

(DRAFT)

# Memorandum of Understanding



Department of Micro, Small & Medium Enterprises

Government of Madhya Pradesh

&

JABALPUR  
INCUBATION  
CENTER

Jabalpur Incubation Center, a project of Jabalpur Smart  
City Limited (JIC)

This MoU is made on this XXth day of month year

By and between

**Directorate of Industries (Nodal agency For Implementation of Start-up Policy),**

**Department of Micro, Small & Medium Enterprises, Government of Madhya Pradesh**

Directorate of Industries (DoI), Department of Micro, Small & Medium Enterprises, Government of Madhya Pradesh **having its office at the 4th Floor, Vindhyachal Bhavan, Arera Hills, Bhopal** which is the nodal agency of Government of Madhya Pradesh for implementation of Startup Policy and entrepreneurship development in Madhya Pradesh (Here after referred as "Nodal agency")

And

Jabalpur Incubation Center, 3<sup>rd</sup> floor Udhog Bhawan, Katanga Jabalpur Madhya Pradesh.

(hereinafter referred to as "Incubator")

This center is in operation from 8<sup>th</sup> November 2017 and a range of services have been offered to the incubatees, customized to the needs of them. By helping new businesses prosper, Jabalpur Incubation Center assists in creating long-lasting jobs for their host communities. We help creating long-lasting jobs for new graduates, experienced mid-career personnel, and veteran executives. This benefits communities and drives economic growth. The Innovation Center provides start-up companies with open concept office space with all of the necessary office supplies to get your business up and running. Having office space to be able to run your business is extremely important in the success of any business. The center offers clients access to more funding opportunities from many different outlets. Our staff is educated and equipped to help find funding opportunities and help clients apply for them. Additionally, the center allows businesses to meet potential private investors. Having this business infrastructure in place and available and providing business services and experts allows for the startup to focus on what matters most – the core business product. Start-ups can then focus their time and energy on creating, evolving and testing their products. Jabalpur Incubation Center calculates the ability of the entrepreneur as well as the market potential of the venture to determine the business potential. Various tools and methods are used to assess the entrepreneur and business potential. This requires the involvement of financiers, industry and business development experts. Highly successful entrepreneurs have high internal locus of control and a profound need for achievement.

#### **Intent & Objective of the MOU –**

The intent of this Memorandum of Understanding (MOU) between the Jabalpur Incubation Center & "Nodal Agency" is to outline the way in which the two parties will collaborate to strengthen the start-up ecosystem



**Company Secretary**  
**Jabalpur Smart City Limited**

The MoU will furnish the following objective:

1. The DoI desires to provide boost to entrepreneurial activity among youth.
1. The DoI has identified the need for creating an enabling environment for fostering the Startup activities in the State via its partner incubators.

The initial scope of this alliance will cover activities related to, but not limited to, the areas outlined below.

### **Terms of Partnership**

#### **Nodal agency shall:**

1. Leverage its Logo with the Incubator for events, workshops, boot camps, hackathons & pitching events etc. organised by the incubator.
2. Participate in the events as knowledge sharing partner for Government support for Startups / Entrepreneurs/ Incubators via its schemes & policies
3. Help in reaching out to the other start-ups via its network by sending emails to our registered Start-ups/ Incubators and collaborating with GoI, Startup India, Invest India and other national and international agencies / organisations working for fostering start-up.
4. Display the icon, website link, name & details of the Incubator on Department's website.

#### **Jabalpur Incubation Center shall:**

1. Support in providing information regarding the incubator (ex. Year of establishment, Organization structure, utilization etc.)
2. Support in providing information regarding the incubatee (ex. Incubated Start-ups, Funding, Events, founder details etc.)
3.
  - a. Physical Incubators shall provide -
    - i. Workspace, machinery & infrastructure
    - ii. Funding Network

  
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**Jabalpur Smart City Limited**

- iii. Mentoring, professional & managerial assistance
  - iv. A pool of shared support services (business, legal, financial, etc.)
- b. The virtual incubators shall provide -
- i. Startup Study Material: in-depth e-Hand books on: Startup Funding, Startup Ideas, Technology and Project Reports, Investor Directory, Government Schemes, Grants, etc.
  - ii. Online Startup Mentorship: Students and Startups can ask questions to online expert mentors anytime.
  - iii. Organize online workshops and pitching sessions on regular basis.
  - iv. Should have versatile portal for enabling e-learning by obtaining individual or institutional membership.

#### **Validity of the relationship**

The framework of the agreement would be initially valid for a period of 1 year. This agreement can be extended by means of an addendum referring to this agreement as the base agreement to set the revised period and terms if any.

#### **Termination clause**

1. If the incubator decides to terminate its operations before the aforementioned 1 year validity from the date of signing of the MoU, the incubator shall be required to notify the Nodal Agency within 2 weeks of its closure.
2. During any visits to the incubator, if it is found to be not functional, the Nodal Agency shall have the right to terminate the MoU after due notice of 2 weeks.
3. Additionally, the MOU can be terminated from either end, with 30-days prior notice based on mutual consensus on completion of pending engagements and fulfillment of all commercial obligations.

#### **Non-compete / Non-conflict / Engagement protocols**

Jabalpur Incubation Center and Nodal Agency agree to follow an engagement protocol that is ethical and professional during the delivery of this MOU. None of the incubator will engage itself into activities those are conflicting to government policies/rules and regulations.

  
**Company Secretary**  
**Jabalpur Smart City Limited**

IN WITNESS WHEREOF the parties have executed and delivered this MOU in two original copies in English language as at the day and year first above written at Jabalpur.

For Jabalpur Incubation Center

  
**Company Secretary**  
**Jabalpur Smart City Limited**

Seal & Signature

Kailash Bhati,

Company Secretary &

In-Charge Jabalpur Incubation Center

Date: Jabalpur

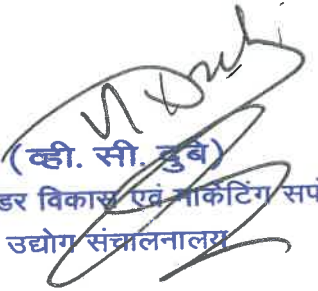
Place: 20 July 2019

For Directorate of Industries

Madhya Pradesh

Seal & Signature

Designation

  
(व्ही. सी. दुबे)  
भागी वेण्डर विकास एवं मार्केटिंग सपोर्ट  
उद्योग संचालनालय

Date: 14/08/2019

Place: Bhopal