



TECHNOSERVE

BUSINESS SOLUTIONS TO POVERTY

This document constitutes a Memorandum of Understanding (MoU) between Ashwattha Advisors Private Limited (AAPL) and Prahladrai Dalmia Lions College.

Background

Ashwattha Advisors Private Limited (AAPL), which is a wholly-owned subsidiary of TechnoServe Inc. is conducting a "Youth Employability Program" for enhancement of employability and workplace skills for deserving youth.

1. In this connection, AAPL intends to be associated and work closely with **Prahladrai Dalmia Lions College** to conduct employability training and career counseling sessions for the final year college students. This will include activities through the year, till students are placed 10-12 months after their final year examinations. Features of the program are as follows:
2. 100-hour program including Personal effectiveness (goal setting, interpersonal relationships), Personal Finance, Professional effectiveness (how to choose right career option, how to apply for job, tools-CVs, cover letter- etc.), Business communication (effective communication with co-workers and customers), Career Readiness (orienting students to jobs matching their skill sets and exposure to a career path) and Work Readiness (Professionalism, Work Ethics, Email Etiquettes, Workplace dynamics - etc.)
3. 60 hours of training will be delivered in class and 40 hours of mandatory training will be available to students on TechnoServe's proprietary online learning platform. The program also includes individual student counselling during the program, post training, pre-placement and also post placements.
4. There is no cost for students to attend above mentioned training
5. Each training batch size will be a maximum of 65 students. Sessions of duration 2 hours each to be conducted 5 days/week. Trainings to be conducted for 2 or more batches in one day through one TechnoServe trainer.
6. Counselling support is available on training days for providing career guidance to students who are enrolled in this program.
7. Students will be provided a certificate on successful completion of course with a minimum attendance criteria of 90%
8. Students will be further supported in job linkages and placements from the time of training completion till they are placed i.e. 6-10 months after their training is complete.
9. College is expected to support the successful training and placements of all students, should they take up this service with TechnoServe.

For this purpose, AAPL requires support of the college in the following areas:

1. Facilitating discussions and engagement with the 2018 current third year degree students and 2017 graduates where feasible. This involves the following:
 - a. Assistance in batch scheduling with ongoing final year classes.
 - b. Support in allocating batches per trainer for optimum utilization of resources and training effectiveness.
2. Infrastructure support for the following:
 - a. Training facility (a training room where 65 students could be trained). Training methodology requires some space in the middle of the room for conducting student activities.
 - b. Space for the career counsellor/ trainer who would be available in college on days of training.
 - c. Availability of classroom to conduct refresher sessions before the pre placement begins in the months of Dec-Feb
 - d. Projector and speakers on need basis which are required to conduct few video based sessions.
 - e. Require college support to conduct a Parent engagement session in the college premises.



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Upon a request by AAPL for this support, Prahladrai Dalmia Lions College has agreed to support and provide the appropriate assistance to AAPL, as mentioned below.

Based on the above, this MOU lays out immediate next steps to be taken by both parties.


AAPL agrees to -

1. Conduct Orientation sessions to make students are aware about the program and register their interest.
2. Engage with students and form batches based on selection criteria for conducting the training program.
3. Conduct the Employability Skills training program in College premises.
4. Provide career counselling support to students enrolled in this program.
5. Facilitate further linkages with employers for interested students.
6. Bi weekly placement reports and monthly placement reports of students linked to job opportunities will be provided to the college once placement activities commence.
7. Helpline facility will be provided to the students to address their queries during training, post training and post placement.

Prahladrai Dalmia Lions College -

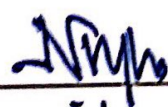
1. Make classroom(s) available to train students in batches of 50-55, which should be ideal to cover 2 batches per day. If more students express interest for this period, we may create another batch after this batch. The classroom should be equipped with board and AV system when required.
2. Make table space available for career counseling.
3. Providing one contact point who could be approached for any support (student engagement) related to this program.
4. This MOU is neither a contract, nor is it legally binding in any way, nor does it commit any financial expenditure from or for either party.

Signed:



Name: Mr. Punit Gupta
Country Director,
TechnoServe

...01/...02/2019



Name: Dr. N. N. Pandey
Principal,
Prahladrai Dalmia Lions College

...01/...02/2019

Report to Prahladrai Dalmia Lions College
Principal and Head Coordinators

Subject: Final Training Report 2018-19

Stream	Batch size	Date started	Date complete	Placed Number	Trainer
B.Com	46	05 March 2019	25 March 2015	39	Sweta Dahiya

Total **Placed students** through TechnoServe is 34 and self-placed are 5.

Summary of training:

The students have completed 100-hour program including Personal effectiveness, Communication Readiness, Career Readiness and Work Readiness. 60 hours of training was delivered in class and 40 hours of mandatory training is made available to students on TechnoServe's proprietary online learning platform. The students have also undergone individual counselling during the program, post training, pre-placement and also post placements.

Summary of placements:

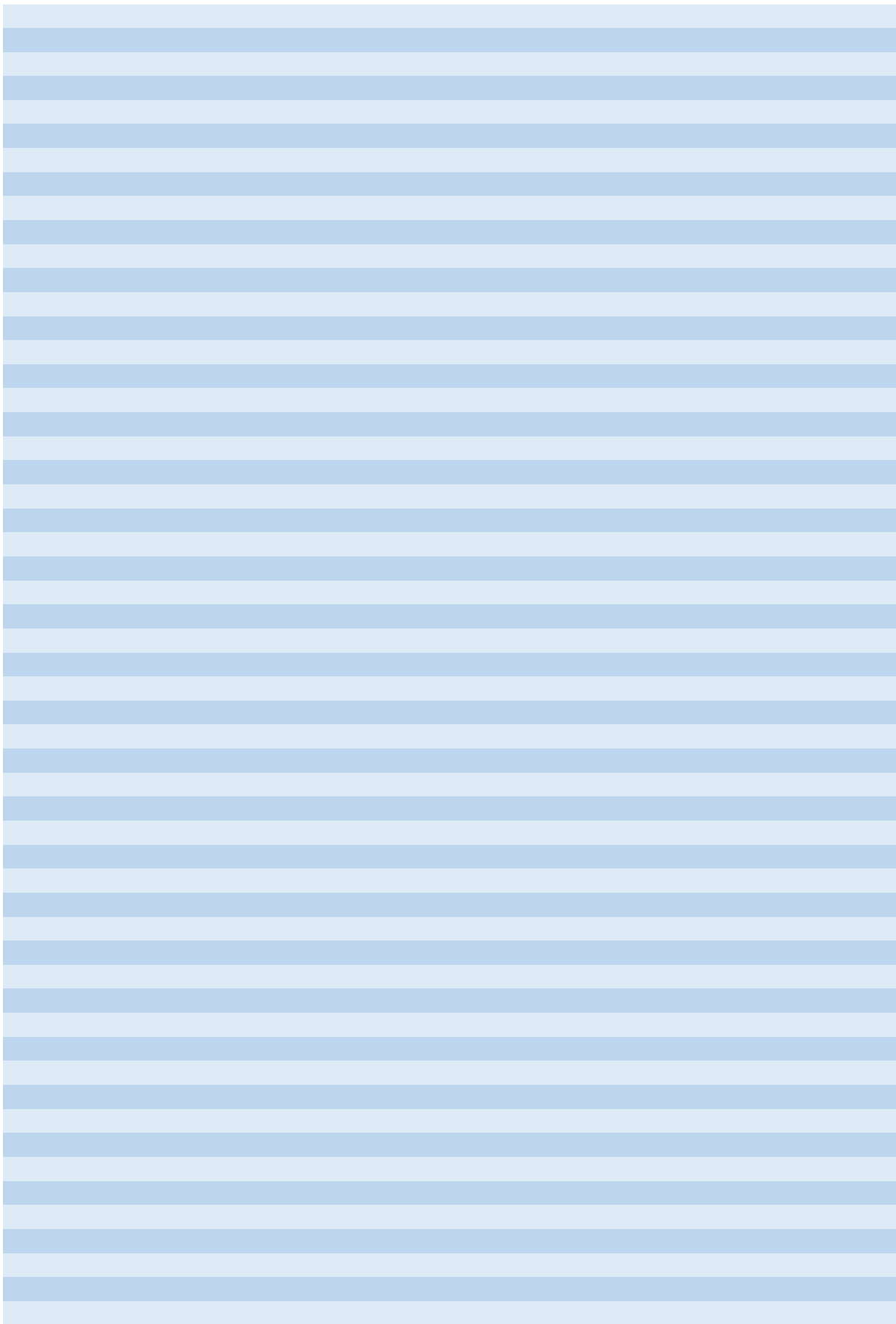
Company Name	No. of selections	Salary
AU Small Finance Bank	3	1,80,000 + incentives
Flomic Freight Services	2	
HDB Financial Services	15	144000
Jana Bank	2	1,44,000- 1,60,000 + incentives
ICICI Prudential	7	2,40,000+ Allowances+ Incentives
IndiTex Pvt. Ltd.	1	
Kotak Mahindra Bank	5	Rs. 168000- Rs 216000
Motilal Oswal	1	1,85,000 + incentive
Reliance Jio	1	2,40,000+ Allowances+ Incentives
RK Puri Associates	1	
SMAASH	1	
Grand Total	39	

Note: Remaining students are continuing to receive updates about vacancies undergoing interview and placement processes.

