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Date: 03 OCT 2023, 10:59 AM  
Purchased By:  
VESAPOGU DAYAKAR RAO  
S/o VESAPOGU PRABHAKAR RAO  
R/o HYDERABAD  
For Whom  
M/S. NEW EDGE OVERSEAS

MEMORANDUM OF UNDERSTANDING

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V ADARSH KUMAR  
LICENSED STAMP VENDOR  
Lic. No. 11/2010  
Ren.No. 01/2022  
1-2-137 TO 154, 94, MINERVA  
COMPLEX, S.D.ROAD,  
SECUNDERABAD - 500003  
Ph 9246888602

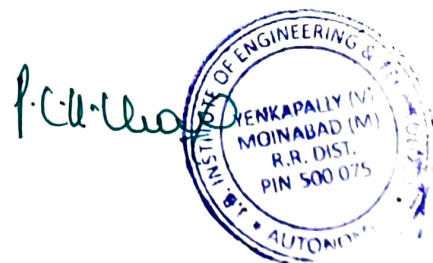
THIS AGREEMENT is dated 03rd November 2023 between New Edge Overseas Consultancy Private Limited with its Office at Himayat Nagar, Hyderabad ("Provider") and JB INSTITUTE OF ENGINEERING AND TECHNOLOGY, HYDERABAD, Telangana, India-500075.

WHEREAS "New Edge Overseas Consultancy Pvt Ltd" is a firm of education & migration providers through its study abroad & test preparation division.

WHERE AS, JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD is a top ranked college.

WHERE AS, JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD is agreeable to "New Edge Overseas Consultancy Pvt Ltd" for providing Test Preparation services in GRE, GMAT, IELTS, PTE & TOEFL etc., and any other program they may mutually agree upon from time to time on its premises at a prescribed fee chargeable to the enrolled students, and for this end JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD has offered "New Edge Overseas Consultancy Pvt Ltd" the usage of its infrastructure without consideration.

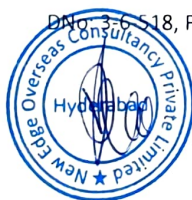
WHERE AS, "New Edge Overseas Consultancy Pvt Ltd" is authorized to render their services by enrolling students of JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD. Any other services on either part required from time to time will be mutually discussed and agreed upon as to their terms of business.



WHERE AS Both **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** and "**New Edge Overseas Consultancy Pvt Ltd**" have a good, ethical and reputable standing in the market, appropriate expertise in their respective educational or test preparation training programs, and the requisite administrative, classroom and laboratory facilities and up to-date technical and delivery resources necessary to deliver a high quality and superior education experience to their students.

**THE PARTIES AGREE AS FOLLOWS:**

1. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** will provide suitable space for the running of the **Classes for GRE / GMAT / IELTS / PTE and TOEFL** and the location will be decided by mutual agreement and availability and will be provided with necessary facilities like requisite furniture, internet connectivity, water, electricity, wash-rooms etc. The space allocated would be available to "**New Edge Overseas Consultancy Pvt Ltd**" for all days and there will be no restriction on the timings though these will be fixed with prior approval of **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD**.
2. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** will provide suitable place for set up of a **career guidance cell for New Edge Overseas Consultancy Pvt Ltd**, which will be the Centre of Excellence or the CoE which will facilitate as a career guidance platform for students. And that New Edge Overseas Consultancy Pvt Ltd is entitled to discuss and guide students for study abroad opportunities at the college premises for at least two days a week.
3. The "**New Edge Overseas Consultancy Pvt Ltd**" nominated staff / faculty would have free access to the premises allotted classrooms without any hindrance. On their part "**New Edge Overseas Consultancy Pvt Ltd**" would declare to **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** names of such staff that would also be subject to rules and regulations of security and conduct as may be laid down by **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** as applicable to their campus and premises.
4. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** will instruct its staff including Gate Keepers and Security staff of this arrangement and will ensure that "**New Edge Overseas Consultancy Pvt Ltd**" staff will be provided access to the **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** campus without hindrance.
5. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** agrees that "**New Edge Overseas Consultancy Pvt Ltd**" will enroll and teach students of **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** in these facilities.



