT VENDOR





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BL 734167

Joint Responsibilities:

S.H College offering aviation subjects as add on course to their students through the Commerce Department. The Commerce department is imparting value added and innovative tourism, travel, hospitality, logistics and aviation studies. The department offers distinctive Under Graduate, Post Graduate and research programs which are relevant to contemporary and participative requirements. Also, the department fosters entrepreneurial dexterity and delivers solutions to the industry that are sustainable, responsible and pragmatic.

"SPEEDWINGS Aviation Academy" founded in 1994, is an internationally recognized IATA Authorized Training Centre (ATC) for Travel & Tourism, Passenger & Cargo, Logistics, Airline and Airport courses. Also, Speedwings is an IATA Accredited Training School (ATS) approved by DGCA (Government of India) for the 12 categories of DG certifications for Chemical manufactures, Shippers, cargo Agents, Ground Handling Staffs at Airport and Airlines. For DG Categories 13 to 17, Speedwings is the only trainings school in India approved by IATA for certifying "No carry Operators" and designated Postal Operators. And, it is an AASSC (Aerospace & Aviation Sector Skill Council) Training Partner under NSDC, Government of India. Further, "Speedwings" is an "IATA Premier Circle Member- World Top 10" ranked by IATA from amongst the 485 IATA ATCs worldwide and, consecutively being ranked with this global record from 2009 till 2019.



Joseph



h.p.

NO: 32819 DATE 11.10.2017

VALUE OF RS. 50
SOLD TO: Speedwings Aviation Academy

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HIGH COURT VENDOR

Kaloor



Both parties jointly design the Course contents & syllabus and share the responsibilities of enrolling students, maintaining the international standard and quality for providing knowledge & Training, staff appointments, required global licences and approvals, branding including other industry requirements.

Now this agreement witnesses as follows:

The parties shall work together to achieve the purposes of this agreement:

Article 1 - Areas of the subjects mutually agreed:

The Second party mutually agreed to conduct following courses at SH College:

Course Name: **Fundamentals of Aviation Industry**

Following major topics shall be covered in the 36 hours scheduled training program

- A) Basic GDS Training & Advanced Ticketing Procedures with BSP
- B) Basic Cargo Handling
- C) Awareness in Airport Passenger Handling
- D) Awareness in Dangerous Goods Handling

Theory classes shall be provided at SH College premises and GDS practical classes shall be held at Speedwings Aviation Academy premises at Kaloor.

Special Provisions- Both party agrees to keep provisions for any other additional diploma or certification courses under IATA or Speedwings related to travel, tourism, airline, airport, cargo and logistics, subject to mutual consultation.

Article 2 - Provision for the Infrastructure

The first party shall provide and administrate following:

Space/infrastructure for conducting the classes with adequate furniture, white boards, LCD Projector, Computer /Laptop etc including electricity and water.

Article 3 -The Responsibilities

a) Responsibilities of the Second Party

The second Party shall be fully responsible to provide following technical support for the add on courses being conducted at S.H College:

- 1) Technical advice and facilities for efficient running of the academy.
- 2) Classes on weekly time schedule in consultation with S.H College



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[Signature]

- 3) Supply of Logo and other materials required for S.H College for publicity and campaign. .
- 4) Issuance or supply of Certificates/Diploma to students based on their selected courses.
- 5) Consultancy support for professionally qualified faculty

b) Responsibilities of the first party

The agreement envisages that the parties jointly run the add-on courses at **S.H College**.

- 1) Since IATA courses requires reference Manuals , class room exercises based on international resolutions and on-line GDS training facilities, the first party should occasionally facilitate the students to undergo training at Speedwings premises at Kaloor.
- 2) Statutory required licenses and approvals from UGC, Governmental and/or local civic bodies, if required for running such add-on courses.
- 3) Administration and general control, if required.

Article 4 – Local Administration at Thevara Location

The first party shall be full responsible for all local administration and management of the add-on courses being conducted at **S.H College**.

The 1st party shall cooperate and support all activities including collection and remittance of tuition fees to the second party as per the stipulated time schedule mutually agreed upon.

Head Of the Department – Commerce, Dr. Joseph George shall be fully and directly responsible for the coordination from **S.H College**.