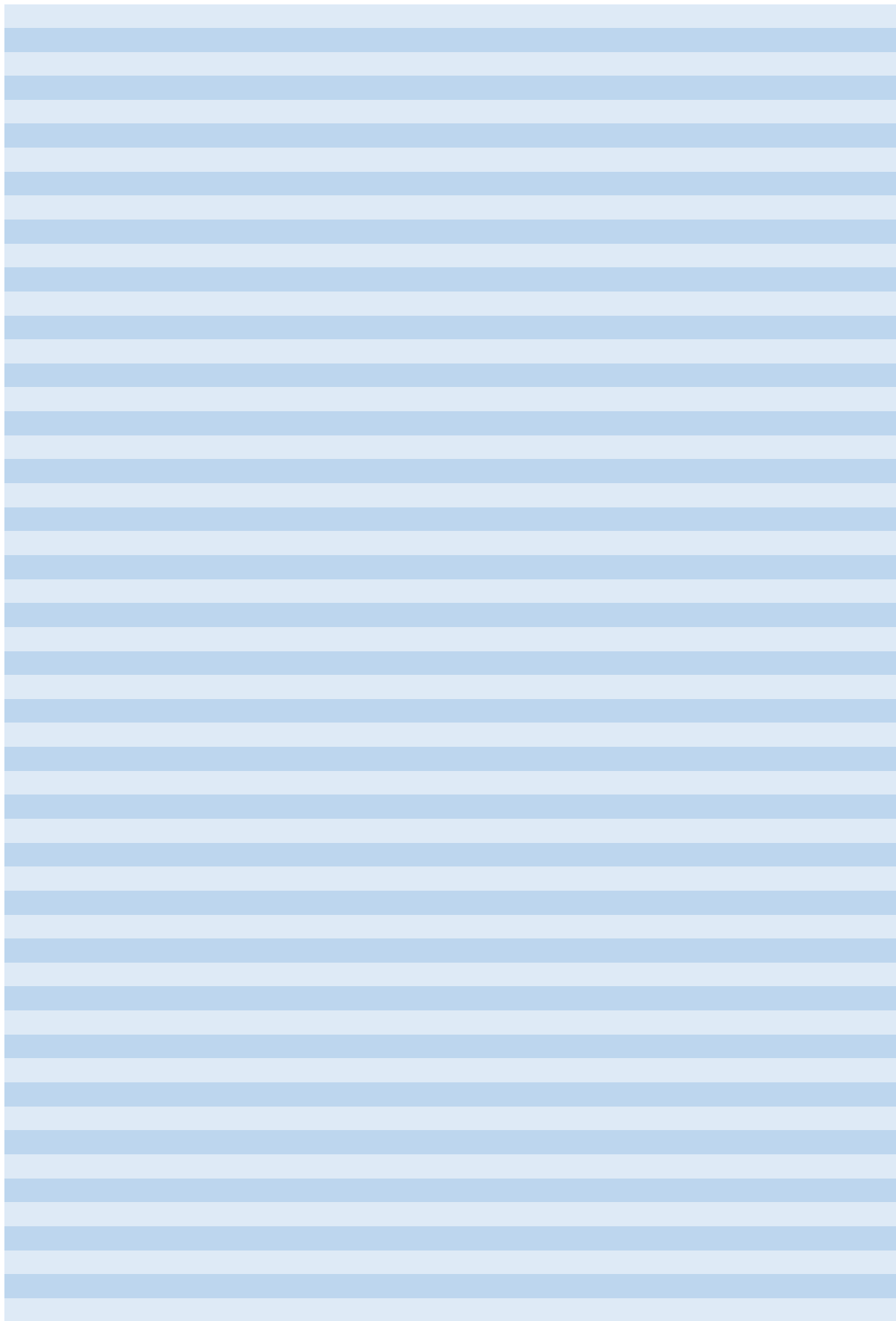
Trainer	Name (First name (space) Last name)	Gender	College Name
Shweta D	Aakriti Singh	Female	Dalmia College
Shweta D	Abhay Sharma	Male	Dalmia College
Shweta D	Abiga Ganeshan	Female	Dalmia College
Shweta D	Afzal Panwala	Male	Dalmia College
Shweta D	Akram Patel	Male	Dalmia College
Shweta D	Anisha Chetty	Female	Dalmia College
Shweta D	Ansari Babi	Female	Dalmia College
Shweta D	Bhagyashree Ghorai	Female	Dalmia College
Shweta D	Bhargavi Naidu	Female	Dalmia College
Shweta D	Chandrika Kummari	Female	Dalmia College
Shweta D	Divya Tiwari	Female	Dalmia College
Shweta D	Harshal Mishra	Male	Dalmia College
Shweta D	Hemaia Purohit	Female	Dalmia College
Shweta D	Hemant Srivastav	Male	Dalmia College
Shweta D	Himanshu Mewada	Male	Dalmia College
Shweta D	Hinal Gandhi	Female	Dalmia College
Shweta D	Kavita Dhama	Female	Dalmia College
Shweta D	Khushboo Dixit	Female	Dalmia College
Shweta D	Krishna Jitendra Kushwaha	Male	Dalmia College
Shweta D	Krishnakant Mishra	Male	Dalmia College
Shweta D	Lakshmi Gupta	Female	Dalmia College
Shweta D	Lauhar Bharat	Male	Dalmia College
Shweta D	Maldrina Gonsalves	Female	Dalmia College
Shweta D	Mamta Vishwakarma	Female	Dalmia College
Shweta D	Mitesh Jain	Male	Dalmia College
Shweta D	Monika Kumawat	Female	Dalmia College
Shweta D	Nagma Mallik	Female	Dalmia College
Shweta D	Nilam Kolte	Female	Dalmia College
Shweta D	Nimmi Vishwakarma	Female	Dalmia College
Shweta D	Poonam Rathod	Female	Dalmia College
Shweta D	Pragati Kannoja	Female	Dalmia College
Shweta D	Pratigya Singh	Female	Dalmia College
Shweta D	Priti Joharapuram	Female	Dalmia College
Shweta D	Priya Sunil Singh	Female	Dalmia College
Shweta D	Priya Thakur	Female	Dalmia College
Shweta D	Priyanka Bhagat	Female	Dalmia College
Shweta D	Priyanka Upreti	Female	Dalmia College
Shweta D	Rehana Khan	Female	Dalmia College
Shweta D	Ria D'souza	Female	Dalmia College
Shweta D	Riya Singh	Female	Dalmia College
Shweta D	Rizvi Jamir	Male	Dalmia College
Shweta D	Rohit Mishra	Male	Dalmia College
Shweta D	Shalini Mishra	Female	Dalmia College
Shweta D	Sheena Sharma	Female	Dalmia College
Shweta D	Shehzaad Quereshi	Male	Dalmia College
Shweta D	Shejal Madaseiya	Female	Dalmia College
Shweta D	Sneha Mishra	Female	Dalmia College
Shweta D	Sneha Pawar	Female	Dalmia College
Shweta D	Sneha Payer	Female	Dalmia College
Shweta D	Snehal Ambekar	Female	Dalmia College
Shweta D	Vaishali Patel	Female	Dalmia College
Shweta D	Vimarsha Bangera	Female	Dalmia College
Shweta D	Vishwanath Kadam	Male	Dalmia College

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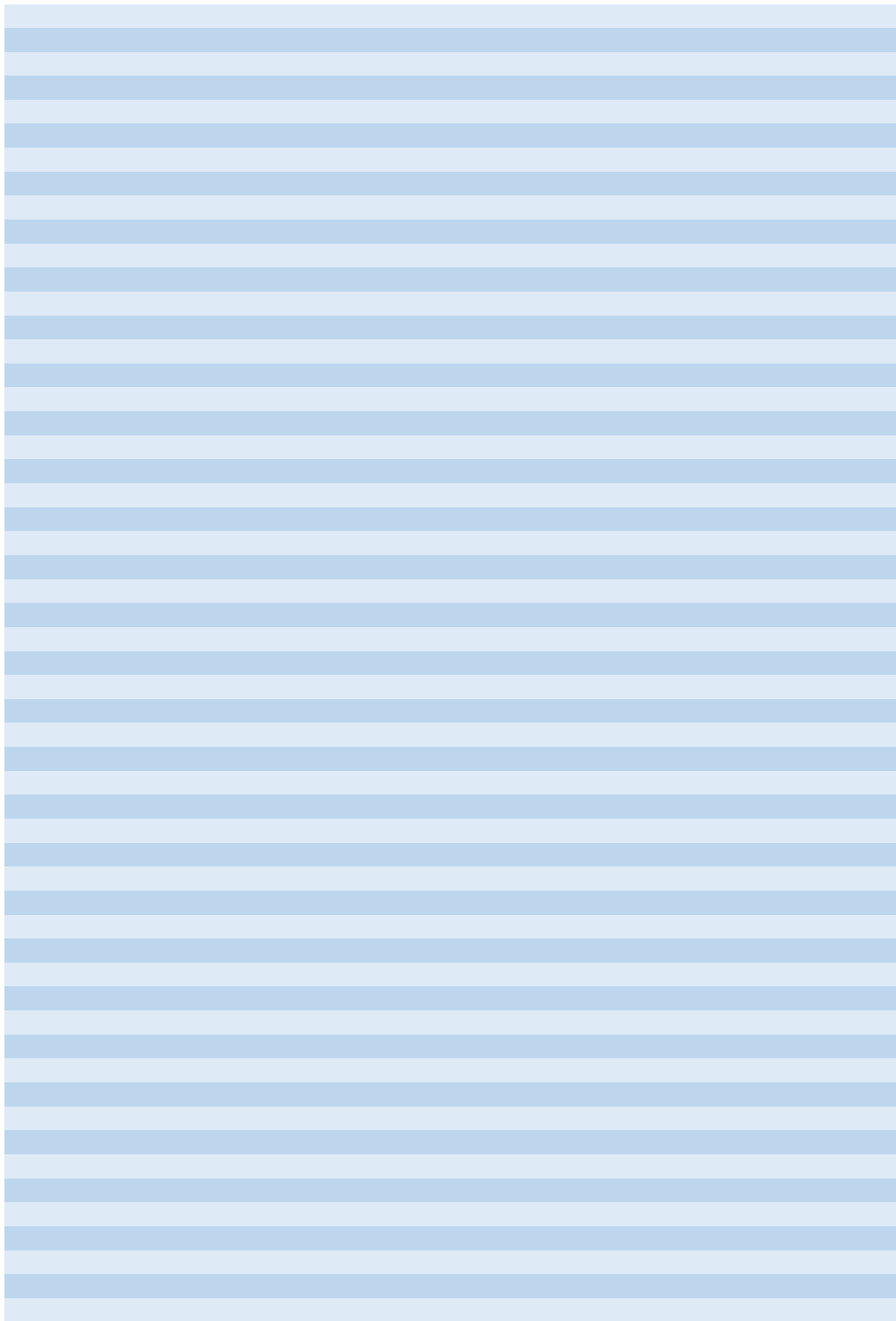