Pin: 36-518, Flat No # 208, Third Floor, Sai Pragathi Towers, Himayathnagar, Hyderabad - 500089

Phone: 040 6633 6669 Mobile: +91 8885566106

E-Mail: [infoind@newedgecs.com](mailto:infoind@newedgecs.com) web: [www.newedgecs.com](http://www.newedgecs.com)

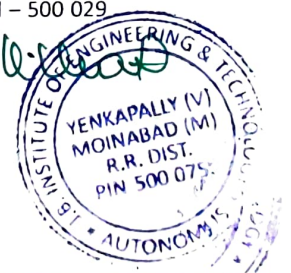


6. "New Edge Overseas Consultancy Pvt Ltd" will provide test preparation services, within the prescribed fees, to students at the **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** campus to include the following - Mock Tests and actual classes for the teaching of GRE, GMAT, IELTS, PTE and TOEFL to enrolled students using the prescribed Test Prep materials, student kits and the online resources as per the rules and regulations agreed.
7. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** will provide secure cupboards for the storage of Course Material.
8. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** will do its utmost to protect the logos, copy right and other intellectual property of the Course Material.
9. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** will allow "New Edge Overseas Consultancy Pvt Ltd" to advertise on their site and will provide adequate space for the signage of "New Edge Overseas Consultancy Pvt Ltd". The College can only use approved logos and color schemes in any publicity that it may carry in its publications or in signage within its premises and similarly "New Edge Overseas Consultancy Pvt Ltd" will only use approved logos or signage of **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** in its promotions.
10. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** shall permit periodic seminar activity, at mutually agreed dates, for all its students and provide its student lists for information mail shots that keep students informed of developments in the education and career planning sector.
11. This Agreement is between "New Edge Overseas Consultancy Pvt Ltd" and **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** only and no third party is involved, and such a party may be involved later with mutual consent.
12. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** agrees and utilizes "New Edge Overseas Consultancy Pvt Ltd" expertise and services for all students for their test preparation needs for studying abroad.
13. **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** permits "New Edge Overseas Consultancy Pvt Ltd" to avail the services of their faculty for consideration, without causing any inconvenience to their duties assigned or to be assigned from time to time by **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD**.

DNo: 3-6-518, Flat No # 208, Third Floor, Sai Pragathi Towers, Himayathnagar, Hyderabad – 500 029

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14. “New Edge Overseas Consultancy Pvt Ltd” is under no obligation to start a batch for GRE/GMAT or a GRE + IELTS / TOEFL or GMAT + IELTS / TOEFL COMBO, if the batch size is less than 10 students and for IELTS / TOEFL, if the batch size is less than 15 students.

As per MOU filed here

1. The access to the allotted classroom (s) should be under the control of both the parties as per mutual agreement.
2. Online resources provided to the enrolled students will be made accessible from the available computer lab of the institution under supervision of the designated faculty by “New Edge Overseas Consultancy Pvt Ltd”.
3. Any material of “New Edge Overseas Consultancy Pvt Ltd”– cannot be partially or fully reproduced or reprinted in any form (print or electronic) by JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD or its staff members.
4. This agreement, except the fee quoted in Annexure-A, shall be valid for a period of Three (3) years from the date of signing or the completion of three academic sessions, whichever comes later.

**ANNEXURE – A**

Prices (in Rupees), as on date, for our courses are as follows:

PRODUCT	FEE CHARGED AT JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD	FEE CHARGED AT OUR INSTITUTION
GRE	15,000	22,000
GMAT	22,000	30,000
TOEFL	6,000	10,000
IELTS	6,000	10,000
PTE	6,000	10,000
GRE + IELTS / TOEFL COMBO	25,000	32,000

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Other Customized Services with this MOU

- ❖ Centre of Excellence Set up for In-house counselling (2 Days a week)
- ❖ Webinars from overseas with College / University faculty
- ❖ In-house Seminar on Overseas Education from any foreign Universities Delegates.
- ❖ In-house Education fair (Countries like Australia, Canada, UK, USA, New Zealand and Europe)



Signed: *V. Dayaram Rao*  
New Edge Overseas Consultancy Pvt. Ltd.,

Date: 03/11/2023

Signed: *P. Ch. Chalapathi*  
For JB INSTITUTE OF ENGINEERING  
AND TECHNOLOGY HYDERABAD.

Date:



ENGLISH LANGUAGE PROFICIENCY PROGRAMS- AN INSIGHT

INTERNATIONAL ENGLISH LANGUAGE TESTING SYSTEM (IELTS)

IELTS is an international standardized test of English language proficiency for non- native English language speakers. Joint managed by British council and IDP is one of the most major English language tests in the world and is accepted by most Australian, British, Canadian, New Zealand and in various United States in academic institutions and professional organizations across the world. IELTS is the only approved English language test approved by UK VISAS and immigration (UKVI).

