



తెలంగాణ తేలంగానా TELANGANA

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Purchased By:
MOHAN CHENCHU KRISHNA PATHALAPATI
S/o KRISHNA MURTHY PATHALAPATI
R/o HYDERABAD
For Whom
HUNTMETRICS PRIVATE LIMITED



HUNTMETRICS

AY 894251
Kalpana
IKKURTHY KALPANA
LICENSED STAMP VENDOR
Lic. No. 15-10-010/2019
Ren.No. 15-10-080/2021
PLOT NO 1188 SRI SWAMY
AYYAPPA CO-OP HOUSING
SOCIETY MADHAPUR
SERLINGAMPALLY MANDAL
RANGAREDDY DIST



MEMORANDUM OF AGREEMENT (MOA)

This Memorandum of Agreement ("Agreement") is made and entered into as of [08-Dec.-2023], by and between:

Huntmetrics Private Limited

Registered Office: 3rd Floor, Sree Ganesh Magnum Opus, Plot No 25, Jayabheri Enclave, Gachibowli, Hyderabad 500032

Corporate Identification Number: U72900TG2019PTC135402

Goods and Services Tax Identification Number: 36AAFCH0404B1ZD

Hereinafter referred to as "**Hunt**"

And

University College of Engineering (Autonomous), Osmania University

Office: Osmania University Campus, Tarnaka, Hyderabad – 500007, TS

Hereinafter referred to as "**OUCE**"

For **HUNTMETRICS PRIVATE LIMITED**

Mohan
DIRECTOR

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Kalpana





BACKGROUND:

1. **Huntmetrics Private Limited (Hunt):** Established in 2015, Hunt is a prominent cyber risk advisory and threat intelligence company with a rich history of operating across seven countries. Specializing in advanced cybersecurity services such as threat hunting, vulnerability assessments, and digital forensics, Hunt has a distinguished clientele, including FIFA World Cup 2022, Ministry of IT Qatar, and other billion-dollar entities.
2. **University College of Engineering (Autonomous), Osmania University (OUCE):** Founded in 1929, OUCE stands as one of the oldest Engineering College in India, celebrated for its academic excellence. Located in the historic city of Hyderabad, OUCE has been instrumental in shaping the educational landscape in the region.

PURPOSE OF AGREEMENT:

Hunt and OUCE, recognizing their respective strengths, aim to forge a strategic partnership to *offer industry-vetted, co-branded cybersecurity courses*. The focus will be on the launch of the "**Integrated IT Infrastructure & Cybersecurity Programs.**"

TERMS OF AGREEMENT:

1. Course Details:

- The course will be conducted exclusively offline, utilizing classrooms provided by OUCE. These classrooms will be equipped with dedicated power sources for laptops, projection facilities, and high-speed Wi-Fi infrastructure.
- Classes will run for 2 hours per day, five days a week, spanning 7 weeks for a total of 70 hours.

2. Responsibilities:

- OUCE, as the host institution, will provide the necessary infrastructure, ensuring conducive learning environments in the form of classrooms with amenities.
- Hunt will play a pivotal role in marketing the course, providing industry-vetted trainers, designing a cutting-edge curriculum, and ensuring the seamless delivery of the courses.



3. **Course Fee and Revenue Sharing:**

- The course fee per student for each training program would set separately based on the number of hours and costing. A meticulously structured revenue-sharing model will be employed, with 70% directed to Hunt and 30% to OUCE. Additionally, GST at 18% will be applicable.
- All revenues generated will be meticulously managed through an escrow account established jointly by OUCE and Hunt. Automated standing instructions will facilitate a transparent and equitable distribution of funds in the agreed-upon ratio.

4. **Special Offer for OUCE Students:**

- Recognizing the significance of its host institution, OUCE students will enjoy an exclusive 20% discount on the stipulated course fee.
- To further incentivize outstanding academic performances, the top-performing 10% of OUCE students may be eligible for full fee reimbursement on a case-to-case basis. The same would be applicable to all students of the constituent colleges of Osmania University.

