



## MEMORANDUM OF UNDERSTANDING (MOU)

between

Sonpanat Dandekar Sikshan Mandali's

**Sonopant Dandekar Arts, V.S. Apte Commerce &  
M.H. Mehta Science Collage, Palghar (W)- 401404**

&

**Maharashtra Center for Entrepreneurship  
Development (MCED)**

(An Autonomous society working under  
Directorate of Industries Government of Maharashtra)

# MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding has been entered into on **01<sup>st</sup> July 2022** day of between "Maharashtra Center for Entrepreneurship Development (MCED)" herein referred to as **First Party**.

AND

Sonpanat Dandekar Sikshan Mandali's Sonopant Dandekar Arts, V. S. Apte Commerce & M. H. Mehta Science Collage, Palghar as a **Second Party**.

## WHEREAS

- 1) Maharashtra Center for Entrepreneurship Development (MCED) refers to the first party. Maharashtra Centre for Entrepreneurship Development (MCED) is an autonomous institute working under the Directorate of Industries, Government of Maharashtra. This institute is governed by the Governing Council headed by Hon. Development Commissioner (I) Maharashtra State and Executive Committee headed by Managing Director, MSSIDC, Mumbai. Since 1988, MCED has been working in the field of Entrepreneurship Development & have trained 15 lakhs plus participants in the last 30 years. As per evaluation study conducted by Entrepreneurship Development Institute of India (EDI-I), Ahmedabad success rate of the EDP's is 37%. MCED has 37 no. of accredited Motivator trainers trained at national level institutes i.e., EDI-I, Ahmedabad & NIESBUD, New Delhi. Head office of the institute is situated in Aurangabad and eight regional offices at Aurangabad, Nanded, Nagpur, Amravati, Pune, Kolhapur, Nasik, Mumbai & District offices in all districts of Maharashtra. Mandate of the organization is Entrepreneurship Development in Maharashtra state.
- 2) As India is facing a major problem of unemployment and as a social responsibility MCED is coming with revolutionary vision to create entrepreneurial culture amongst the college students. With the rich experience in the field of entrepreneurship for the last three decades, we are eager to start an Entrepreneurship Development Cell in your institute. We will be conducting the following programs for college students by charging nominal fees to students or under the sponsorship of the Government.



**NOW THIS UNDERSTANDING WITNESSETH AS UNDER:**

**1. First Party's Scope of Work:**

As India is facing a major problem of unemployment and as a social responsibility MCED is coming with revolutionary vision to create entrepreneurial culture amongst the college students. With the rich experience in the field of entrepreneurship for the last three decades, we are eager to start an Entrepreneurship Development Cell in your institute. We will be conducting the following programmes for college students by charging nominal fees to students or under the sponsorship of the Government.

Sr. No.	Title of Programme	Objective of the Programme	Duration
01	Entrepreneurship Awareness Programme (EAP)	<ul style="list-style-type: none"><li>• To make them aware about entrepreneurship as a career choice.</li><li>• To make them aware about business opportunities.</li><li>• To make them aware about support system</li></ul>	Three days
02	Entrepreneurship Development Training Programme (EDTP)	<p>This programme aims to help, guide, support selected first generation entrepreneurs to:</p> <ul style="list-style-type: none"><li>• Strengthen their entrepreneurial abilities / motivation.</li><li>• Analysis environment related to small &amp; medium industry / business.</li><li>• Select project / products. Formulate project.</li><li>• Understand the process &amp; procedure of setting up a small / medium industry / business.</li><li>• Know &amp; can influence the sources of help / guidance / support needed for launching an enterprise.</li><li>• Acquire the management skills to manage the unit.</li><li>• Know the pro &amp; cons of being an entrepreneur,</li><li>• Acquainting and appreciating social responsibility and entrepreneurial disciplines.</li></ul>	30 days





03	Faculty Development Programme (FDP)	<ul style="list-style-type: none"> <li>Expose faculties to the Entrepreneurship Development process and equip them to conduct Entrepreneurship Development related activities at their respective areas.</li> <li>Well equip these faculties with required information, Skills, Competencies for organizing Entrepreneurship Awareness Programme (EAP) and other related activities at their respective areas.</li> </ul>	Two Week
04	Technical Entrepreneurship Programme (TEDP)	<p>Technical Entrepreneurship Programme, aims to help, guide, supports to develop technical skills in selected first generation entrepreneurs to:</p> <ul style="list-style-type: none"> <li>Strengthen their entrepreneurial abilities &amp; Technical Skills / motivation.</li> <li>Analysis Technical skills related to small &amp; medium industry / business.</li> <li>Select project / products. Formulate project.</li> <li>Understand the process &amp; procedure of setting up a small / medium industry / business.</li> <li>Know &amp; can influence the sources of help / guidance / support needed for launching an enterprise.</li> <li>Acquire the management &amp; Technical skills to manage the unit.</li> <li>Know the pros &amp; cons of being an entrepreneur, Acquainting and appreciating social responsibility and entrepreneurial disciplines.</li> </ul>	45 Days
05	Seminar & Workshop	<ul style="list-style-type: none"> <li>Aware about business opportunities in Import Export, Food Processing, Agro Processing, Interior Designing, Organic Farming, etc.</li> </ul>	1 to 3 Days
06	Career Guidance programme	<ul style="list-style-type: none"> <li>Focus on Entrepreneurship as a career choice</li> </ul>	As per needs



