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2023-24

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 - September 22, 2023
 - December 22, 2023
 - March 22, 2024
 - June 22, 2024

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5. **Account Numbers**

- The Flatfee Account Number will be:

6. **License Fee.** The fee for this license during the Contract Term is: **\$10,000** and is payable on the contract signing date. The fee has been calculated on the usage forecast for AY2023-24 for Pack of 6 Online Courses and Mini Simulation Pack of 4 simulations for 100 students. Reconciliation of actual

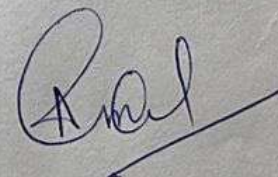


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usage to be done in accordance to terms and conditions mentioned under Schedule K and any excess usage to be invoiced accordingly.

Licensee will pay invoices generated by HBSP in a timely manner, in accordance with HBSP's terms and conditions as stated on each invoice. The invoicing schedule is listed in Schedule K.

7. **Tax Indemnity:** The payments to be made under the contract are net of all taxes and the Institution shall be responsible for any Indian income tax and Indian indirect taxes like service tax, value added tax, goods and services tax, and other similar taxes, as may be applicable, attributable to the payments made or to be made under this contract to HBSP. The licensee hereby agrees to indemnify, hold harmless from against any and all fines, penalties, taxes (including interest thereon)(collectively "Liabilities") that may arise in India, asserted against HBSP to the extent that such Liabilities result from the default in payment of taxes attributable to the payments made or to be made to HBSP in India.
8. **Security and support.**
 - a. Licensee will take reasonable steps to see that only authorized users have access to the products, and will notify HBSP if it becomes aware of a security breach affecting HBSP's products.
 - b. During HBSP's normal business hours, HBSP will provide telephone technical support for the life of this license to individual users (if HBSP hosts the products). Technical support is available Monday through Friday, 6:00 am – 8:00 pm EST, and Saturday – Sunday 9:00 am – 5:00 pm EST by calling (800) 810-8858, emailing techhelp@hbsp.harvard.edu, or accessing the "Live Help" option on the HBSP Web site.
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12. **Term and Termination.** The term of the license begins on 22nd June 2023 and ends on 21st June 2024. The license may be terminated at any time by HBSP if HBSP becomes aware of any instances of misuse of the product or contractual noncompliance that Licensee does not address in a reasonable time frame after receipt of written notification.
13. **Force Majeure Event.** Each party is excused from performance under this Agreement and shall not be liable for any delay in performance or non-performance, in whole or in part, caused by the occurrence of any event or contingency beyond the control of such party including, but not limited to, work stoppages, fires, civil disobedience, riots, rebellions, natural disasters, acts of God, acts of war or terrorism, actions or regulations of governmental authorities, epidemics, pandemics or other hazards to public health, and similar occurrences. The party who has been so affected shall promptly give written



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notice to the other party and shall use its best efforts to resume performance when the force majeure has abated.

Licensee is responsible for diligently enforcing the terms of this Agreement, and in particular for seeing that only authorized users can access the products, that only genuine HBSP licensed content is used, and that all information, including the number of actual users, is fully and accurately reported to HBSP. Failure to adhere to these requirements is grounds for immediate termination of this Agreement.

Agreed to on behalf of HBSP:

Brandon Hight

Global Sales & Business Solutions Director, Higher Education

Brandon Hight

Signature

6/29/2023

Date

Agreed to on behalf of Mangalmai Institute of Management and Technology

Aayush Mangal, Vice Chairman
Dr. Geeti Sharma, Director

Aayush Mangal

Dr. Geeti Sharma

Signature

Date

27th June '2023.

Schedule A

List of HBP Online Courses

- Finance
- Financial Accounting
- Management Communication
- Mathematics for Management
- Quantitative Methods
- Spreadsheet Modelling: Excel 2013

List of HBP Simulations

1. Pricing: Universal Rental Car V2
2. Marketing: Managing Segments and Customers V3
3. Finance: Capital Budgeting
4. Operations Management Simulation: Inventory Basics
5. Global Supply Chain Management V2
6. New Venture Simulation: The Food Truck Challenge
7. Innovation Marketing Simulation: Crossing the Chasm
8. Macroeconomics Simulation: Econland
9. Operations Management Simulation: Multiple Server Queues
10. Financial Analysis Simulation: Data Detective
11. Global Collaboration Simulation: Tip of the iceberg
12. Strategy Simulation: The Negotiator's Dilemma
13. Family Business Simulation: Honey Heritage
14. Organisational Behaviour Simulation: Leveraging Networks
15. Strategy Simulation: Value Challenge
16. Operations Management Simulation: Quality Analytics
17. Leadership & Team Simulation: Everest V3
18. Change Management Simulation: Power & Influence
19. Working Capital Simulation: Managing Growth V2
20. IT Management Simulation: Cyber Attack
21. Operations Management Simulation: Push vs Pull Production
22. Operations Management Simulation: System Utilization in Service Management
23. Finance Simulation: Blackstone/ Celanese
24. Operations Management Simulation: Benihana V2
25. Data Analytics Simulation: Strategic Decision Making
26. Project Management Simulation: Scope, Resources, Schedule V2
27. Organization Design Simulation: Evolving Structures
28. Strategic Innovation Simulation: Back Bay Battery V3
29. Value Proposition Simulation: Surgical Robots
30. Supply Chain Simulation: Root Beer Game

31. Organization Behavior Simulation: Judgement in a crisis
32. Innovation Simulation: Breaking News
33. Operations Management Simulation: Balancing Process Capabilities
34. Finance Simulation: M&A in wine county

List of HBS Simulations

1. Marketing Simulation: Using Conjoint Analysis for Business Decision Making
2. Strategy Simulation: Competitive Dynamics and Wintel V2
3. Strategy Simulation: The Balanced Scorecard

List of Wharton School University of Pennsylvania Simulations

1. Negotiation Simulation : OPEQ
2. Entrepreneurship Simulation: The Startup Game

List of University of Virginia Darden School Foundation Simulations

1. Marketing Simulation: The Positioning Game
2. Finance Simulation: Bond Trader
3. Digital Marketing Simulation: Media Attribution at Exercise Minder

Schedule K

Program Name	Year	License Type	Fee per student	No. of Students	Total Fee
MBA++	1 st Year	Mini Simulation	\$25	100	\$2,500
		Online Course Pack	\$75		\$7,500
				100	\$10,000

Note-

- Institute can choose from any 4 simulations listed above in Schedule A authored by HBP, HBS, Wharton School University of Pennsylvania and University of Virginia Darden School and all 6 Online Courses mentioned in Schedule A. Please refer to our website www.hbsp.harvard.edu for more information
- Any reconciliation in the student intake for the AY 2023-24 to be communicated by the institute to HBP on or before 31st October 2023 and a revised schedule K to be executed.

Invoicing Schedule

22nd June 2023 - \$10,000