



കേരളം KERALA

ED 697141

AGREEMENT OF COOPERATION (Renewal)

This Agreement of Cooperation (hereinafter referred to as the "Agreement") is entered into and executed on this 28th day of November 2023 (hereinafter referred to as the "Effective Date") by and between:

Miles Education Private Limited, a Private Limited Company duly incorporated and registered in India under the Companies Act, 2013, bearing Corporate Identification No. U22219TG2011PTC076218, situated at 3<sup>rd</sup> Floor, A-3/6, IDA Kukatpally, Gandhinagar, Hyderabad 500037, and having PAN AAHCM5666J and GSTIN 36AAHCM5666J2ZY (hereinafter referred to as the "Miles") of the **FIRST PART**.

AND

Naipunya Institute of Management and Information Technology, Naipunya Nagar, Pongam, Koratty East, Thrissur, Kerala 680308 India (hereinafter referred to as "Institutional Partner") of the **SECOND PART**.

For the purposes of this Agreement, "Miles" and "NIMIT" have been individually referred to as a "Party" and collectively as "Parties".

NO 28399 / 100 Principal  
03 11 2023  
Naipunya Institute of Management & Information Technology Pongam Koratty

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SUB TREASURY  
26 OCT 2023  
ANGAMALY - 683572

**WHEREAS:**

- A. Miles up-skills students and professionals across the world to help them be future-ready and enable their career progression. Founded by Harvard and Stanford alumni, Miles offers globally recognized certifications in finance and accounting, digital marketing, leadership and strategy, business analytics, and emerging technologies. Furthermore:
- a. Miles is a Platinum Approved Course Provider with the Institute of Management Accountants, U.S. (hereinafter referred to as "IMA") to offer the U.S. CMA (Certified Management Accountant) program.
  - b. Miles is an Authorized Channel Partner for the Association of International Certified Professional Accountants which is the most influential body of professional accountants, combining the strengths of the American Institute of CPAs (AICPA) and the Chartered Institute of Management Accountants (CIMA) (hereinafter referred to as "Association"). Miles offers the Association's programs including, but not limited to, Data Analytics and Visualization, Robotic Process Automation (RPA) Fundamentals, Artificial Intelligence (AI), and Blockchain Fundamentals.
  - c. Miles is partnered with the Digital Marketing Institute (hereinafter referred to as "DMI") to offer the Certified Digital Marketing Professional (CDMP) program.
- B. The Parties share the common interest of providing holistic learning and education opportunities for students to learn relevant skills and engage in project-based learning to enhance their future career prospects.

**NOW THEREFORE**, in consideration of the mutual covenants, terms and conditions and understandings set forth in this Agreement and other good and valuable consideration (the receipt and adequacy of which are hereby actually acknowledged), the Parties hereby have entered into this present Agreement.

- 1) **Responsibilities of Miles** – Miles hereby agrees to provide Study Materials and other support as detailed in Annexure (A)
- 2) **Responsibilities of Institutional Partner** – The Institutional Partner will ensure payment of fee detailed in
  - a) Annexure (A) to Miles on a timely basis.
  - b) Institutional Partner will support with min 30 enrollments to start with US CMA Program (If the student count is less than 30 will do Hybrid model of Training. For ex: 12hrs of Training through Online and 4hrs of Training through Offline at the campus per month)
- 3) The Parties undertake to keep confidential and not disclose the contents of this Agreement, as well as all information disclosed to or obtained by the Parties from each other pursuant to this Agreement, and other information or documents that may come into the possession of the Parties in connection with performance of their obligations under this Agreement.
- 4) All Notice/s to be given under this Agreement shall be delivered either by (1) Registered Post, or (2) by Courier Service, or (3) by electronic mail to the applicable Party at the contact details indicated below

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**Miles:**  
Name: Miles Education Private Limited  
Attention: Mr. Varun Jain  
Designation: CEO  
Address: 2<sup>nd</sup> Floor, Mantri Avenue,  
Koramangala 8<sup>th</sup> Block,  
Bangalore – 560047  
Email: [varun.jain@mileseducation.com](mailto:varun.jain@mileseducation.com)