**TEST PATTERN:** LISTENING (40 MINS), READING (60MINS), WRITING (60MINS), AND SPEAKING (15-20MINS)-2HRS 55 MINUTES

**MEASURING SCALE: 0-9 BANDS**

**VALIDITY- 2 YEARS**

ACE IELTS WITH NEWEDGE TRAINING SERVICES:

**COURSE DURATION- 30HOURS (4WEEKS MONDAY - FRIDAY) 2HRS/CLASS**

- NEWEDGE EXPERTISE COURSE MATERIAL
- EXCLUSIVE CAMBRIDGE HANDOUTS FOR MASTERING THE STRATEGIES
- INDIVIDUAL MOCK EVERY SATURDAY
- FIVE FULL LENGTH MOCK TESTS
- REGULAR INTERACTION WITH THE COORDINATOR AND THE DESTINATION MANAGER.

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### TEST OF ENGLISH AS A FOREIGN LANGUAGE (TOEFL)

TOEFL is a standardized test to measure the English language ability of non-adaptive speakers who wish to enrol in English speaking country universities. We provide intensive batch training for internet-based test, and paper-based test which is accepted in United States, Canada, France, Germany and Italy.

**TEST PATTERN:** READING (54-72 MINS), WRITING (55 MINS), LISTENING (41-59 MINS) AND SPEAKING (17 MINS)

**VALIDITY: 2 YEARS**

**MEASURING SCALE: 0-120 POINTS**

**COURSE DURATION- 30HOURS (4 WEEKS MONDAY - FRIDAY) 2HRS/CLASS**

**TIMELESS SERVICES FOR TOEFL:**

- **OFFICIAL GUIDE FROM ETS**

### PEARSON TEST OF ENGLISH (PTE)

PTE is dedicated to validate the English language usage of non-native English speaker. It is endorsed in countries like UK, Australia, and New Zealand and some universities at USA and other institutes in France and Spain. It is a Computer –based exam which focuses on real life English used in academic surroundings. Reciprocated how well we can listen, reading, write and speak in the destined countries.

**TEST PATTERN:** LISTENING (45-57MINS), READING (32-41MINS), WRITING (70-93MINS) and SPEAKING (70-93MINS).

**VALIDITY: 2 YEARS**

**BE A PRO IN PTE AT NEWEDGE:**

**COURSE DURATION- 30HOURS (4WEEKS MONDAY - FRIDAY) 2HRS/CLASS**

- **OFFICIAL GUIDE OF PEARSON TEST OF ENGLISH**
- **INDIVIDUAL PRACTICE HANDOUTS**
- **SOFTWARE ACCESS TO THE STUDENTS**
- **50 INDIVIDUAL MOCKS**
- **5 FULL LENGTH MOCKS SESSIONS**

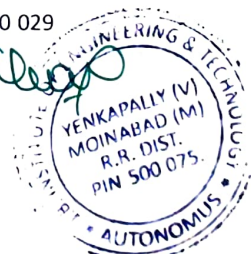
**WHY NEW EDGE IS PRO PLAYER IN PTE:**

- **PPT BASED CLASSROOMS**
- **PICTURE PERFECT IDEAS FOR WRITING AND SPEAKING MODULES**
- **PERSONLISED TRAINING FOR INDIVIDUALS**
- **SOFTWARE ACCESS**

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### GRADUATE RECORD EXAMINATION (GRE)

GRE is a Standardized test that is admission requirement test for many graduate schools in UNITED STATES, CANADA and GERMANY. Educational Testing Services (ETS) own and administers GRE. Mostly graduate schools emphasize the students on the level of the GRE scores. The scores can range from being a just admission formality to an important selection factor.

**TEST PATTERN:** ANALYTICAL WRITING ASSESMENT (AWA) - (0-6PONTS), VERBAL REASONING (130-170POINTS) AND QUANTITATIVE SECTION (130-170 POINTS)-3HOURS, 45MINUTES

**MEASURING SCALE: 0-90 POINTS**

**VALIDITY- 5YEARS**

GET COMPETITIVE SCORES WITH NEWEDGE TRAINING SESSIONS:

COURSE DURATION- 48HOURS (45DAYS MONDAY - FRIDAY) 2HRS/CLASS

#### FACILITIES AND SUPPORT:

- NEWEDGE VERBAL MATERIAL
- NEWEDGE QUANTITATIVE MATERIAL
- NEWEDGE ANALYTICAL WRITING ASSESMENT MATERIAL
- OFFICIAL GUIDE BY ETS.ORG
- DIFFERENT STRATEGIC HANDOUTS FOR INDIVIDUAL MODULES TO DEFEAT YOUR LEAST SCORES
- INTENSE TRAINING WITH A PROPER SCHEDULE PLAN
- 5 FULL LENGTH MOCKS SESSIONS