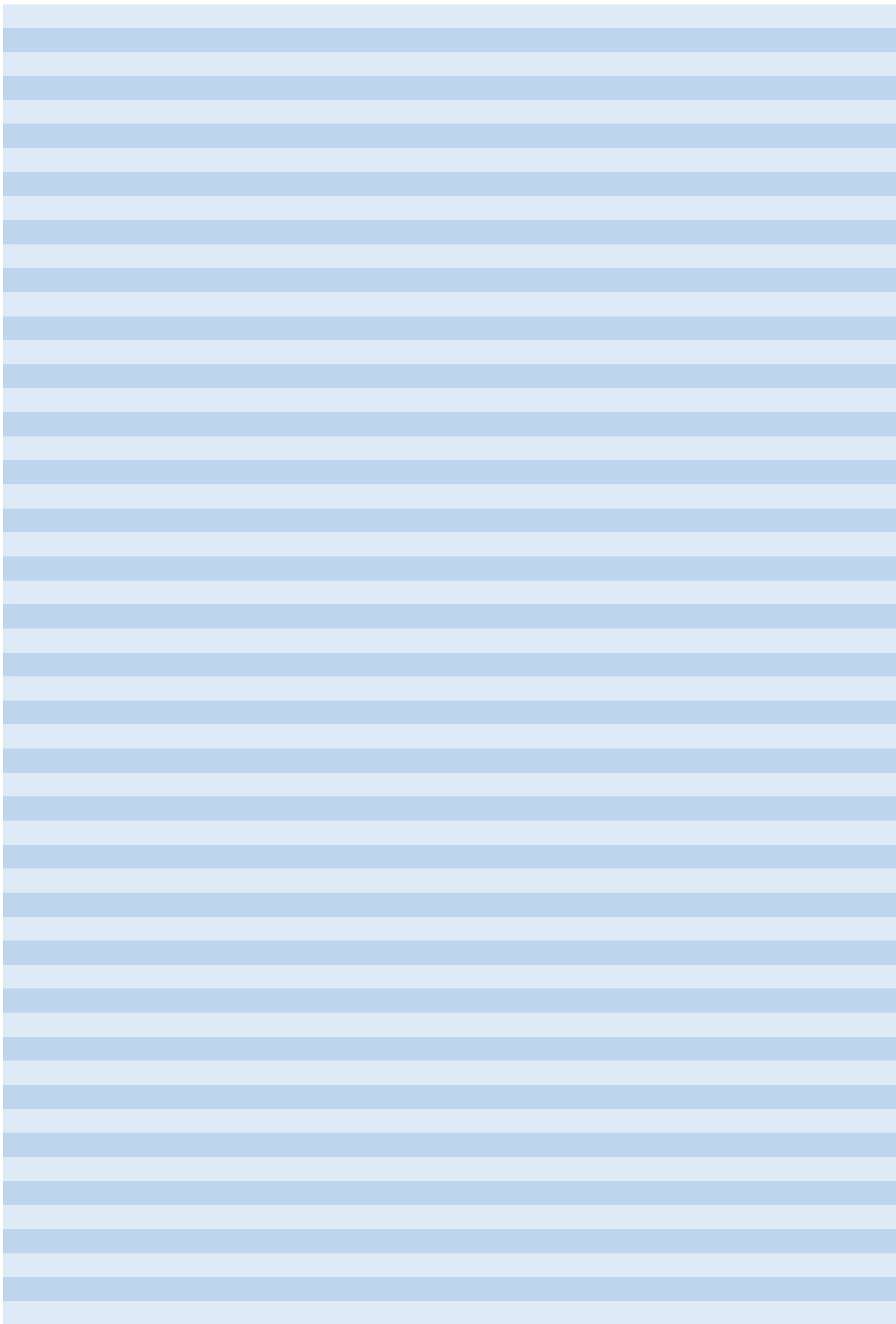




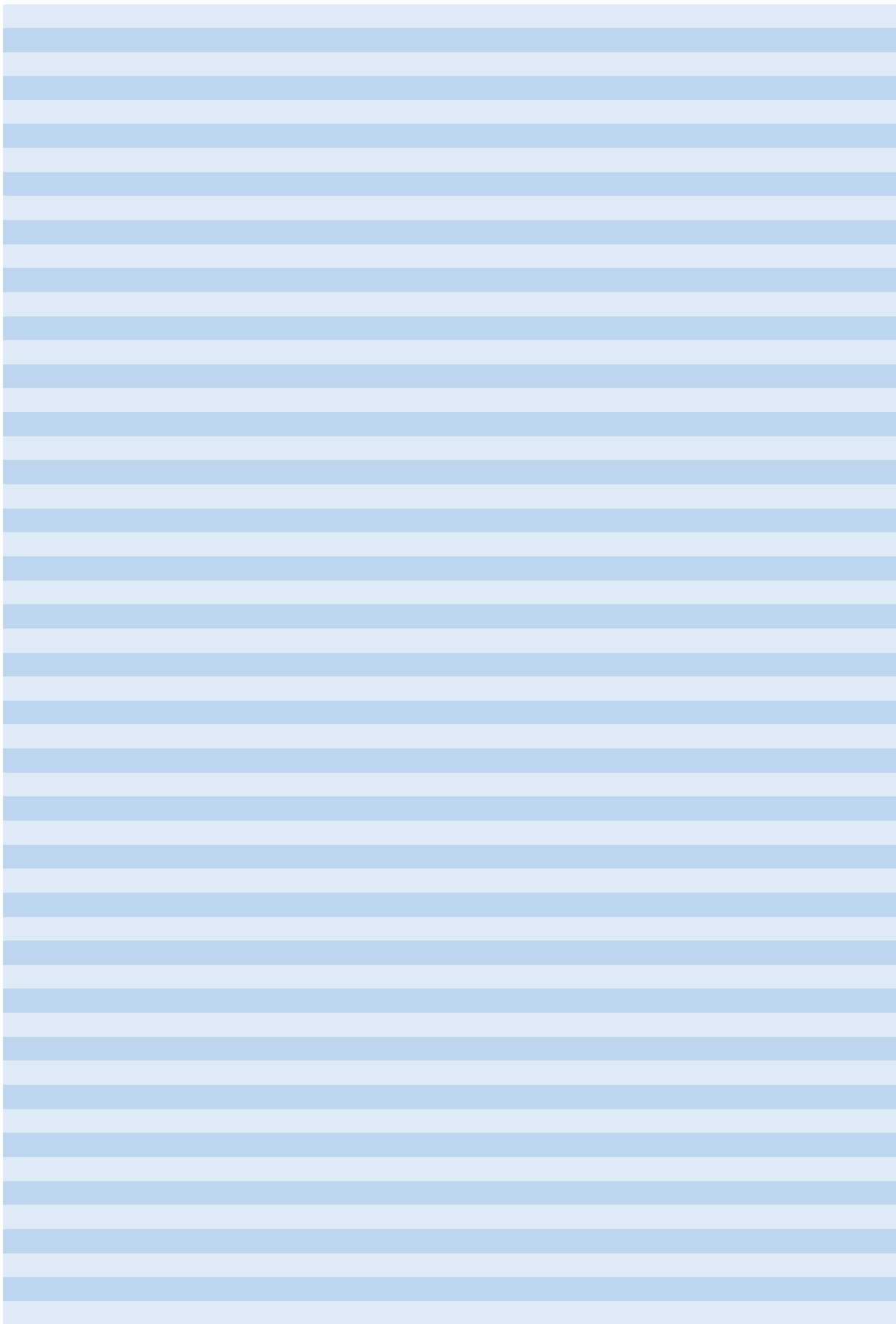




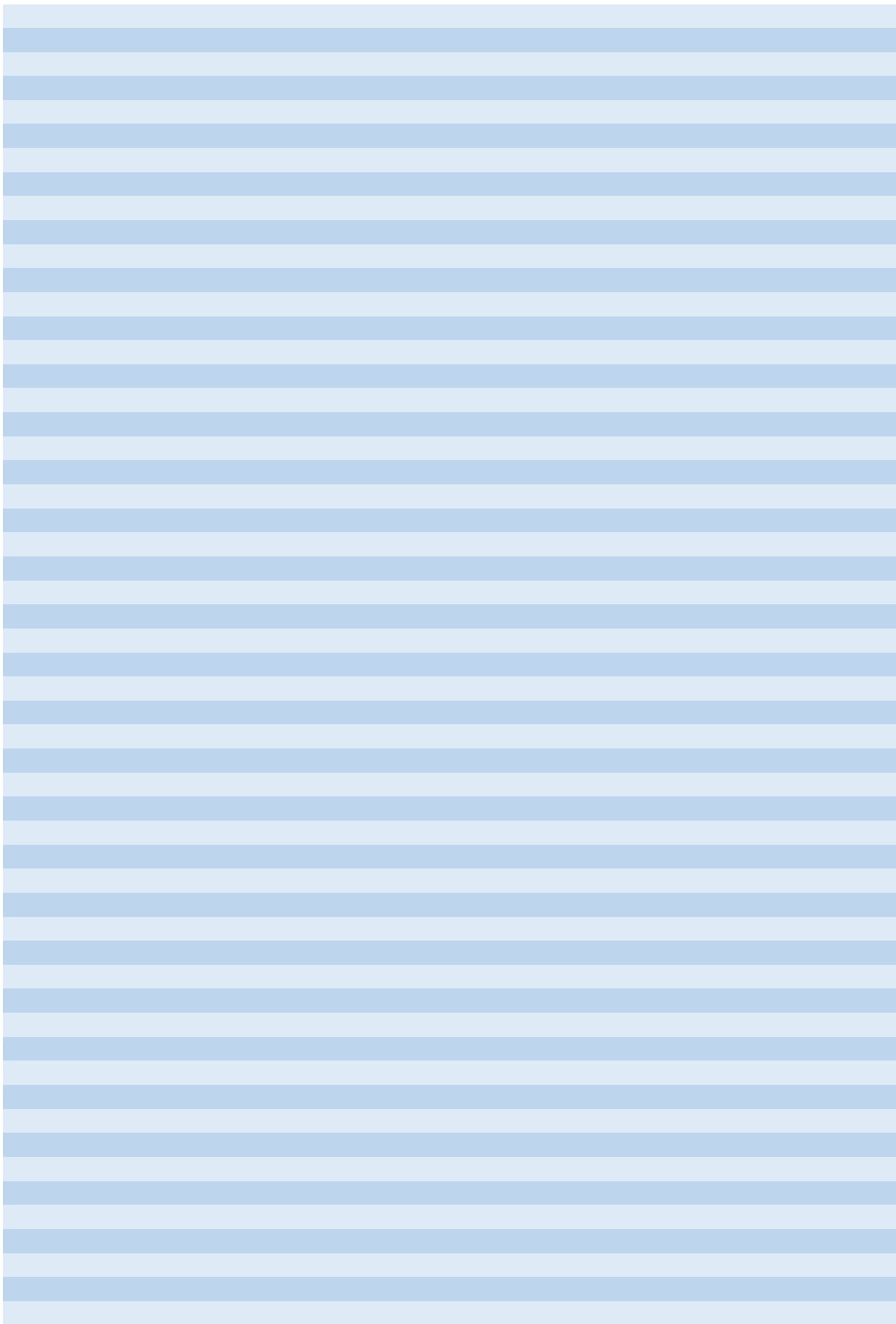




