

Memorandum of Understanding
Operational Guidelines and Relationship Terms between
TCE-TBI
and
NATIVELEAD FOUNDATION

THIS AGREEMENT MADE AT MADURAI THIS **June 17th, 2017**, between **Thiagarajar College of Engineering – Technology Business Incubator (TCE-TBI)**, a society registered under Tamil Nadu Registration of Society Act, having its office at Thiagarajar College of Engineering, Tiruparamkundram, Madurai – 625 015, HEREINAFTER REFERRED TO AS “TCE-TBI” OF THE FIRST PARTY and **NATIVELEAD FOUNDATION**, a non profit Trust bearing registration number 33/2016/454 & BKI 3527/16. having its registered office at No.30, Barathi Cross Street, 6th Main Road, Gomathipuram, Madurai 625020, HEREINAFTER REFERRED TO AS “NATIVELEAD” OF THE SECOND PARTY.

WHEREAS THE SECOND PARTY is willing to work with the TCE-TBI to achieve the mutually agreed objectives presented in this document hereunder.

AND WHEREAS THE FIRST PARTY is willing to be associated with the NATIVELEAD to mutually work towards the agreed objectives.

The parties hereto agree as under:

- a) To develop the entrepreneurial eco-system in Tier 2 & Tier 3 cities of the State of Tamil Nadu and to jointly work towards the economic development in the region(s) by way of promoting knowledge based technology driven ventures and enabling them to scale and grow, resulting in employment creation and wealth generation in the long run.
- b) To bring together the complimentary strengths of the parties under one umbrella to offer comprehensive services and value adds to the entrepreneurs and innovators
- c) To enhance the access to mentorship, capital and market access for startups through joint efforts and programmes
- d) To systematically disseminate awareness and benefits of entrepreneurship to the larger sections of the society in these regions..
- e) The scope of domain at this moment will be technology based start-up initiatives subject to the policies of TCE-TBI.

POTENTIAL CONTRIBUTION BY NATIVELEAD:

1. Referring appropriate start-ups for incubation and other facilities offered by the TCE-TBI. However, the acceptance or rejection is upto the discretion of TCE-TBI.
2. Learning about the start-ups engaged with the TCE-TBI and connecting them with appropriate mentors.
3. Market connect related support activities for the incubates.
4. Connecting potential ventures of the TCE-TBI to Angel Investors of Native Angel Networks Association, a sister organization of Nativelead.
5. Organising joint events and the modalities can be arrived on a case to case basis.

8. Programs/Services of TCE-TBI can be promoted by NATIVELEAD to the appropriate beneficiaries.

POTENTIAL CONTRIBUTION BY TCE-TBI:

1. Referring potential start-ups for Angel Investing and mentoring support.
2. Providing venue for conducting events organised by NATIVELEAD independently or jointly with TCE-TBI. However, the allocation of the venue is subject to the availability at the time of request.
3. TCE-TBI can design and execute comprehensive business training /accelerator programs in association with NATIVELEAD for the incubates, start-ups and any other appropriate stakeholders.
4. TCE-TBI can provide infrastructure facilities support towards the functioning of the secretariat of NATIVELEAD subject to the approval of the Governing Body of TCE-TBI.

VALIDITY

The scope of this MoU is valid for 3 (Three) years from the date of signing.

V. Abhaikumar

Dr. V Abhaikumar
Principal, Thiagarajar College of Engineering
Madurai

R. Sivarajah

R.Sivarajah
Founder & President
Nativelead Foundation
Madurai

Witness 1:

G.K. Rajan
G.K. Rajan
CEO, TCE-TBI
TCE, Madurai

Witness 2:

STALIN JACOB J
STALIN JACOB J
Head - Operations,
NPN/NATIVELEAD