



Peoples Empowerment Group

# ISB&M School of Technology

(Approved by AICTE No.: West/1-4351941/2010/New Affiliated to SPPU (ID No. PU/PN/ENGG.401 (2010)  
Recognised by Maharashtra State Government 2010 / (165/2010) TANSHI - 4.

**Dr. Pramod Kumar**  
President  
Ph.D. (Organizational Behaviour) IIT Bombay

**Dr. P. K. Srivastava**  
Principal  
Ph.D. (E&TC), M.Tech. (Microwave)

## **MEMORANDUM OF UNDERSTANDING FOR CARRING OUT PLACEMENT ORIENTED SKILL DEVELOPMENT PROGRAMS FOR MECHANICAL ENGINEERING STUDENTS**

**BETWEEN**

**(Department of Mechanical Engineering)**

**ISB&M School of Technology**

**Sus Road, Nande,**

**(Hereafter referred to as "COLLEGE")**

**AND**

**DESIGNTECH SYSTEMS LTD.**

**6, Commerce Centre, Rambaug Colony,  
Paud Road  
Pune-411 038**

**(Hereafter referred as "DESIGNTECH")**

Dear Sir,

This is with reference to our discussion regarding signing up an MoU for enabling your Mechanical engineering graduates with advanced technical skill and provide guidance for their final year projects and placements, we would like to thank you for your interest and providing us the opportunity to work with you. Please find below our detailed techno-commercial proposal for your kind attention and perusal.

Please let us know in case you may need any further clarifications on the matter.

Looking forward to your reply.

Thanks and warm regards,  
For DesignTech Systems Ltd.  
**Prashant Deshpande**  
5, Commerce Centre,  
Paud Road, Pune-411038.  
Phone: +91-20-41311244  
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## About DesignTech Systems Ltd.

DesignTech Systems is a leading CAD / CAM / CAE / PLM / RPT Solutions, Additive Manufacturing technologies, and Engineering Services provider from India. With more than 15 years of experience we have been working with companies from cross vertical domains from India and overseas to support them in their most complex and challenging engineering initiatives while helping them derive best returns on their investments. With one of the largest customer satisfaction ratios, we are a company that believes in forging partnerships with our clients thus making them our partners in success and strive to make every dealing with them a delightful experience.

We are the largest distributors in India for Siemens Industry Software products like NX, Teamcenter and Technomatics. We are also exclusive distributors in India for Altair HyperWorks product suite. Besides that, we also provide mechanical engineering design and analysis services including CAD & CAE, FEA, CFD, Moldflow and many more on all the latest software platforms. As the recipients of some of the prestigious awards including Maharashtra IT award in 2010 for Engineering Services, being adjudged among the top 50 emerging companies of India by NASCCOM in 2010 followed by NASCCOM Emerged 50 company in 2011 and having gained such many more laurels, with the sole objective of delivering engineering excellence, we are a company that works with highest standards of integrity, commitment and passion.

## About DesignTech CAD Academy

**DesignTech CAD Academy** is an initiative of DesignTech Systems Ltd. Designed to bridge the gap between academics and industry and enabling working professional with higher skills, DesignTech CAD Academy has become an ideal catalyst in product design industry. We have put in all our experience and knowledge into formulating a courseware that is an ideal blend of theoretical knowledge as well as practical applications in the industry through empirical training methodology that will help get students and fresh graduates' job ready and prove their potential in the company right from the day one of joining. We also have special tailor made training courses for corporate professionals who want to master a CAD and/or CAE software to meet their job requirements that will thus help them contribute significantly in attaining their company's engineering objectives and their personal growth goals. Few highlights of DesignTech CAD Academy are as below:

- Authorized training partner of **Siemens** for CAD and PLM, **Dassault Systemes** for their CAD and **Altair** for their CAE solutions.
- **ISO 9001:2015 certified** dedicated CAD and CAE training facility.
- We impart training only on licensed software.
- Software application and practical knowledge imparted through working on live-scenario projects.
- Training with real parts/products in hand.
- Industry oriented training with guidance from industry experts.