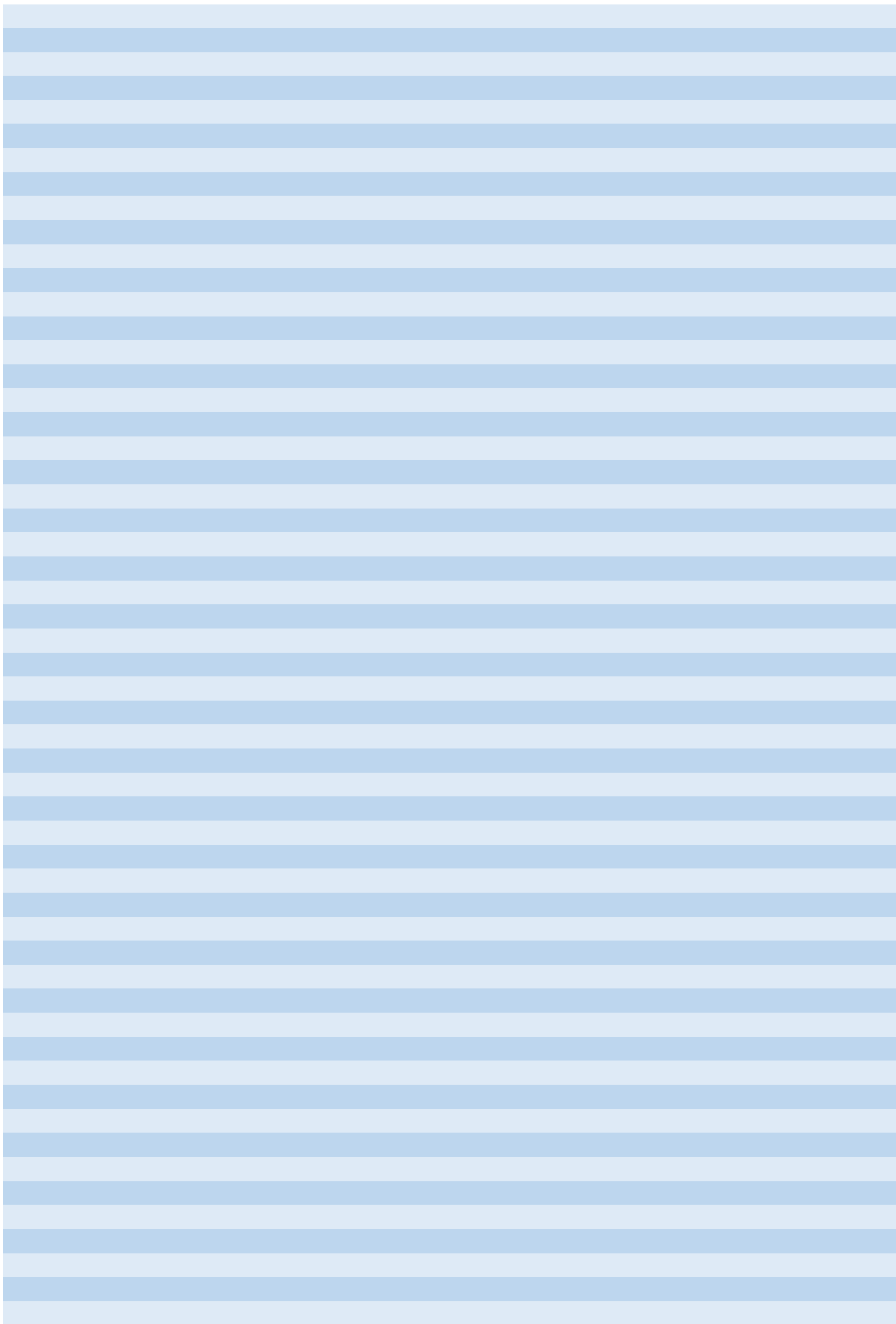




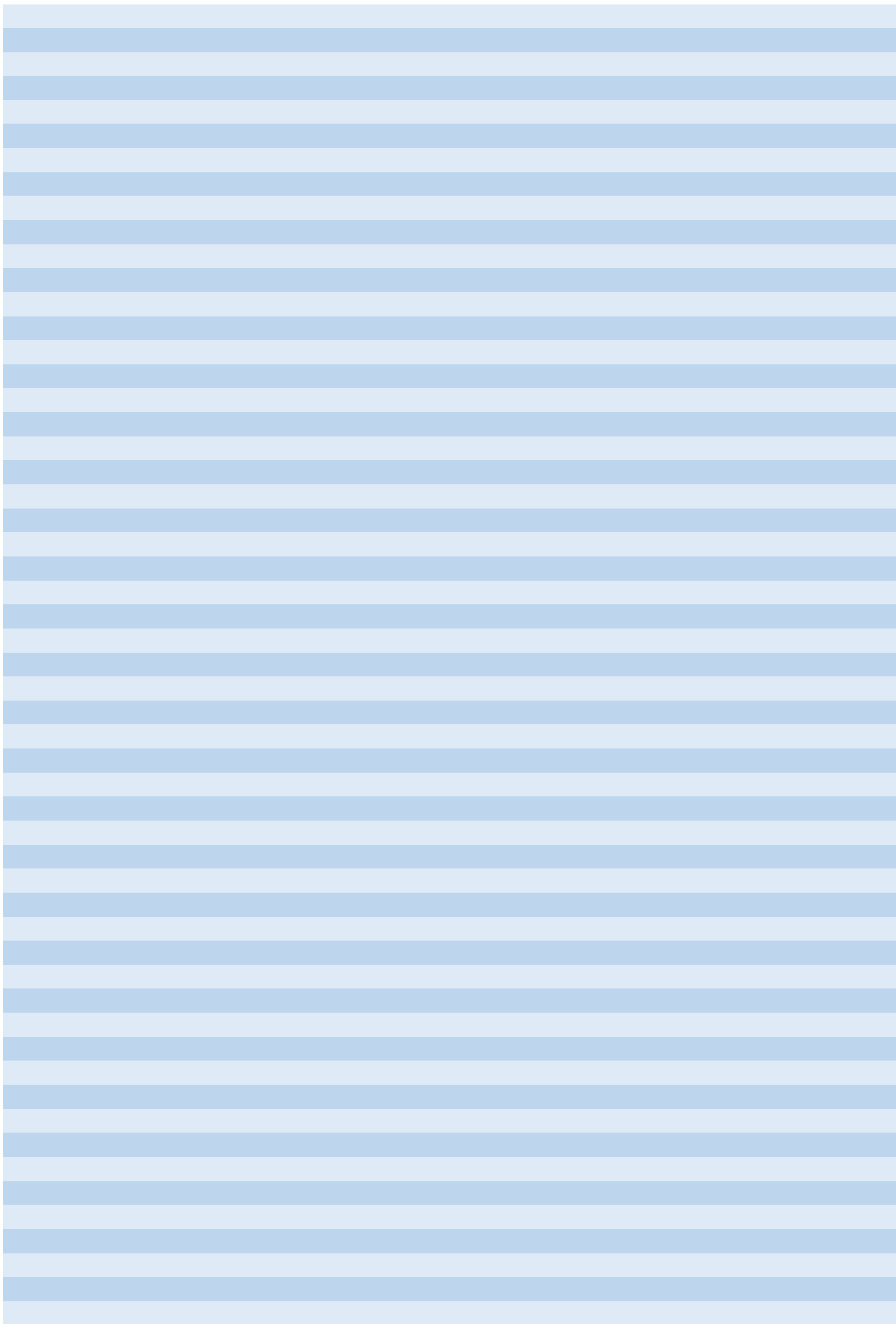






















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