

## MEMORANDUM OF UNDERSTANDING (MoU)

### BETWEEN

**WIFI FOUNDATION (Women Innovators Foundation Incubation – WIFI NPO) for Women Entrepreneurs**, Pune, Maharashtra, India (hereinafter referred to as “**WIFI Foundation**”)

**WIFI Foundation NPO for Women Entrepreneurs** envisions a transformative entrepreneurial movement aligned with the national mission of **VISION VIKSIT BHARAT** and the regional aspirations of **VISION VIKSIT Konkan**, **VISION VIKSIT Vidarbha** and **VISION VIKSIT Marathwada**. In alignment with **NEP 2020**, which emphasizes innovation, multidisciplinary learning and entrepreneurship, and the **UN Sustainable Development Goals (SDGs)**—especially **SDG 4 (Quality Education)**, **SDG 5 (Gender Equality)**, **SDG 8 (Decent Work & Economic Growth)**, and **SDG 9 (Industry, Innovation & Infrastructure)**, the Foundation is committed to achieve **100% Employability** by nurturing innovation-driven Startups and MSMEs, ensuring meaningful, skill-oriented and future-ready opportunities for all.

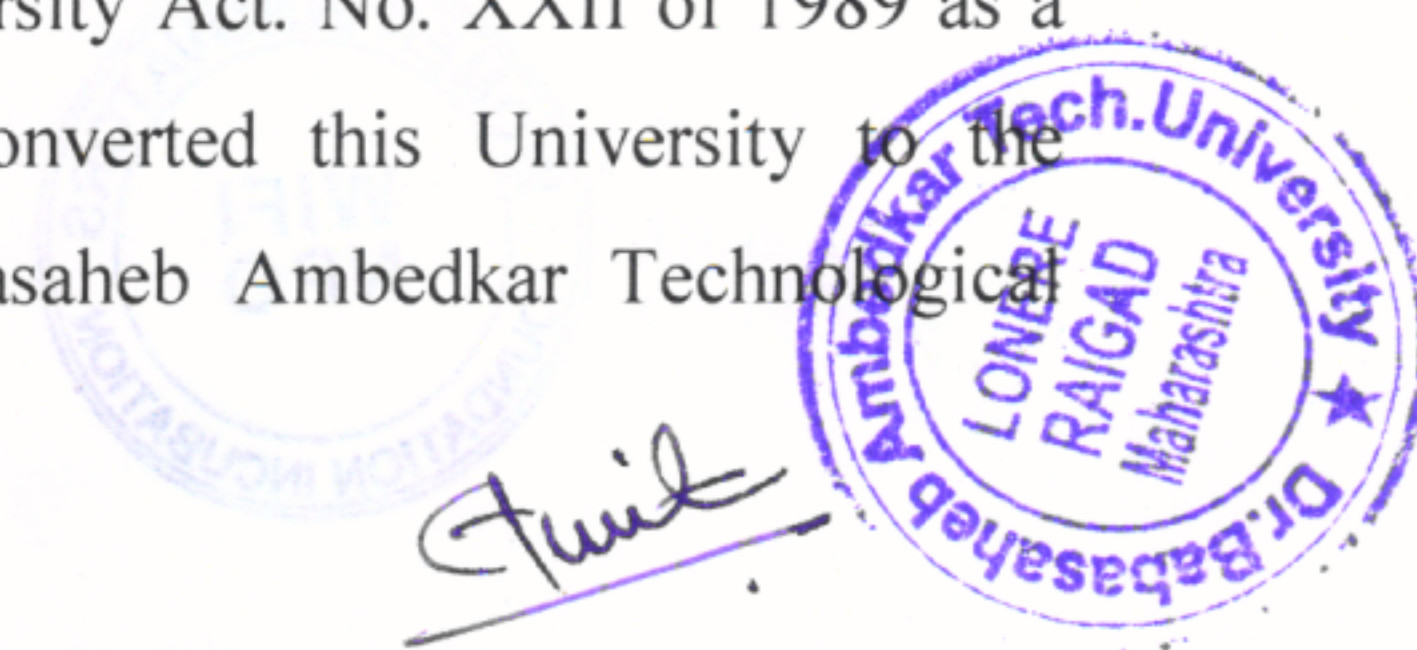
Each incubated startup is designed to generate an average of **16 direct and indirect jobs**, creating a strong multiplier effect that boosts local economies, reduced migration and accelerated balanced regional development. Believing that real entrepreneurship is best nurtured by seasoned businesspersons—not by conventional employers—the Foundation provides practical mentorship, strategic handholding and sustainable pathways that convert ideas into revenue-generating enterprises.