**Institutional Partner:**  
Name: Naipunnya Institute of Management and Information Technology  
Attention: Fr. (Dr.) Paulachan Kaithottungal  
Designation: Principal  
Address: Naipunnya Nagar, Pongam, Koratty East, Thrissur, Kerala 680308 India  
Email: [principal@naipunnya.ac.in](mailto:principal@naipunnya.ac.in)

- 5) This Agreement is valid for an initial period of 5 years from the date of execution and is renewable for further additional periods through a written Addendum duly signed by both the parties at the time of renewal.
- 6) This Agreement, the construction and enforcement of its terms and the interpretation of the rights and duties of the Parties here to shall be subject to and be governed by the applicable laws of India, and any conflicts thereon shall be tried by the competent courts of Kochi jurisdiction.

IN WITNESS WHEREOF, the Parties to this Agreement have hereunto subscribed to their respective hands by its authorized signatories on the date first above mentioned, in presence of the Witnesses.

**For Miles Education Private Limited**

  
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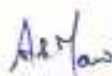
Name: Mr. Varun Jain  
Designation: CEO

**Witness 1:**

  
Signature: \_\_\_\_\_

Name: Mr. Michael Wagner  
Designation: Vice President

**Witness 2:**


  
Signature: \_\_\_\_\_  
Name: Mr. Mani A S  
Designation: Assistant Vice President

**For Naipunnya Institute of Management and Information Technology**

  
\_\_\_\_\_

Name: Fr. (Dr.) Paulachan Kaithottungal  
Designation: Principal

**Witness 2:**

  
Signature: \_\_\_\_\_

Name: Dr. Mathew Jose K  
Designation: HOD of Commerce



**Annexure A: Commercial Terms of US-CMA Program**

The below stated terms and conditions have been expressly agreed by and between Miles and Institutional Partner:

Sl.	Items	Details
a)	Miles Offerings & Support (Core curriculum)	<ol style="list-style-type: none"> <li>1. Provide CMA Study Materials.</li> <li>2. Provide Admission Support.</li> <li>3. Provide Examination Services.</li> </ol>
b)	Price	<ol style="list-style-type: none"> <li>1. CMA Study Materials = 39,000 INR</li> <li>2. Admission Support = 4,500 INR</li> <li>3. Examination Services = 4,500 INR</li> <li>4. Training Services = 6,000 INR (Inclusive of GST)</li> </ol> <p>Includes a College Share of INR 2,000 per student which shall be paid in two equal installments i.e at the beginning of Year 1 and Year 2</p>
c)	Payment Terms	<p>Payable by Institutional Partner/Students to Miles over 2 Years</p> <p>At the Beginning of Year I:</p> <ol style="list-style-type: none"> <li>1. Study Materials = 19,500 INR per student</li> <li>2. Admission Support = 2,250 INR per student</li> <li>3. Examination Services = 2,250 INR per student</li> <li>4. Training Services = 3,000 INR per student (Inclusive of GST)</li> </ol> <p>At the Beginning of Year II:</p> <ol style="list-style-type: none"> <li>1. Study Materials = 19,500 INR per student</li> <li>2. Admission Support = 2,250 INR per student</li> <li>3. Examination Services = 2,250 INR per student</li> <li>4. Training Services = 3,000 INR per student (Inclusive of GST)</li> </ol>
d)	AICPA Certification	At the end of Sem 5 Miles would be conducting the test on AICPA – Strategic Finance – \$118 (INR 10,000) to be paid by the Students to Miles.
e)	IMA fees (to be paid directly by the students for the CMA exams)	Students would pay IMA membership, CMA certification entrance and CMA exam fees directly to IMA. They would be eligible for discounted fees under the IMA-Miles arrangement. However, the discounts are at the sole discretion of IMA.

For Miles Education Private Limited



Name: Mr. Varun Jain  
Designation: CEO

Witness 1:



Signature: \_\_\_\_\_

Name: Mr. Michael Wagner  
Designation: Vice President

Witness 2:



Signature: \_\_\_\_\_

Name: Mr. Mani A S  
Designation: Assistant Vice President

For Naipunnya Institute of Management and Information Technology



Name: Fr. (Dr.) Paulachan Kaithottungal  
Designation: Principal

Witness 2:



Signature: \_\_\_\_\_

Name: Dr. Mathew Jose K  
Designation: HOD of Commerce