#### ONE CLICK AWAY TO REACH YOUR DESTINED UNIVERISTY:

- EXCLUSIVE ONLINE CLASSES WITH FLEXIBLE BATCH TIMINGS
- BOOSTING THE STUDENTS WITH WEAK INTERACTION WITH THE DESTINATION MANAGERS
- ONLINE COURSE MATERIAL AND PRACTICE PAPERS
- ONE-ON- ONE INTERACTION SESSION WITH FACULTY TO REVIEW AND HAVE THE EXTRA SUPPORT TO YOUR ORGANISED PLAN.
- DETAIL MONITORING FROM THE MANAGER AND COORDINATOR.

### GRADUATE MANGEMENT ADMISSION TEST (GMAT)

GMAT is computer adaptive tests which intend to access certain Analytical, Writing, Quantitative, Verbal and Reading Skills in written in English for use in admission in graduated management program such as an MBA program in TOP BUSINESS SCHOOLS in United States of America. It is a registered trademark for Graduate Admission Council into more than 7,000 programs at approximately 2,300 graduate business schools around the world accept as a part of criteria of their programs.

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TEST PATTERN: ANALYTICAL WRITING ASSESSMENT (30MINS) INTEGRATED REASONING (30MINS),  
QUANTITATIVE SECTION (62 MINS) AND VERBAL SECTION (65MINS)

**MEASURING SCALE: 200-800**  
**VALIDITY- 5YEARS**

BE AN MBA GRADUATE AT TOP UNIVERSITY WITH NEWEDGE:  
COURSE DURATION- 48HOURS (45 DAYS MONDAY - FRIDAY) 2HRS/CLASS

BEST NEWEDGE SERVICES FOR OUR FUTURE ENTREPRENUERS:

- NEWEDGE ANALYTICAL MATERIAL
- NEWEDGE INTEGRATED AND VERBAL MATERIAL
- NEWEDGE QUANTITATIVE MATERIAL
- OFFICIAL GMAT FROM ETS
- 5 FULL LENGTH MOCKS SESSIONS

NEWEDGE BULLETINS:

- CONCEPTIONAL UNDERSTANDING TO HELP YOU SCORE THE TARGETED SCORE IN THE TEST
- FLEXIBLE BATCH TIMINGS WITH GMAT GUIDED ASSIGNMENTS
- BEST POOL OF FACULTY WHO ARE SPECIALISED IN GMAT TRAINING
- GMAT UPDATED MATERIAL ON QUATERLY BASIS
- ONE-ON-ONE TRAINING SESSION
- SESSION WITH TOP BUSINESS SCHOOL GRADUATES FROM AUSTRALIA AND USA.

WHAT MAKES US A NEW EDGE?

- Three decades certified trainers from IELTS, PTE, ETS, TESOL, and TOEFL.
- Effective learning with TIME MANAGEMENT
- Revised course material every 6 months with updated topics.
- Well planned CLASS SCHEDULE for the students.
- Extra session from Australian and USA university representatives
- Additional training sessions to overcome the weak areas and improve the same.
- Individual attention with 10-15 students in a batch.
- Focus on all individual modules.

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*P. Ch. Rao*





**New Edge Overseas Consultancy Pvt Ltd** is India's leading Overseas Education Consultants that undertake student's recruitment from India for its Institution Partners across the globe. While serving since 2006, we have sent 10,000 + Students. **New Edge Overseas Consultancy Pvt. Ltd.** has its office at D.No.3-6-518, Flat # 208, 3<sup>rd</sup> Floor, Sai Pragathi Towers, Himayathnagar, Hyderabad – 500029, Telangana, India.

AND

**JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD**, Hyderabad, Telangana is a multi-stream top rated college with focus on diverse education fields. JB INSTITUTE OF ENGINEERING AND TECHNOLOGY vision is to emerge as a world-class college that is globally connected, nationally relevant, and regionally transformative.

New Edge Overseas Consultancy Pvt Ltd & JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD are hereafter referred to individually as "Party" and collectively as "Parties".

#### PREAMBLE

**New Edge Overseas Consultancy Pvt Ltd** Helps international students gain admission to education institutions in the main English-speaking countries.

**WHEREAS JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** offers a quality under graduate & post graduate education in different streams like Arts, Business, Computer, IT & Science programs.

