Collaboration Agreement

Between

Amazon Internet Services Pvt. Ltd.
(AISPL)

and

All India Council for Technical Education
(AICTE)

20th November 2018, New Delhi
This Collaboration Arrangement ("Arrangement") is entered into by and between Amazon Internet Services Private Limited. ("AISPL"), a company registered under Companies Act, 2013 in India, a subsidiary of Amazon.com, Inc. AISPL having its registered office at Ground Floor, EROS Plaza, Eros Corporate Centre, Nehru Place, Delhi 110019 and All India Council for Technical Education ("Institution"), a statutory body established by an Act of Parliament (Act 52 of 1987) under Ministry of Human Resource Development, Govt. of India. It describes the present understanding of the parties related to the use of Amazon's Educate Services. The parties intend on entering into one or more agreements to fully address their respective rights and obligations described in this Arrangement. This Arrangement supersedes any and all prior letters of intent or other correspondence or discussions of the parties with respect to the transactions set forth herein.

1. Scope of Agreement

AISPL and Institution will collaborate to identify opportunities to provide trainees access to the AWS Educate program as per Exhibit A. The AWS Educate program ("AWS Educate") is Amazon's global initiative to provide students and educators with the resources needed to greatly accelerate cloud-related learning endeavors and to help power the workforce of tomorrow. AWS Educate provides four pillars of support — grants of AWS credits, training, content, and collaboration. The content available on AWS Educate is provided by both AISPL and a passionate community of educators from leading institutions around the globe. AWS Educate is a free program that is aimed at training the future workforce of tomorrow, today. The program offers the learning platform which is online & self-paced.

The member institution leveraging Educate Program for its students under this collaboration, will be doing so under the then prevailing terms and conditions of the Educate Program on the AWS Website.

The adoption of AWS Educate will give trainees access to resources needed to accelerate cloud-related learning endeavors, including AWS Promotional Credits (governed by the terms and conditions on the AWS Website for Promotional Credits), for hands-on experience with AWS technology, training, content, career pathways, and job board.

2. Confidentiality.

2.1 Confidential Information. "Confidential Information" means all information disclosed by either party to the other party that is designated as confidential or that, given the nature of the information or the circumstances surrounding its disclosure, reasonably should be considered as confidential. In the event that either party needs to disclose its Confidential Information to the other party, the parties shall enter into a separate confidentiality agreement on terms and conditions to be agreed. For the avoidance of doubt, all Confidential Information shall remain the sole property of the party disclosing such Confidential Information. Except for the disclosure of this Arrangement, including the title and the identification of the parties, which information shall not be deemed confidential, neither Party shall disclose the specific terms and conditions of this Arrangement without the express written consent of the party, such consent not to be unreasonably withheld.

2.2 Press Releases. Neither party will (a) publish or issue any press releases or make any other disclosures regarding this Arrangement or its terms; or (b) use the other party's trademarks, trade names, or other proprietary marks without the other party's prior written consent.

3. Term; Termination.

This Arrangement shall be effective as of the date of the last party's signature hereto and shall continue in full force and effect until terminated in accordance with this Section 3. The provisions of this Arrangement shall terminate and be of no further force or effect on the date on which either party hereto gives written notice to the other party that the terms of this Arrangement have been terminated. Section 2 shall survive the term or any termination of this Arrangement.

Upon the termination of this Arrangement, neither party shall have any liability of any kind to the other party related to this Arrangement (other than liabilities arising from a breach of Section 2).
4. Liability.

Neither party will be liable to the other for any damages for any actions under this Arrangement. Each party will be responsible for all costs, expenses, or losses incurred by it in connection with the negotiation, execution and any performance under this Arrangement. Each party acknowledges that the negotiation of this Arrangement and any performance of any item prior to the execution of Arrangement are done at its sole risk and expense.

Notwithstanding anything to the contrary, nothing herein shall create any legally binding obligations or commitments on the part of Institution or AISPL, require any party to take or refrain from taking any action, to negotiate exclusively with the other party, or to be construed as an agreement or an obligation to enter into any binding agreements. No such obligations shall arise unless and until there shall have been prepared, executed and delivered definitive understandings as Institution and AISPL may develop in the course of their negotiations and resulting in a definitive agreement. In the event this Arrangement is terminated, the parties shall have no obligations hereunder, except as stated in this Section 4, and Section 2 ("Confidentiality").

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Amazon Internet Services Private Limited

By: Rahul Sharma
Title: Director
Date: 20th November 2018

Witness:

All India Council for Technical Education

By: Prof. Anil D Sahasrabudhe
Title: Chairman, AICTE
Date: 20th November 2018

Witness:
EXHIBIT A

Vision for the Collaboration

The vision of this collaboration is to develop cloud-ready job skills by deploying a range of education, training, and certification programs to accelerate cloud-related learning and development.

Approach and Targeted Outcome

Institution and AISPL will come together for the strategic relationship to provide multifaceted, collaborative, strategic initiatives that are based on mutual benefit, trust, and are focused on achieving shared goals. Both parties commit their best efforts for the realization and implementation of what is agreed on in conjunction with this Arrangement. To meet these strategic objectives and subject to the terms of this Arrangement.

AWS Educate program details

Students start their learning by choosing from one of the cloud career pathways — including Cloud Computing 101, Cybersecurity Specialist, Data Scientist, Machine Learning Scientist. Afterward, students consume learning content for their selected cloud career pathway, gain specific knowledge, skills, and abilities (KSAs) pertinent to the selected job role. They will complete quizzes and knowledge checks to test competency and earn AWS badges.

What do students and educators get?

- AWS Credits -- Grants to use Amazon Web Services in their courses and projects
- Content -- Free content to embed in courses or to gain additional knowledge
- Training – Access to free online AWS Training resources
- On successful completion of a career pathway and submission of project, students are eligible for an AWS Educate certificate, provided they secure a minimum of 80% marks

Benefits for educators at a glance:

<table>
<thead>
<tr>
<th>Institutional Classification</th>
<th>AWS Credits (per member)</th>
<th>Free Access to AWS Educate Educator Collaboration Portal</th>
<th>Free Access to AWS Essentials eLearning</th>
<th>Access to Free Online Labs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Institution has Joined AWS Educate and Educator joined with AWS Account (this requires a credit/debit card)</td>
<td>$200</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Institution has Joined AWS Educate and Educator joined with “Starter” Account (no credit/debit card required)</td>
<td>$150</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Benefits for students at a glance:

<table>
<thead>
<tr>
<th>Institutional Classification</th>
<th>AWS Credits (per member)</th>
<th>Free Access to AWS Educate Student Portal</th>
<th>Access to Online Labs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Institution Has Joined AWS Educate and student joined with AWS Account</td>
<td>$100</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Institution Has Joined AWS Educate and student joined with Starter Account</td>
<td>$75</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

AISPL intends to:
1. provide Institution and its trainees who enroll as members of the AWS Educate program with free AWS Promotional Credits to access AWS Services, labs and training on cloud topics and AWS Services, shared open course content by leading professors and us, best practice communities, AWS Educate Job Board, and training materials to help the Institution instructors and trainees enhance their skills on AWS;
2. provide tracking statistics and reports to Institution on the online progress of trainees;
3. provide access to instructor led classes, on-demand training, self-paced labs, and training at Amazon events to facilitate adoption; and
4. Support Institution with execution of mutually agreed events, workshops and seminars.

Institution intends to:
1. promote the AWS Educate program through email and newsletter to all its member institutions; and
2. leverage the AWS Educate Job Board as an additional avenue for trainees to find a job in country or globally.