By mandating a **minimum one Woman Entrepreneur** in every startup, the Foundation drives inclusive growth where **SHEmpower** becomes a transformative force for families, institutions and entire regions. Through business clusters, angel investment networks, consultancy excellence centers and statewide incubation models, WIFI Foundation is building a self-reliant, employment-generating and globally competitive Bharat, contributing strongly to India’s journey towards developed-nation status by 2047.

AND

**Dr. Babasaheb Ambedkar Technological University (DBATU)**  
including all its affiliated campuses and institutions across Maharashtra  
(hereinafter referred to as “**DBATU**”)

Dr. Babasaheb Ambedkar Technological University was established by the Government of Maharashtra vide Dr. Babasaheb Ambedkar Technological University Act. No. XXII of 1989 as a Unitary University. Later, the Government of Maharashtra converted this University to the Affiliating Technological University since 2016 vide Dr. Babasaheb Ambedkar Technological





University Act No. XXIX of 2014 with the jurisdiction of the University as the entire state of Maharashtra. Presently, 272 institutes are affiliated with the University and the total student strength is 1,36,534.

The sprawling 468 acres of the campus of this University provides as a sanctum seat of learning across the state. The University attracts meritorious students from the entire state and molds them into employable engineers and competent technocrats. This University provides well-equipped laboratories with testing and analysis facilities that can be extended for the benefit of the industries. In addition, the University offers facilities like conference hall, auditorium, playground, workshop, and computing facilities. The University has spacious and good hostels with all the basic amenities.

The University is blessed with highly qualified faculty members who are committed to impart the best kind of knowledge through an effective teaching-learning process. The faculty and staff of the University believe that achieving excellence is a challenging task and they continuously strive for it. University also provides a conducive environment and opportunities to the students for research and innovation which leads to creating entrepreneurs. The University is empowered to affiliate Institutions that offer UG, PG, and Ph.D. level programs in the disciplines of Engineering, Pharmacy, Architecture, and Hotel Management & Catering Technology.

The main thrust of the University is to develop and provide state-of-the-art infrastructure and an excellent academic and research environment for its faculty and students. The university has kept pace with the times by introducing the CBCS system, multidisciplinary and interdisciplinary programs – courses. It has an efficient and transparent governance system, support for researchers, clean and green campus, gender-friendly atmosphere, ample opportunity for students to hone their skills in co-curricular activities, technologically equipped classrooms and laboratories, a state-of-the-art library, an incubation center titled, “DBATU Forum of Innovation, Incubation & Enterprise” (Section-8 Company) with support from Maharashtra State Innovation Society, a nodal agency of Govt. of Maharashtra, well equipped health center with practicing medical professionals. The university has already started implementing provisions of the NEP 2020.

## 1. PREAMBLE

This Memorandum of Understanding (MoU) is executed to establish a long-term collaborative partnership between WIFI Foundation and DBATU to jointly create a **statewide, self-sustainable, outcome-oriented entrepreneurial ecosystem**. Both the parties aim to promote innovation, startups, incubation, consultancy, skill development, research commercialization, and global academic collaborations across DBATU and its affiliated institutes.





## 2. DURATION OF THE MoU

- i. This MoU shall be valid for a period of **five (5) years** from the signing date.
- ii. It may be **extended further** by mutual written consent at the end of the term.

## 3. FORMATION OF COMPANIES UNDER THE DBATU-WIFI ECOSYSTEM

WIFI Foundation shall facilitate the creation of **up to 12 companies** across DBATU main campus and all affiliated institutes, as follows:

### 3.1 List of Entities

- a) **DBATU-WIFI FOUNDATION INCUBATION NPO up to INR 232 Cr Revenue Generation**
- b) **Centre of Excellence of Consultancy Pvt. Ltd.** (Domains: IPR / Finance / Educational / Industry Consultancy)
  - 100 IP GRANTED PATENTS Portfolio per Institute with ZERO Fees (**Refer Appendix B**)
  - For Startups/ MSME ZERO Professional Fees for IP Patent TM Design till Grant (**Refer Appendix C**)
  - Finance all kind of Funding/ Subsidies/ Grants/ Loans etc
  - Industrial / Educational Consultancy Services under single umbrella of every Incubation at DBATU University affiliated Campuses
- c) **Ten (10) Startup LLPs / Pvt Ltd Companies** formed by DBATU stakeholders.