## **2. Objectives of the First Party:**

1. To act as an institutional mechanism for providing various services including information on all aspects of enterprise building to budding entrepreneurs.
2. To create Entrepreneurial culture in the Parent Institution and other institutions in the region.
3. To foster better linkages between the Parent Institution, Industries and R&D institutions in the region and other related organizations engaged in promoting Micro, Small & Medium Enterprises (MSMEs) and Non-Government Organizations (NGOs).
4. To catalyze and promote development of knowledge-based enterprises and promote employment opportunities in innovative areas.
5. To respond effectively to the emerging challenges and opportunities both at national and international level relating to MSMEs.
6. Benefits of EDC:
  - a. College students trained under ED Cell will launch an enterprise successively.
  - b. Students will get facility to interact with industry experts.
  - c. Student's ideas will be incubated in ED Cell.
  - d. It will help to bridge a gap of skill of students and skills required for industry.
  - e. ED Cell will help in image building of the institute.
  - f. ED Cell Activities will contribute to NAAC Accreditation.

## **3. Proposed Functions of the First Party:**

1. To organize Entrepreneurship Awareness Camps, Entrepreneurship Development Programmes, Technical Entrepreneurship Development Programmes and Faculty Development Programmes in the institutions for the benefit of students.
2. To develop and introduce a curriculum on Entrepreneurship Development at various levels including degree/diploma courses of the parent institution and other institutes in the region.
3. To conduct research work and survey for identifying entrepreneurial opportunities
4. To guide and assist prospective entrepreneurs on various aspects such as preparing project reports, obtaining project approvals, loans and facilities from agencies of support systems, information on technologies, etc.
5. To organize guest lectures, TV & Radio talks, Seminars, etc. for promotion and growth of entrepreneurship.





6. To arrange visits to industries for prospective entrepreneurs.
7. To extend necessary guidance and escort services to the trainees in obtaining approval and execution of their projects.
8. To act as a Regional Information Center on business opportunities, processes, technologies, market, etc. by creating and maintaining relevant databases.
9. To provide testing, calibration, quality assurance, design, tool room, pilot plant and other facilities for entrepreneurs besides expertise in intellectual property rights, patents search, etc.
10. To render advice to sick enterprises and assist the entrepreneurs in rehabilitating them.
11. To conduct skill development training programmes leading to self/wage employment

#### **4. Role of the First Party:**

1. MCED will provide trained manpower to manage day to day activities of ED Cell.
2. MCED will conduct various Entrepreneurship Development based training programmes in your college/institute for college students and faculties.
3. MCED will develop an Entrepreneurship library for potential users.
4. MCED will contribute to the image building of the institute.
5. MCED will maintain the track record of trained students and provide handholding support for three years.
6. MCED will provide support for forward and backward linkages.
7. MCED will create a common platform for industries and students.
8. MCED will support the conduct of National and International conferences in the field of entrepreneurship.
9. MCED will council, guide & provide support through the Entrepreneurship Development program.
10. MCED will provide necessary assistance through making students aware of Govt. schemes, financial schemes, one window system, proposals, etc.

#### **5. Second Party's Scope of Work:**

1. Institute will provide Office space for setting up of ED Cell.
2. Help in promoting MCED programmes among the college students.
3. Two Tables and 10 chairs for counseling to students.



4. Cupboard (1 Nos)
5. To make available a training hall as and when required.
6. Notice Boards.
7. It will provide a training hall to MCED training activities without any charges.
8. Institute will not pay any charges incurred in any of the aforementioned training programs.
9. Assistance will be provided by trade instructors/ Group Instructors.
10. Institute will provide student's data to MCED for entrepreneurship & placement purposes.

## **6. Terms and Conditions:**

- a. The First Party's advice shall be given due weightage by the Second Party. This is with a view to sustain and ensure the spirit and state of Excellence on an ongoing basis.
- b. This MoU shall be valid for a **period of 1 year** from the date of commencement. The validity of this MoU may be extended further on mutually agreed terms and conditions.
- c. This MoU constitutes the entire understanding between the Parties with respect to the subject matter hereof and supersedes prior negotiations, representations or agreements, either written or oral.
- d. Any issues not specifically covered by this MoU shall be resolved only by mutual discussions between the Parties.
- e. No change or modification of this MoU shall be valid unless the same shall be in writing and signed by both the Parties.
- f. If there is any other scheme, plan or project either by the Government of Maharashtra or Government of India in regard to modernization, upgrading, conversion and/or any other form of association in keeping with 'Public-Private partnership' principle, this MoU will be converted under the scheme, plan or project, as may be found beneficial and mutually agreeable by and between the Parties. The First Party shall have the first Right of proposal in this regard.



- g. Nothing contained in this MoU shall be constructed as if creating any Partnership or joint venture between the parties and this MoU is solely for the purpose of supporting the First Party.

IN WITNESS WHEREOF, the Parties hereto have put their hands this day, Month and the year first above-mentioned:



**Dr. Kiran Save**

Principal

Sonopant Dandekar Arts, V.S. Apte  
Commerce and M. H. Mehta Science  
College, Palghar- 401404



**Mr. Rajesh Kandalgaonkar**

Regional Officer,

Maharashtra Center for Entrepreneurship  
Development (MCED), Mumbai



In the presence of Witnesses

Signature

1) M Deshmukh

Name: Prof. Mahesh M. Deshmukh  
Vice Principal & IQAC Convenor  
Sonopant Dandekar Arts V S Apte Commerce and  
M H Mehta Science College Palghar

In the presence of Witnesses

Signature

1) [Signature]

Name : Mr. Thorat Dharampal