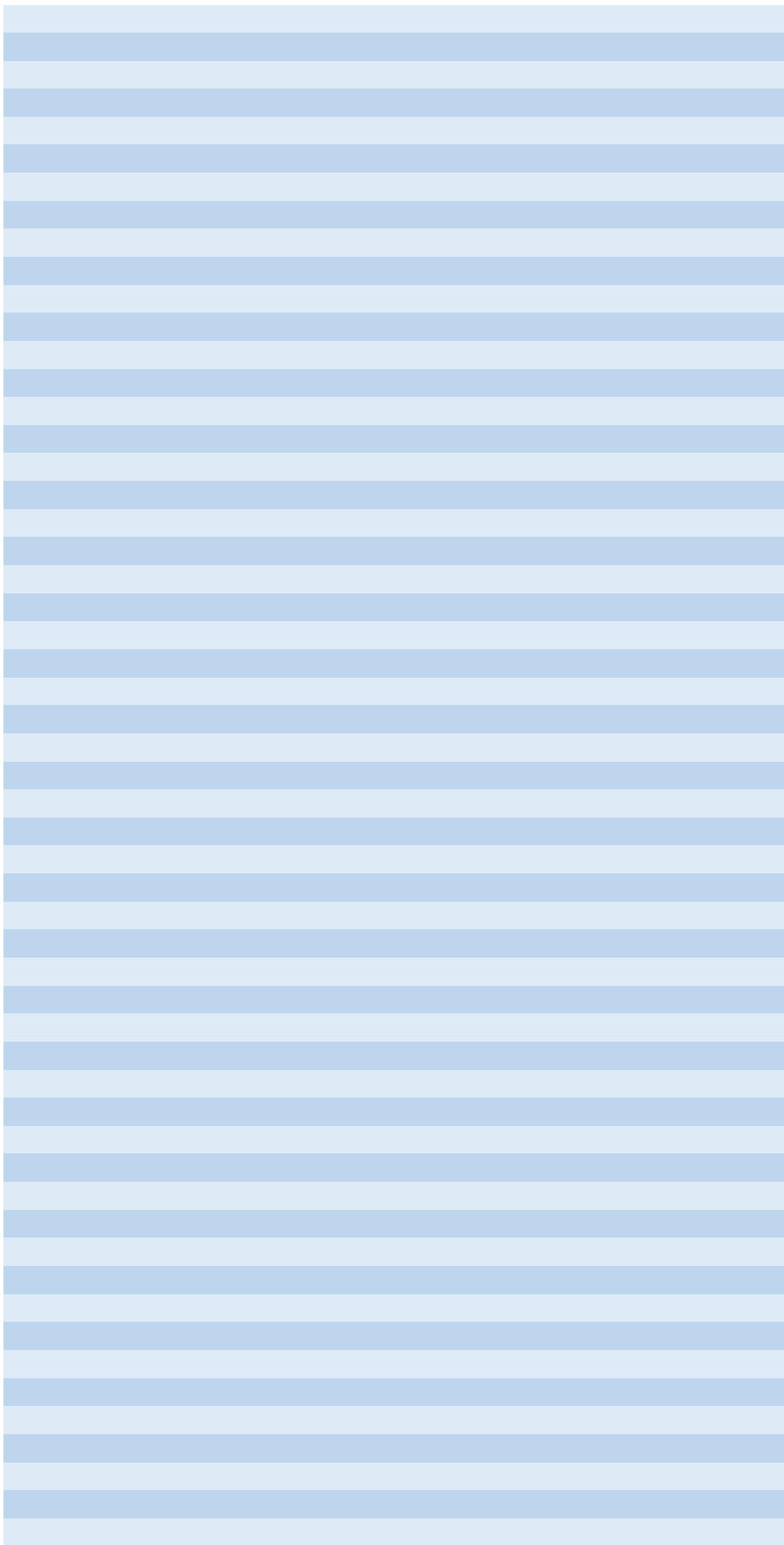
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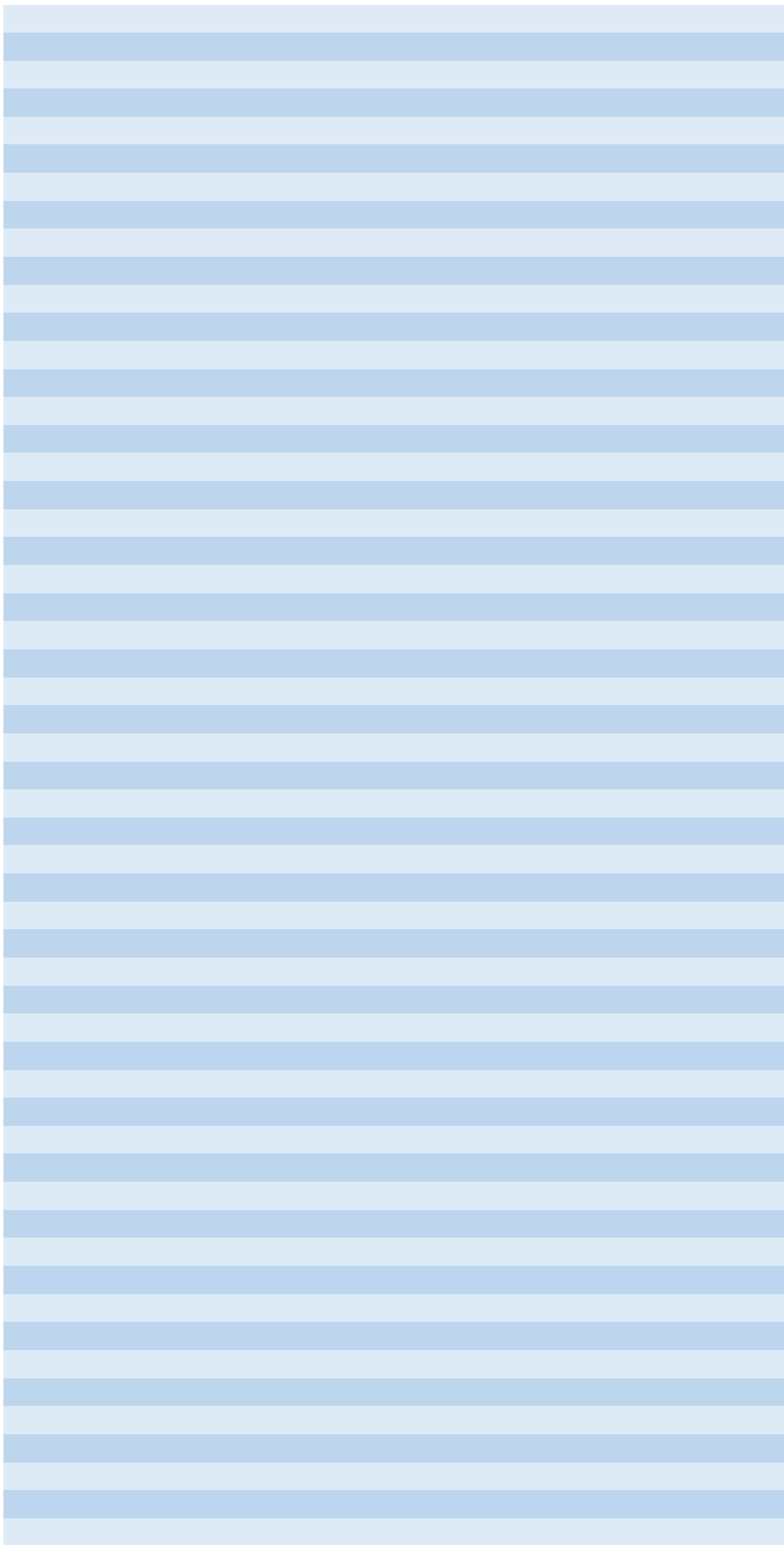