## 4. FUNDING STRUCTURE

- a) Total cost for incorporation and making each entity **successful, sustainable and scalable: INR 13,33,333 + GST per company (refer APPENDIX A: FUNDING for Women Entrepreneurs)**
- b) Funding contributions:
  - **WIFI Foundation: 75% (Seed Funding)**
  - **DBATU: 25%**
- c) Funding includes:
  - Incorporation
  - Branding, Marketing, Compliance





- Operations
- Product/Service Development
- Human Resources
- Infrastructure Support
- Consultancy & IPR Support

## 5. EQUITY DISTRIBUTION

### 5.1 DBATU-WIFI FOUNDATION INCUBATION NPO (Section 8 Company)

#### Board of Directors:

- Hon'ble Vice-Chancellor, DBATU
- Registrar, DBATU
- Dean (Academics), DBATU
- CEO (Section 8 Company, DFIIE), DBATU
- Three (3) representatives of WIFI Foundation

#### Equity/Stake:

- Dean (Academics), DBATU: 80% Stake
- Registrar (DBATU): 20% Stake

### 5.2 Centre of Excellence of Consultancy Pvt. Ltd.

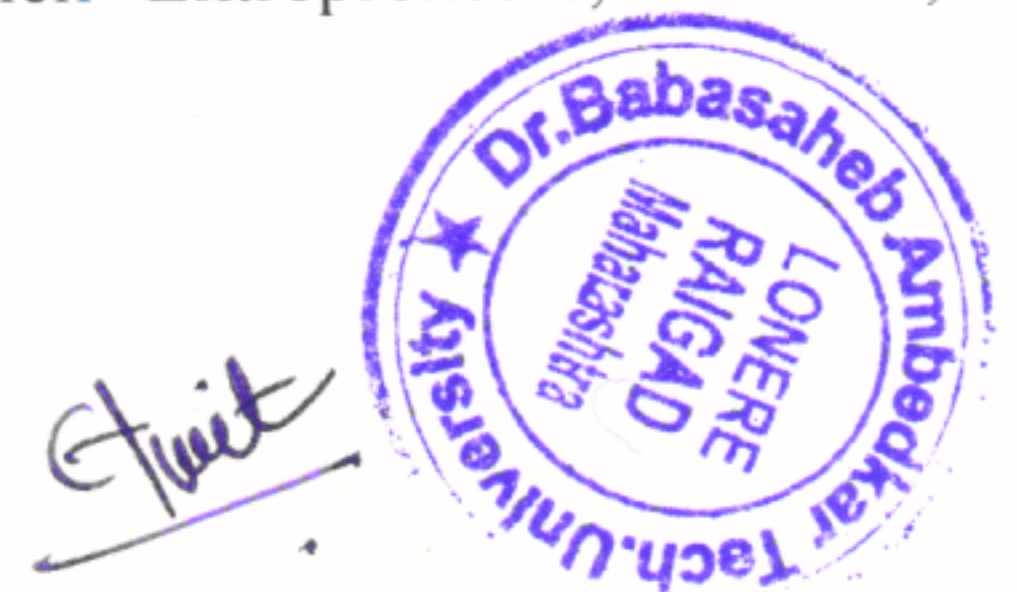
- DBATU: 50% Stake
- WIFI Foundation: 50% Stake

### 5.3 Ten (10) Startup LLPs / Pvt. Ltd.

- DBATU: 20% Stake
- WIFI Foundation: 20% Stake
- Startup Directors: 60% Stake

Startup Directors may include: Students, Faculty, Alumni, Women Entrepreneurs, MSMEs, Innovators.

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## 6. REFUND & EQUITY BUYBACK OPTION FOR DBATU

- i. DBATU's 25% contribution = **INR 3,33,333** per startup.
- ii. After **3 years**, DBATU may choose any one of the following options:

### **Option A : Continue Stake**

DBATU keeps its **20% equity stake** permanently.