5. **Minimum Batch Size and Target Audience:**

- The minimum student batch size for the program is set at 50 students per batch and may vary from program to program.
- The target audience comprises of engineering students starting from the 3rd semester and above of Osmania University or any Engineering College. The students can also be from any technical background like BCA, MCA, BSc (Computers) etc.
- Hunt can market/conduct the training program at any of the Colleges under Osmania University

6. **Certification and Curriculum:**

- All course completion certificates will bear the co-branded insignia of Hunt&OUCE, Osmania and will be officially released by OUCE to ensure adherence to established protocols.
- The curriculum, meticulously crafted by Hunt, adheres to global standards outlined by COMPTIA and EC Council. Successful students will be eligible to sit for examinations conducted by these globally recognized bodies to secure certifications.
- Further, all certificates would be under the control of OUCE, Osmania University.

7. **Phase I Target:**

- The collaborative aspiration is to train a minimum of 1000 students in the first year.



PART II PROPOSAL:

9. PART II - Technology Assist Centre (TAC):

- Hunt proposes the initiation of a Technology Assist Centre (TAC) as an integral extension of the collaboration.

10. Objectives of the TAC:

- The TAC aims to serve as a dynamic platform bridging the gap between academia and industry by offering practical, hands-on experience to students.
- Leveraging Hunt's established industry connections, the TAC seeks to establish a backend customer support center, aligning with OEMs in the cybersecurity space.

11. Operational Framework:

- The TAC will function as a hub for students to engage in real-world industry projects, providing them with a unique opportunity to apply their acquired skills in a professional setting.
- Students will have the chance to earn stipends while working on industry projects, fostering a symbiotic relationship between academia and the industry.

12. Faculty Engagement:

- As part of the TAC initiative, there is a proposal to extend the training to faculty members at OUCE who express interest. Faculty members, upon completion of the training, may serve as team leads for student-led projects.
- This engagement model aims to enhance the skill sets of faculty members, aligning them with industry requirements and trends.

13. Placement and Apprenticeships:

- Hunt, drawing on its extensive industry network, will actively assist and facilitate placements, internships, and apprenticeships for students who graduate from the cybersecurity program.
- The TAC, acting as a liaison between students and industry partners, will play a pivotal role in ensuring successful transitions from academia to professional cybersecurity roles.

14. Revenue Sharing for the TAC:

- The revenue-sharing model for the TAC will be subject to detailed discussions and mutual agreement between Hunt and OUCE.



- The terms will encompass considerations such as revenue distribution, financial responsibilities, and the duration of the revenue-sharing arrangement.

15. Long-Term Sustainability:

- The TAC is envisioned as a sustainable model that not only benefits students but also serves as a valuable asset for OUCE and the broader cybersecurity ecosystem.
- The long-term vision includes the potential expansion of the TAC model to other educational institutions, fostering collaborative initiatives between academia and industry.

16. Monitoring and Evaluation:

- A robust monitoring and evaluation framework will be established to track the performance, impact, and success metrics of the TAC.
- Regular assessments and feedback mechanisms will ensure continuous improvement and alignment with the evolving needs of the industry.

17. Continued Collaboration:

- Hunt and OUCE commit to ongoing collaboration, adapting to the changing landscape of cybersecurity education and industry requirements.
- Joint initiatives, research projects, and further expansions will be explored collaboratively to maximize the impact of the partnership.

18. Term of MoA: Two Years from the date of Signing and extendable based on mutual interest and outcome.

IN WITNESS WHEREOF, the parties hereto have executed this Memorandum of Agreement, including the Phase II Proposal, as of the Effective Date.

HUNTMETRICS PRIVATE LIMITED

For HUNTMETRICS PRIVATE LIMITED

Mohan Chenchu Krishna Pathalapati
Director

DIRECTOR

Witness: Shaik Mohammad Azeezullah Ayub
Managing Director, Huntmetrics

**University College of Engineering (A),
Osmania University**

Prof. Sriram Venkatesh
Principal

Witness: Dr. D. Vijay Kumar
Director, Osmania Foundation



Date: [08-Dec.-2023]