**Current Challenges:**

- Authorized licenses not available with the college for training
- Regular upgrading of the software to keep it latest is a challenge
- In-depth knowledge about the software features, functionality and applications
- Imparting training on software by an expert trainer with industry experience
- Students not aware about latest trends and technologies thus hampering their employability
- Finding dependable training partner that provides industry oriented certified trainings at reasonable cost is a challenge

**Under this agreement, the benefits derived by each of the stake holder is as follows:**

**To Students:**

- Get certified training programs at college itself thus saving them time
- Become employable with these added skills
- Receive project guidance from industry experts
- Get certified at much lower cost than market rates
- Get trained on Authorized licenses on latest versions and industry trends

**To DesignTech:**

- Promotion of DesignTech CAD Academy
- Additional training revenue (if training is conducted in college)
- Create more NX, CATIA and HyperMesh trained manpower available in the market creating bigger opportunities for license sales in commercial segment
- Reach out to more and more students under our 'Skill Enablement Initiative'

**Benefits to COLLEGE:**

- College will get all the CAD Academy offerings on their premises without any additional investment
- College will earn an additional income on their existing infrastructure by conducting training programs through DesignTech
- This additional income comes without recruiting new staff or developing new skill set or any additional investment from college
- Project assistance from industry experts will be available on campus
- Value additions like this will attract good students to the college
- Footfall to the college will increase thus enabling COLLEGE to display their other offerings to a larger set of people
- Increase the employability of students thus attracting more companies for campus recruitments



**Under this agreement DesignTech and COLLEGE will do and abide to following activities:**

**1. Faculty Development Program**

- DesignTech will provide 5 NX CAD Training Coupons (priced at Rs. 1,25,000/- in retail market) to the college for giving them to Faculties
- By submitting this coupon, Faculties can undergo NX CAD training program at any of the DesignTech CAD Academy centers across India
- A separate Faculty Development Program can also be designed based on mutual discussion between college and DesignTech. The costing of this program will be decided based on the number of participants and contents of the program

**2. Project Assistance**

- DesignTech will provide free project assistance to all the students who know the software that they will be using to do the project
- For students who do not know any software but want project assistance, DesignTech will provide them free project assistance too and only charge a subsidized fee for software training.

**3. Industry Institute Interaction / Industry Visit**

- DesignTech will arrange one industry institute interactions in a year or Industry Visit based on location of college
- College will fix up a timeslot and DesignTech will get in industry speakers to interact with the students
- College should tell the schedule of this interaction to DesignTech atleast 1 month in advance
- DesignTech will take care of the cost of travel and charges of the speaker.
- For Industry Visit cost of travel of students to be taken care by college
- For this seminar attendance for third year and final year students will be mandatory as industry experts will come to address students
- At the end of the session, DesignTech will collect feedback forms from the students



#### 4. Technology workshop and seminars

- DesignTech will do atleast one technology workshop/seminar for Mechanical engineering students
- The workshop/seminar will give students an exposure to advanced technologies that are available in the market and used by the industry
- For the workshop, the nature will be half day presentation or hands-on depending upon the topic

#### 5. Training

- Under this agreement DesignTech CAD Academy will be the preferred partner of college for conducting CAD, CAE and PLM trainings in their college
- Cost of the training will be mutually discussed and agreed upon by the college and DesignTech
- DesignTech will submit a detailed techno-commercial proposal to the college before every training
- Every enrolled student will get exclusive access to DesignTech CAD Academy Learning Management Systems (LMS)

#### 6. Placement assistance

- After successfully completion of NX certification from Siemens, CATIA certification from Dassault Systems / HyperMesh training through DesignTech CAD Academy, students will be eligible to get enrolled in DesignTech CAD Academy placement cell
- All the students will have to strictly abide to the Placement Rules and Regulations of DesignTech CAD Academy
- DesignTech Systems may also choose to come for a pool campus activity if the college is participating in the same. Atleast 3 colleges should be part of pool campus activity





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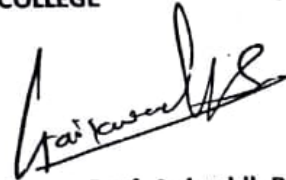
**Dr. P. K. Srivastava**

Principal,  
Ph.D. (E&TC), M.Tech. (Microwave)

7. The Agreement will be valid for 2 year from the date of signing

For and Behalf of

COLLEGE



Name: Prof. Aniruddh Bulbule

Designation: HOD (Mechanical Department)

Date: 26/02/2018

For and Behalf of

DesignTech Systems Ltd.



Name : Raghav Kulkarni

Designation: Asst. Manager Marketing

Date: 26/02/2018