**WHEREAS New Edge Overseas Consultancy Pvt Ltd**, Services include personalized course advice, application submission, visa guidance and pre-departure guidance.

**WHEREAS JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD, Hyderabad** has shown readiness to collaborate with **New Edge Overseas Consultancy Pvt Ltd**, for promoting the overseas studies & to provide all required infrastructure & facilities for running & conducting the various Seminars/ Events from time to time throughout the whole academic year as and when required.

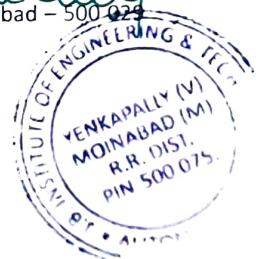
**NOW THEREFORE** in consideration of the foregoing & mutual covenants and promises contained herein the Parties agree as follows:

1. It is agreed between the parties that **New Edge Overseas Consultancy Pvt. Ltd. & JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** shall work together on **non-exclusive** basis for **New Edge Overseas Consultancy Pvt Ltd** courses mentioned hereof.
2. Role & responsibilities of each party will be as under:

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**Role & Responsibilities of New Edge Overseas Consultancy Pvt. Ltd.:**

- Conducting education fair once or twice a year where USA, UK, New Zealand, Canada and Australia Universities representatives will participate.
- Conducting Seminars and Training on IELTS, PTE, GRE, GMAT & Overseas Studies
- Inviting **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD**, Hyderabad students to all education fairs @ Hyderabad

**Role & Responsibilities of JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD:**

- Allow students of **JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD** to attend the various events/ Seminar.
- To render all required support to New Edge Consultancy Pvt Ltd, conducting events
- To arrange & provide required infrastructure & facilities like:
  - Permission to post **New Edge Overseas Consultancy Pvt Ltd** event posters in college & hostel premises
  - Dedicated notice board / space in common notice board in college & hostel premises
  - Permission for using classroom / Seminar hall (typically 1-2 times a semester during post-college hours for conducting Events / Seminar/ one to one session
  - Permission to use auditorium (typically 3-4 times a year for large scale programs)
  - Dedicated LCD Projector (if possible) Tables & Chairs.

**Term of MOU:**

This MOU comes into force from the day of signing by the last party. The term of this MOU is three (3) years from the last party signing hereof. Either party may terminate this MOU by giving thirty (30) days prior written notice to the other party.

**3. Limitation of liability:**

Neither party shall be liable for any special, indirect, incidental, punitive, contingent nor consequential loss or damages suffered out of or in connection with the aforesaid MOU whether as a result of a breach of this MOU or otherwise.

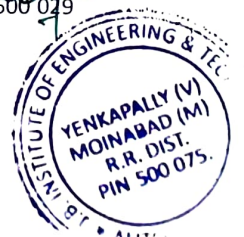
**4. Dispute Resolution:**

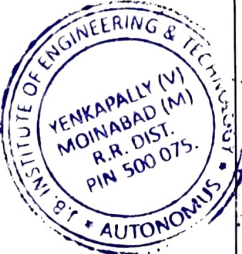
The parties recognize that a bonafide dispute as to certain matters may from time to time arise during the term of this MOU, which relates to either Party's rights or obligations hereunder. In the event of the occurrence of such dispute, either Party may, by written notice to other Party, have such dispute referred jointly to the authorized representatives of the Parties, or their successors or counterparts, for resolution by good faith negotiations within 15 days after such notice is received in respect of such dispute.

IN WITNESS WHEREOF, the Parties hereto, each acting under due & proper authority have executed this MOU as of the date written above.

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<p><b>FOR New Edge Overseas Consultancy Pvt Ltd, Himayathnagar, Hyderabad, Telangana.</b></p>	<p><b>FOR JB INSTITUTE OF ENGINEERING AND TECHNOLOGY HYDERABAD, Telangana.</b></p>
<p><b>Signature/ Stamp</b></p> <p>For New Edge Overseas Consultancy Private Limited</p> <p><i>V. Dayakar Rao</i></p> <p>Director</p>	<p><b>Signature / Stamp</b></p> <p><i>P.C. Krishna Machary</i></p> <p>Principal</p> 
<p><b>Name of Signatory:</b></p> <p>V. DAYAKAR RAO</p>	<p><b>Name of Signatory:</b></p> <p>DR. P.C. KRISHNA MACHARY</p>
<p><b>Date:</b> 03/11/2023</p>	<p><b>Date:</b> 03/11/2023</p>