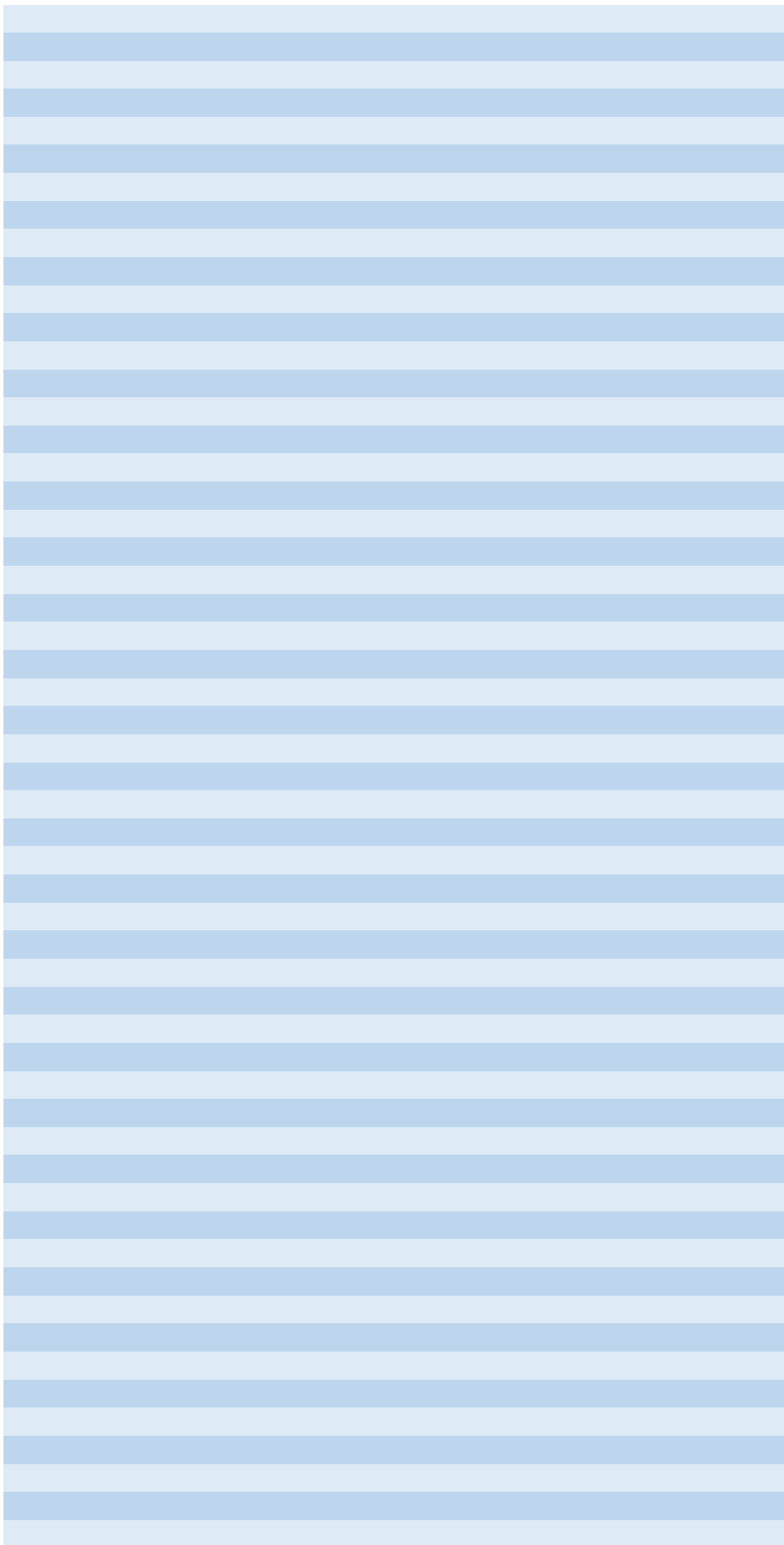




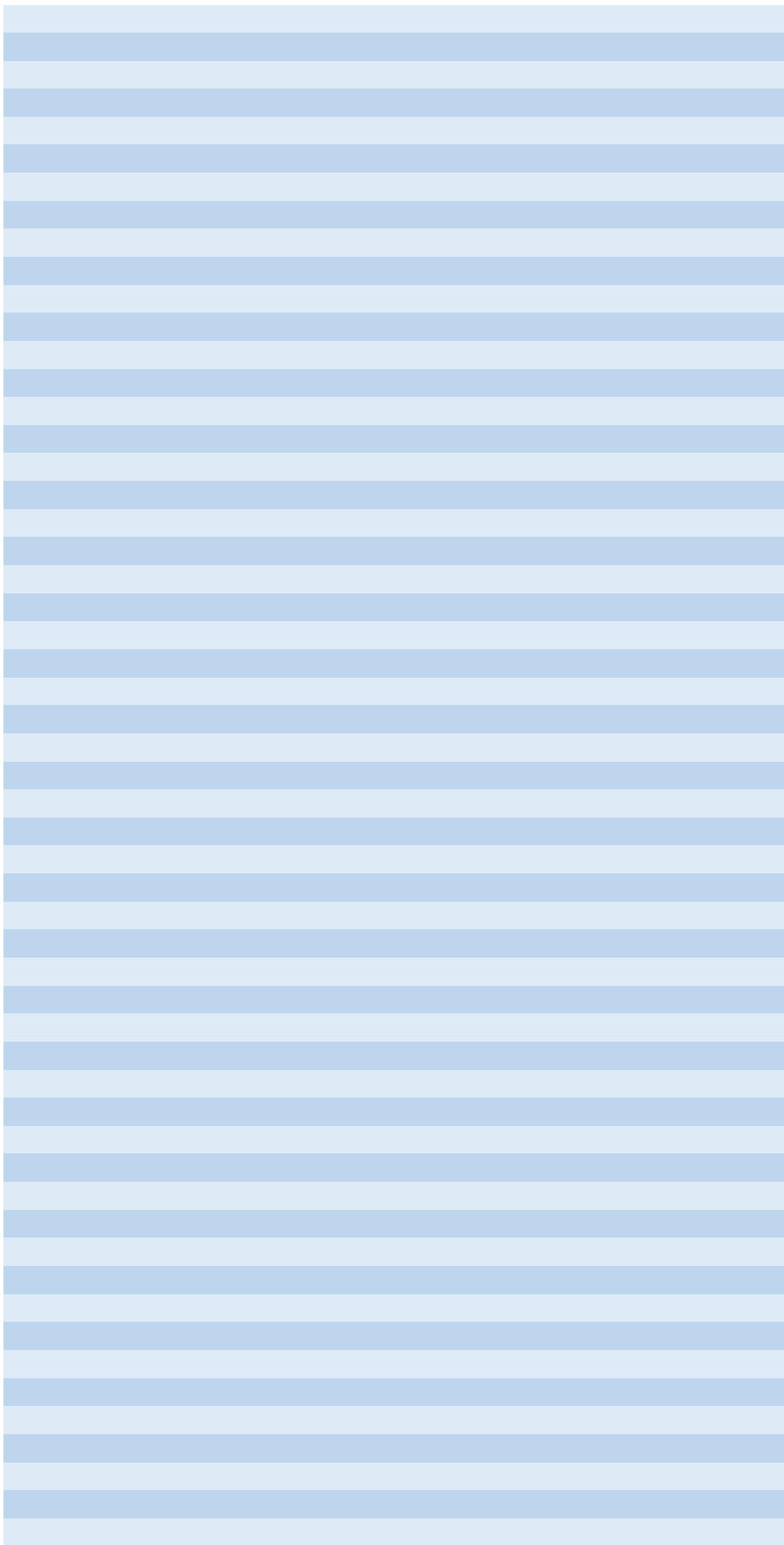




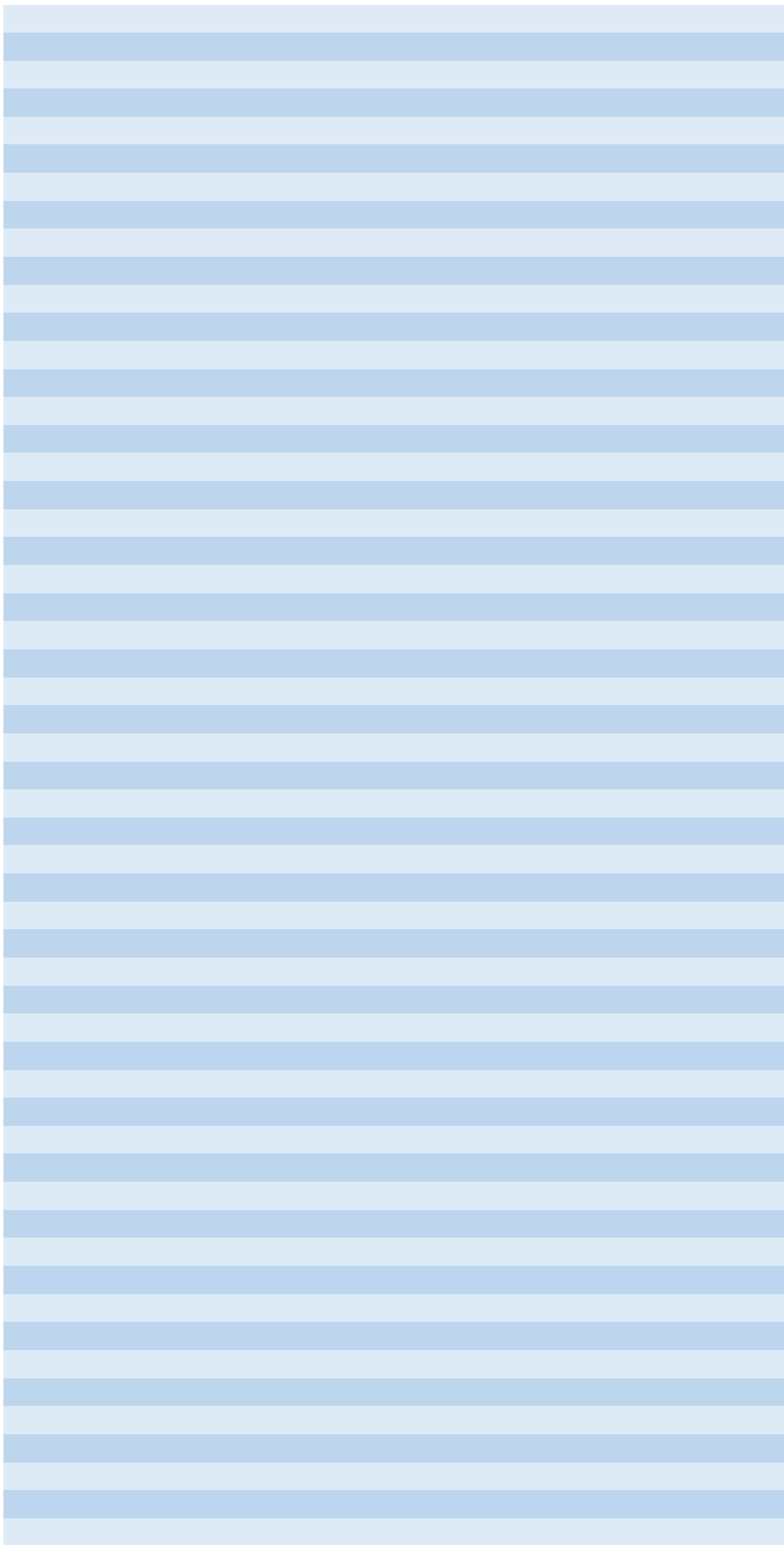












