

Summary – Key Bullet Points of the MoU between WIFI Foundation & DBATU

1. Duration & Renewal

- MoU valid for **5 years**, extendable upon mutual agreement.

2. Formation of 12 Companies Under DBATU–WIFI Ecosystem

- WIFI Foundation will establish **up to 12 entities** across DBATU & all affiliated campuses:
 - DBATU–WIFI FOUNDATION INCUBATION NPO**
 - Centre of Excellence of Consultancy Pvt Ltd** (IPR | Finance | Industry Consultancy)
 - 10 Startups LLP / Pvt Ltd** by DBATU stakeholders (students, faculty, alumni, MSMEs).

3. Funding Structure

- Total cost per company: **INR 13,33,333 + GST**.
- WIFI Foundation funds 75%**, DBATU contributes **25%**.
- Funding covers incorporation, branding, operations, compliance, staffing, market launch.

4. Equity Stake Distribution

4.1 DBATU–WIFI INCUBATION NPO

- BoD includes Hon VC, Registrar, Dean, CEO (DBATU) + 3 representatives (WIFI Foundation).
- Dean: 80% stake | Registrar: 20% stake**

4.2 Centre of Excellence of Consultancy Pvt Ltd

- DBATU: 50% stake | WIFI Foundation: 50% stake**

4.3 10 Startups

- DBATU: 20% | WIFI: 20% | Startup Directors: 60%**

5. Refund & Equity Buyback Clause

- DBATU's 25% contribution = **INR 3,33,333** per startup.

- After **3 years**, DBATU may:
 - ✓ Keep its **20% equity**, OR
 - ✓ Get **refund of INR 3,33,333** by transferring **100% of its equity** to WIFI Foundation.

6. Representation & Branding Rights

- WIFI Foundation can represent DBATU **PAN India & globally**.
- WIFI can use DBATU **name, logo, branding** for all events, MoUs, collaborations.
- All event expenses will be borne by the **DBATU-WIFI ecosystem**, not by DBATU alone.
- WIFI Foundation will execute **full branding, PR & outreach** for DBATU.

7. Major Goals & Outcomes

7.1 Expansion & Affiliation

- Target: **500 new affiliated institutions** under DBATU.

7.2 Revenue Target

- Goal: **INR 232 Crores total revenue** across DBATU & associated entities to strengthen the incubation ecosystem.

7.3 Institutional Development

- Vertical strengthening of all DBATU-affiliated institutions (R&D, consultancy, innovation, IPR, industry connect).

7.4 0-to-1 Consultancy Services

- End-to-end consultancy for Startups/MSMEs including IPR, finance, compliance, market support, industry tie-ups.

7.5 Funding & Schemes

- Mobilization of **Government Schemes, Grants, Loans, CSR Funds, Angel/VC Investments**.

7.6 Brand Building

- Comprehensive **national & global branding** of DBATU University by WIFI Foundation.

7.7 Centre of Excellence Impact

- Increased public, student, alumni, industry reach.
- Consultancy revenue generation across Maharashtra.

7.8 Incubation Center Management

- WIFI Foundation will manage all incubation centers of DBATU-affiliated institutions.
- Saves **several crores annually** in staffing, operations, infra & administration.

8. Statewide Events & Ecosystem Development

WIFI Foundation will organize statewide events including:

- District-wise Summits
- Boot Camps
- Conferences
- Startup Showcases
- Alumni Meets
- Industry Meets
- Awards Ceremonies
- Educational Institution Summits

DBATU will handle **upfront expenses**, WIFI will execute all events & ecosystem activities.

9. Profit Margin Clause for Consultancy & Startups

- All 12 entities will operate with **10% profit margin** while under the incubation umbrella.

- After exiting DBATU-WIFI Incubation and bearing full operational costs, they can adopt **market-based profit margins**.

10. International MoUs & Global Alliances

- WIFI Foundation will execute **international collaborations** with foreign universities, institutions & organizations.

11. Courses, Certifications & Diplomas

- WIFI Foundation may launch **Skill Development, Employability, Entrepreneurship, CEO/Founder Courses, Diplomas** nationwide & globally.
- **DBATU will provide food & accommodation** for participants.

12. Student & Faculty Exchange Programs

- WIFI Foundation to run **national & international exchange programs** under the DBATU-WIFI Incubation umbrella.
- Strengthens **global presence and national branding** of DBATU.

13. Non-Compliance Clause

- If **either party fails** to fulfil assigned responsibilities:
MoU becomes Null & Void automatically, and
neither party will be liable for further commitments.

INDIA DON'T NEED 1 UNICORN WITH 8000 Cr BUT 8000 STARTUPs WITH 1 Cr

Women Entrepreneurs: SHEmpower