### **Option B : Exit & Refund**

- WIFI Foundation shall **refund INR 3,33,333** to DBATU.
- DBATU will **transfer 100% of its equity (20%)** to WIFI Foundation.

This aligns with the **3-year lifecycle** of incubated startups.

## 7. REPRESENTATION & BRAND USAGE RIGHTS

DBATU authorizes WIFI Foundation to:

- i. Represent DBATU **across PAN Maharashtra, PAN India, and Worldwide**.
- ii. Use DBATU **logo, name, branding, identity** for the following:
  - Events
  - MoUs
  - Startup Activities
  - Conferences
  - International Collaborations
- iii. All event expenses will be borne under **DBATU-WIFI Incubation Ecosystem**, not separately by DBATU.
- iv. WIFI Foundation shall execute **branding, promotion and outreach** activities for DBATU at national and international levels.

## 8. STRATEGIC GOALS & OUTCOMES OF THE PARTNERSHIP

WIFI Foundation will drive the following major outcomes:





### 8.1 Expansion of DBATU

- Acquisition of **500 new affiliated institutions** across Maharashtra.

### 8.2 Revenue Generation: INR 232 Crores Ecosystem Value

- Long-term goal of **INR 232 Crores cumulative revenue** for DBATU and associated entities.
- Revenue to be reinvested for seed funding, incubation scaling, and ecosystem strengthening.

### 8.3 Vertical Development of All Affiliated Institutions

- Strengthening R&D, innovation, startups, IPR, digital transformation and industry partnerships.

### 8.4 Offering 0-to-1 Consultancy Services PAN Maharashtra

Includes all consultancy services required for Startups & MSMEs as follows:

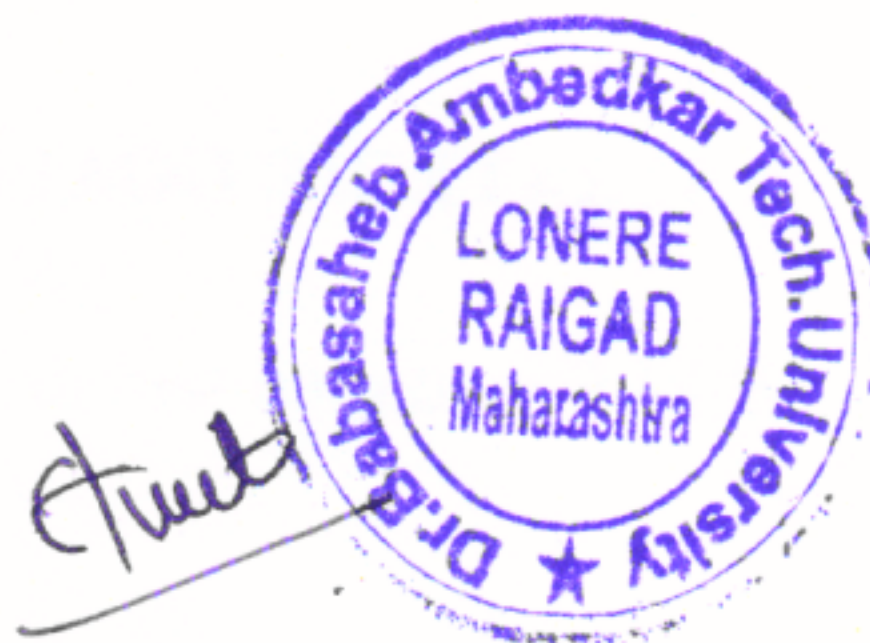
- IPR
- Finance
- Legal
- Market Research
- Branding
- Technology
- Government Schemes
- Compliance
- Industry Linkages.

### 8.5 Funding, Grants, Loans Mobilization

WIFI Foundation shall secure:

- Govt. Schemes (State & Central)
- CSR Funding
- Grants

*Shilpa*





- International Funding
- Angel & VC Networks
- Bank Loans & Credit Support

### 8.6 Brand Building of DBATU

Through:

- Digital promotion
- PR campaigns
- Startup success stories
- Innovation showcases
- Rankings improvement
- Alumni networking

### 8.7 Centre of Excellence of Consultancy Outcomes

- Increase reach to **Students, Parents, Citizens, Alumni and Industry.**
- Generate revenue via consultancy services.
- Establish DBATU as a statewide innovation & consultancy hub.