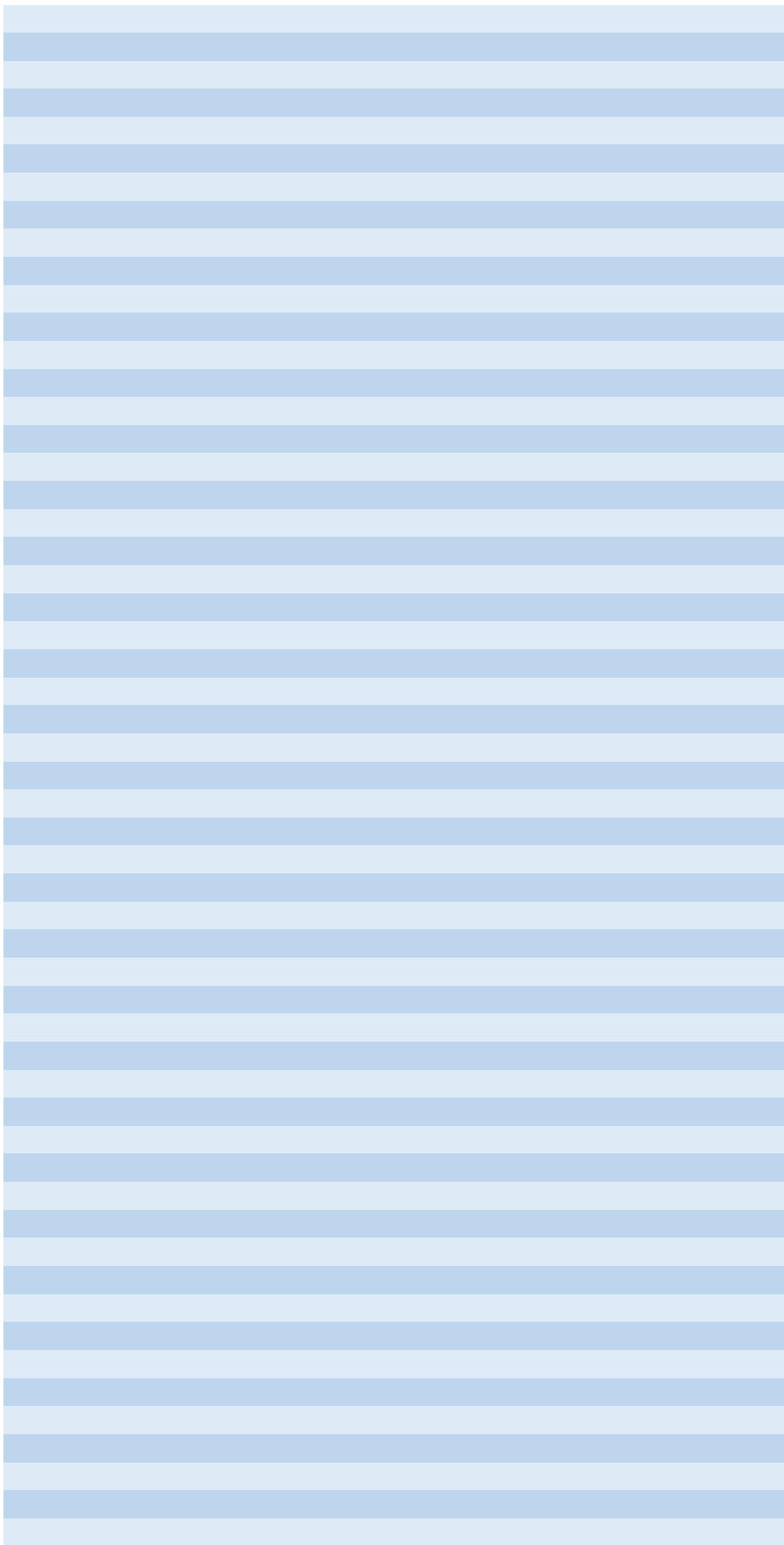






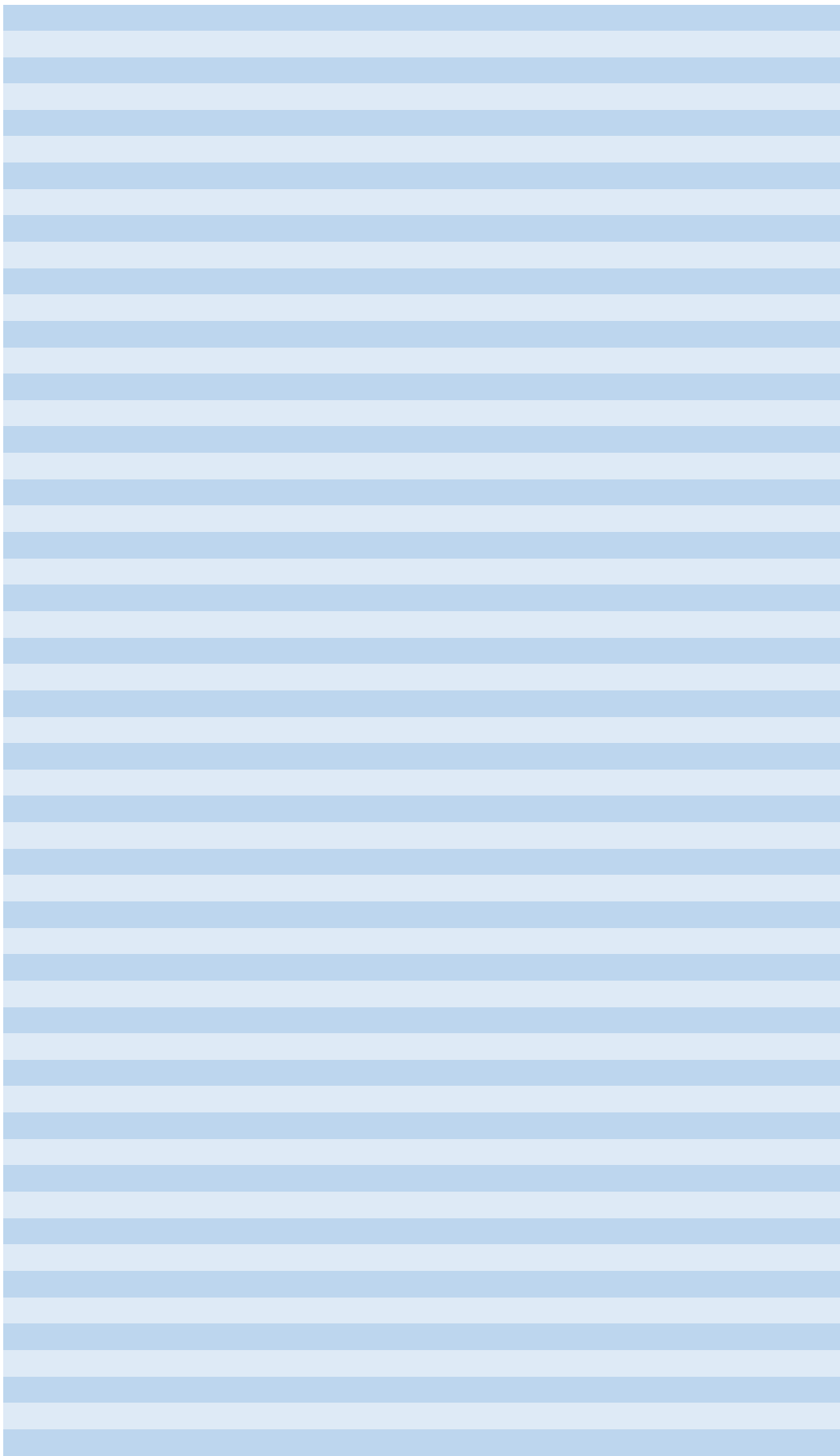