Article 5 - Period of the Contract

The period of agreement shall be ONE year from this day, the 24th day of June 2019, with an option to terminate the agreement with three months' prior notice by either party without affecting the on-going courses. The termination of the agreement should be in such that either party must ensure not to affect the on-going courses. On mutually agreed terms and conditions, validity of the agreement shall be extended.

Noncompliance to the set understanding or failure to maintain the professional standard, quality or any illegal commitment that may directly or indirectly affect the goodwill, branding or the professional excellence of the Parties will automatically lead to termination of this agreement.



Article 6–Tuition Fees

Tuition fees shall be mutually agreed by both parties and shall publish the fees structure accordingly.

All settlement of the accounts should be settled before course completion.

Article 7–Advertisements, Brand name & logo

"SPEEDWINGS" is an internationally recognized IATA Training Partner, exclusively owned by the Second Party. SPW, founded in 1994, is an IATA Authorized Training Centre for Travel & Tourism, Passenger & Cargo, and Logistics and Aviation courses.

"Speedwings" is an "IATA Premier Circle Member-World Top 10" ranked by IATA, consecutively from 2009 till 2019. It is also a Government of India (DGCA) approved training school for IATA DG certifications in 12 categories for Chemical manufactures, Shippers, cargo Agents, Ground Handling Staffs at Airport and Airlines. And DG Categories 13 to 17, Speedwings is the only trainings school in India approved by IATA for certifying "No carry Operators" and designated Postal Operators.

Further, Speedwings is a Training Partner to AASSC (Aerospace and Aviation Sector Skill Council) under NSDC, Government of India.

Hence the office and location under this agreement shall be legally under the statute of "Study-Centre" governed under the India law, but or the operational part, shall be considered and treated as an "off centre campus" for all the functionalities and activities except financials and other monetary controls.

Hence, as long as this agreement of study centre with add-on course stands in force, the first party shall be allowed to use the logo and brand name of "Speedwings Aviation Academy" to propagate and promote their stipulated SPW courses in your territorial limits only. Under such, the 1st party must ensure to refrain from using any other logo, name or brand, boards or signboards with similar or different names other than "Speedwings", nor should be a party, partner or associate to any such and/or indulge or involve in similar activities in aviation, tourism or hospitality industry, other than the one agreed upon with the 2nd party which may directly or indirectly affect the SPEEDWINGS brand name.

A handwritten signature in blue ink.

Article 8 -General Terms and conditions

Any other subjects not specified or mentioned in this agreement, but falls within the purview of second party-Speedwings Academy and their business partnership agreement should be discussed and agreed on mutual understanding, as and when deemed necessary.

Any argument or arbitration regarding this agreement and/or its interpretations or implications and effectiveness shall be within the jurisdiction of Cochin, Kerala State.

Executed and signed on the 24th day of June Two Thousand Nineteen.

For The 1st Party
S.H College, Thevara

For The 2nd Party
Speedwings Aviation Academy




Dr. JOSEPH GEORGE
HOD, Commerce




BIJI EAPEN
Chairman & CEO

In witness there of:

1. Mohamed Ashraf K-A
PLATINO: LC, SKYLINE PRIT ROSIE
POTTALAKUNZHY,
KALOOR
2. Fr Tony SP
St Monastery Thevara
Kochi-13





S H College – THEVARA
Fundamentals of Aviation Industry

COURSE DETAILS

Course Name: Fundamentals of Aviation Industry

Course Duration: 36 Hrs.

**Class timing: Theory Classes at S.H College on Monday / Tuesday / Thursday - evening
3.30 to 5.00 P.M & Theory, Practical and reference classes at Speedwings
Institute on Saturdays 3 Hours Morning / Afternoon.**

Course Time Split: Theory classes S.H College	- 20 Hrs.
Theory classes at Speedwings Academy	6 Hrs
Practical Training at Speedwings Academy (GDS Training)	- 10 Hrs.
Total	= 36 Hrs. =====

Major Topics Covered

- A) Basic GDS Training & Advanced Ticketing Procedures with BSP**
- B) Basic Cargo Handling**
- C) Awareness in Airport Passenger Handling**
- D) Awareness in Dangerous Goods Handling**

Certifications –

Speedwings Certification in : **Fundamentals of Aviation Industry**

Course Fees per Student : Rs 1,400/-



A handwritten signature in blue ink, appearing to be "R. P. D.", written over the stamp.