### 8.8 Management of Incubation Centers Across All Campuses

WIFI Foundation shall manage incubation centers of all DBATU compuses to:

- Save **several crores** annually.
- Reduce staffing, admin and operational burdens.
- Provide uniform incubation quality.

### 8.9 District-wise Start-up Events & Outreach

WIFI Foundation will conduct:

- District Summits
- Conferences
- Boot Camps





- Alumni Meets
- Industry Meets
- Educational Summits
- Award Ceremonies
- Startup Showcases

DBATU will provide **upfront expenses**, while WIFI Foundation ensures **goals, planning and execution**.

#### 9. NON-COMPLIANCE CLAUSE — MOUs ONLY VALID WHEN BOTH PARTIES PERFORM

If **either party fails** to fulfil their assigned responsibilities, **this MoU shall be considered NULL AND VOID** and:

- No party shall be held liable for commitments beyond termination.
- All obligations cease without penalty.

#### 10. PROFIT MARGIN CLAUSE FOR CONSULTANCY & STARTUPS

- All 12 entities (Consultancy CoE + Startups) shall operate with **10% profit margin only while they remain under the DBATU–WIFI Incubation ecosystem**.
- When they exit incubation and start bearing full expenses themselves (operations, staffing, infra, offices, resources, etc.) **only then the profit margins will be calculated at actual commercial market levels**.

#### 11. INTERNATIONAL COLLABORATIONS

WIFI Foundation shall execute multiple **International MoUs** with:

- Global Universities
- Research Institutions
- Startup Accelerators
- Governmental Bodies
- International NGOs

These collaborations will strengthen DBATU's global visibility and student opportunities.





## 12. COURSES, DIPLOMAS & TRAININGS

WIFI Foundation is authorized to:

- Launch Certifications
- Skill Development Programs
- Employability Programs
- Founder CEO Courses
- Diploma Programs
- National & International Cohorts

Food and accommodation for participants shall be managed by **DBATU**.

## 13. STUDENT & FACULTY EXCHANGE PROGRAMS

WIFI Foundation shall run:

- Student Exchange
- Faculty Exchange
- National Mobility Programs
- International Mobility (via global MoUs)

These programs enhance DBATU's **PAN India & Global Branding**.

## 14. GOVERNANCE & REVIEW MECHANISM

A **Joint Steering Committee (JSC)** shall:

- Oversee company formation
- Monitor financial & operational flows
- Review quarterly progress
- Resolve operational issues
- Approve strategic expansion.





## 15. CONFIDENTIALITY

Both the parties shall maintain the confidentiality of documents, information, data and processes shared under this MoU.

## 16. TERMINATION

Either party may terminate this MoU with **90 days written notice**, subject to the non-compliance clause in Section 9.

## 17. SIGNATORIES

### For WIFI Foundation NPO

1. Name: Dr. SURYAKANT B. PATIL  
Designation: DIRECTOR  
Signature: [Signature]
2. Name: DIRECTOR  
Designation: WIFI FOUNDATION NPO  
Signature: Ms. Pallavi Ahirrao

### Witnesses

1. Name: Ms. Priyanka Pawale  
Designation: Dy. Manager (operations)  
Signature: [Signature]
2. Name: Pipinchandra Kachare  
Designation: Managing director  
Signature: [Signature]



### For DBATU

1. Name: Dr. Amit P. Shesh  
Designation:  
Signature: [Signature]
2. Name: REGISTRAR  
Designation: Dr. Babasaheb Ambedkar Technological University, LONERE 402 103, Manggaon, Dist. Raigad, (Maharashtra)  
Signature:

### Witnesses

1. Name: Prof S. L. Nalbandkar  
Designation: Dean (Academic - FOET)  
Signature: [Signature]
2. Name: UMESH A. KAKDE  
Designation: CEO - DFIIIE, DBATU  
Signature: [Signature]





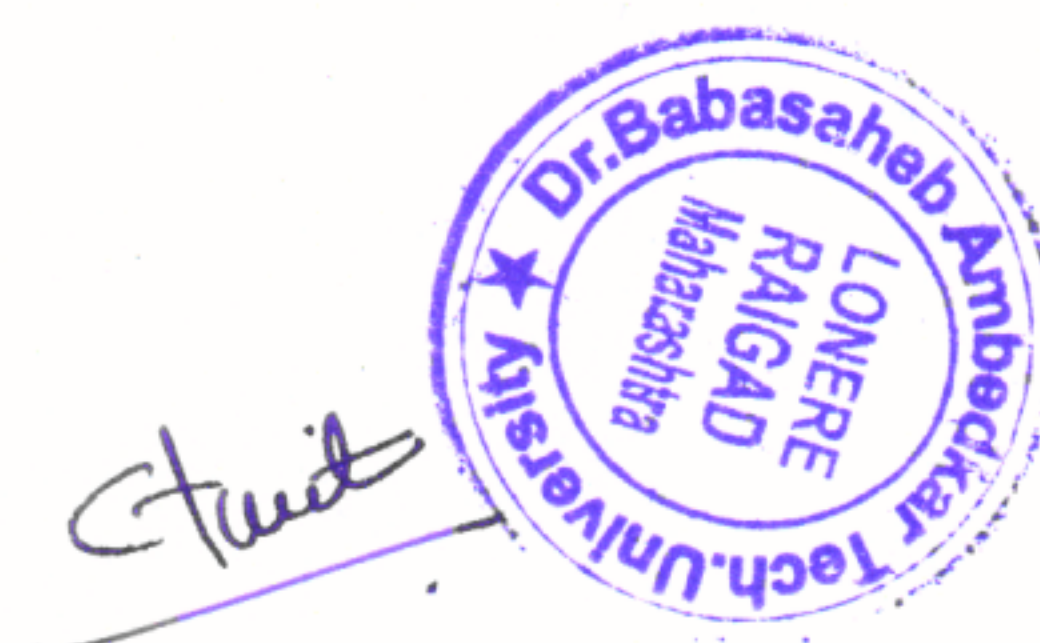
## APPENDIX A: FUNDING for Women Entrepreneurs

### FOUNDATION INCUBATION 75:25

(New Company/ Startup)

Description of Services (PAN Maharashtra START-UP Launching Consultancy   Govt Fees at actual additional)	At the actual Expenditure In INR	FOUNDATION INCUBATION contribution	Your contribution towards Expenditures
1. LLP incorporation cost INR 14000	13,33,333	10 Lakhs	3,33,333
2. MSME Registration cost INR 1000	(To Launch	75%	25%
3. Full-fledged website with updates cost INR 45000	a Startup		
4. Five design patents cost till Grant INR 2.5 lakhs	from a		
5. Two trademarks cost INR 28333	scale-up		
6. Two Indian utility Patents till Grant cost INR 2.6 lakhs	Perspective)		
7. Startup registration INR 5000			
8. Un-tap Market Analysis INR 85000			
9. Pitch deck to apply for funding INR 95000			
10. Market Support for launching INR 75,000			
11. Client Promotions Support INR 75,000			
12. Product Expansion / Scale-up INR 2.5 Lakhs			
13. Process Automation/ ERP INR 1,50,000			

  
DIRECTOR  
WIFI FOUNDATION NPO





**APPENDIX B: 100 IP Patent Portfolio per Institute with ZERO**

**Fees**

**COLLEGE 100 PATENT  
PORTFOLIO FREE**



PSP-IP PVT LTD  
IP ATTORNY'S FIRM  
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**PAY ZERO FEES  
EDUCATIONAL INSTITUTES  
STARTUP**

PATENT | TM | DESIGN **100% FREE TILL GRANT**  
**GOVT FEES ZERO | PROFESSIONAL FEES ZERO**

**PSP-IP ASSOCIATES PVT LTD**  
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*Shilpa*

DIRECTOR  
WIFI FOUNDATION NPO





**APPENDIX C: For Startups/ MSME ZERO Professional Fees**  
**for IP Patent TM Design till Grant (Only Govt fees needs to pay)**

 <b>PSP-IP PVT LTD</b> <b>IP ATTORNYS FIRM</b> <b>PUNE   DELHI</b>  <b>START-UP</b> <b>FUNDING</b> <b>WIFI Foundation</b>	<b>STARTUP  </b> <b>MSME</b> <b>PATENT TM DESIGN</b> <b>FREE</b> <b>Pay ZERO</b> <b>Professional</b> <b>Fees</b>
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DIRECTOR  
WIFI FOUNDATION NPO