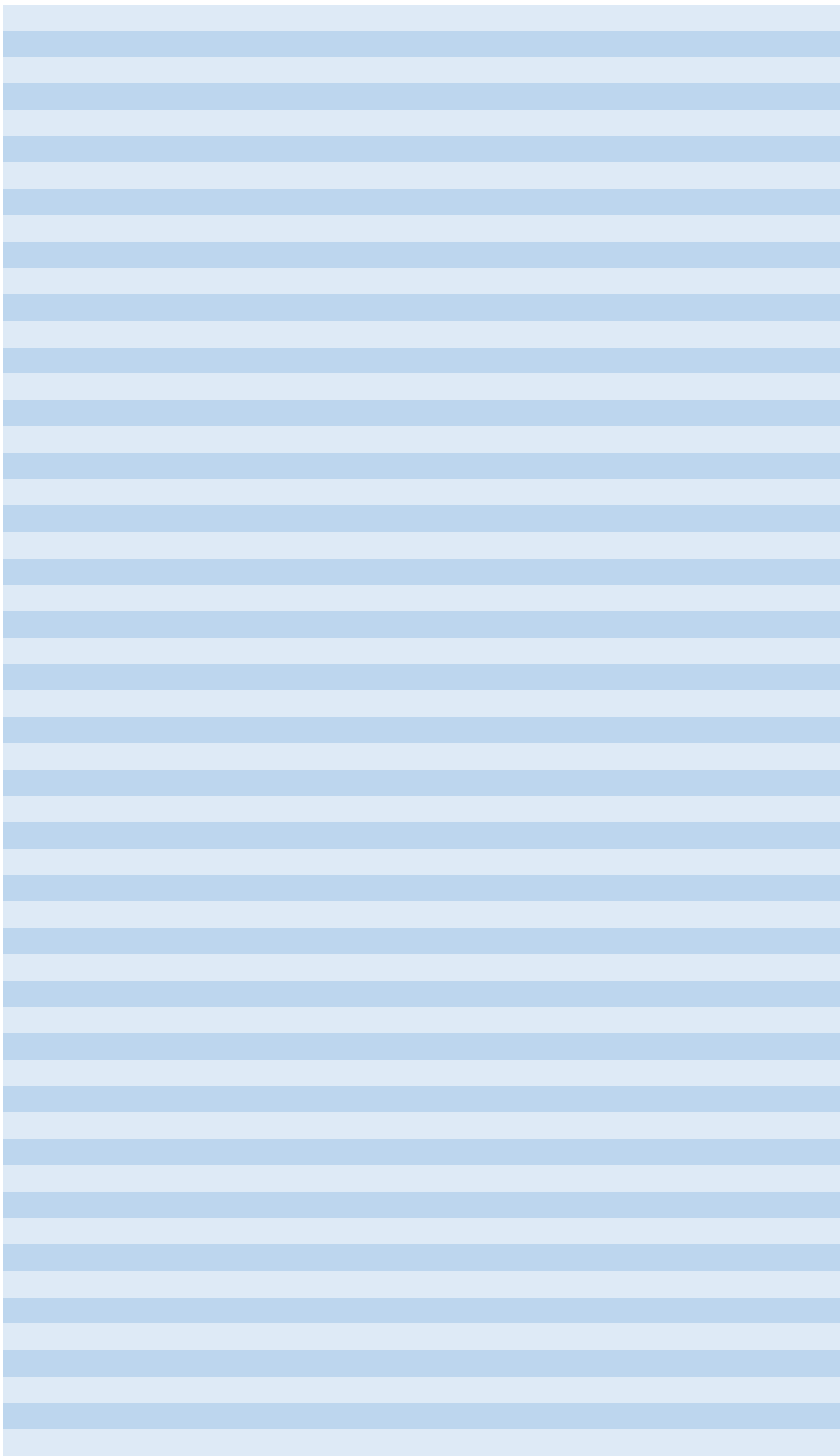


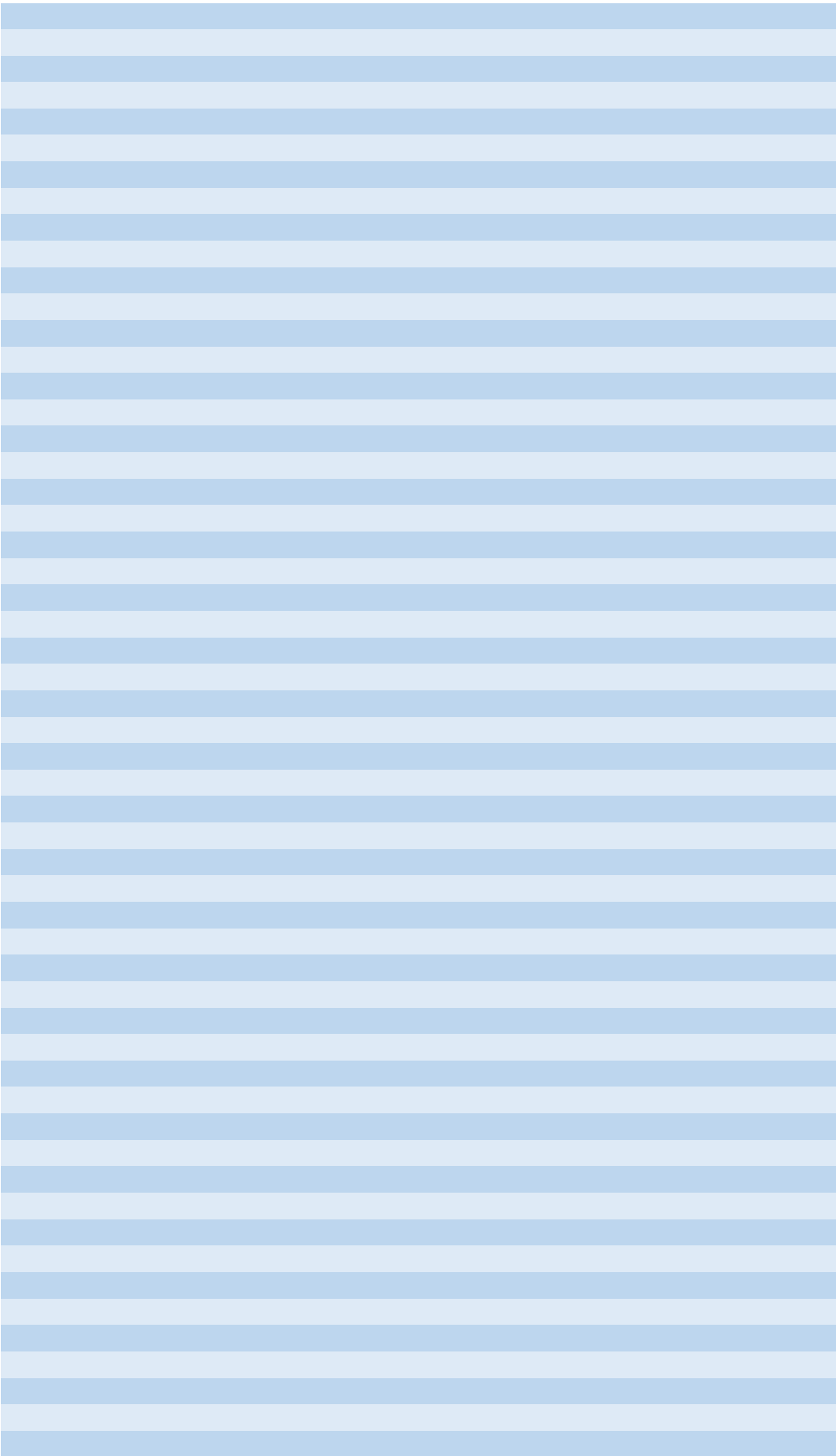


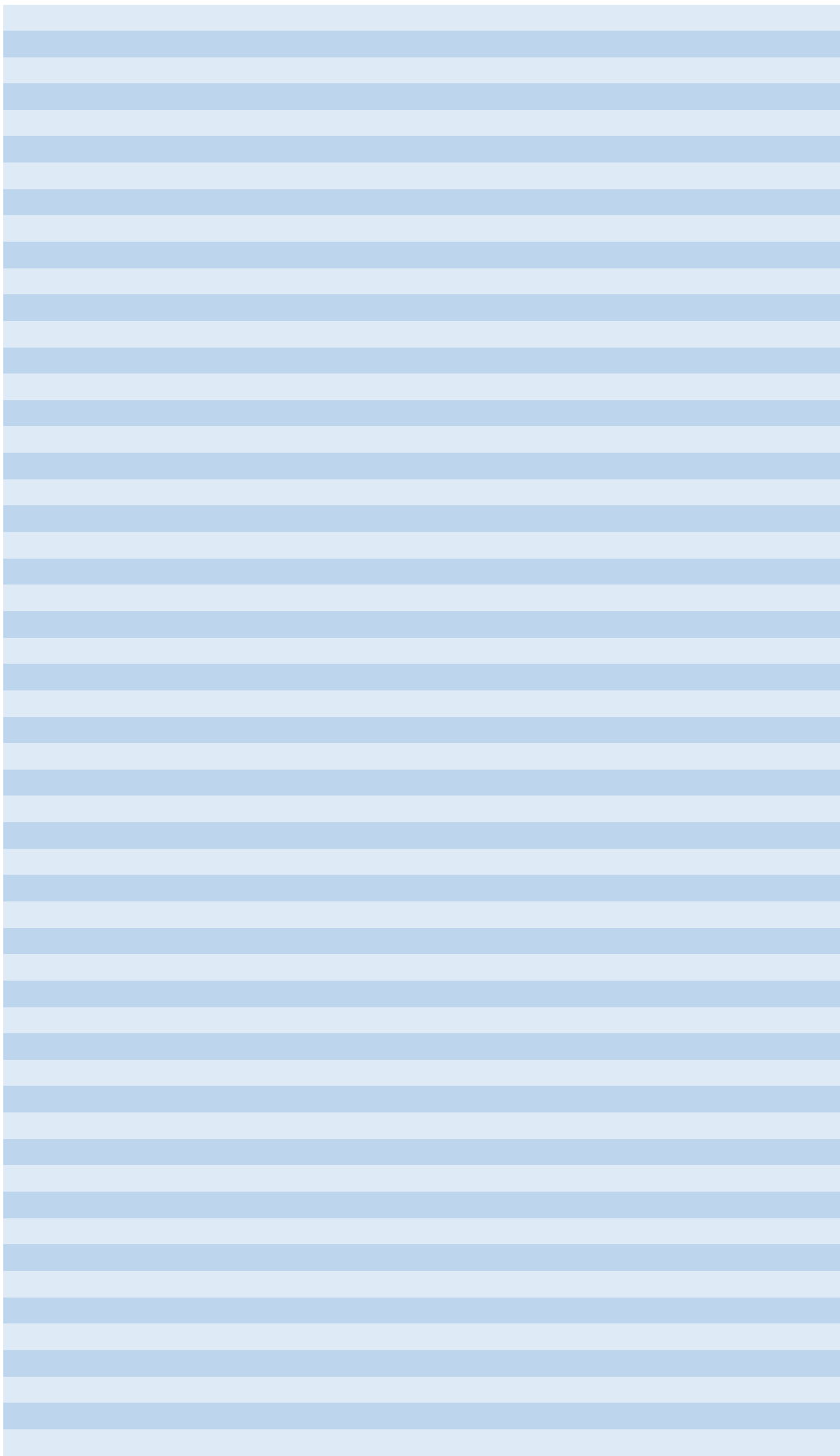


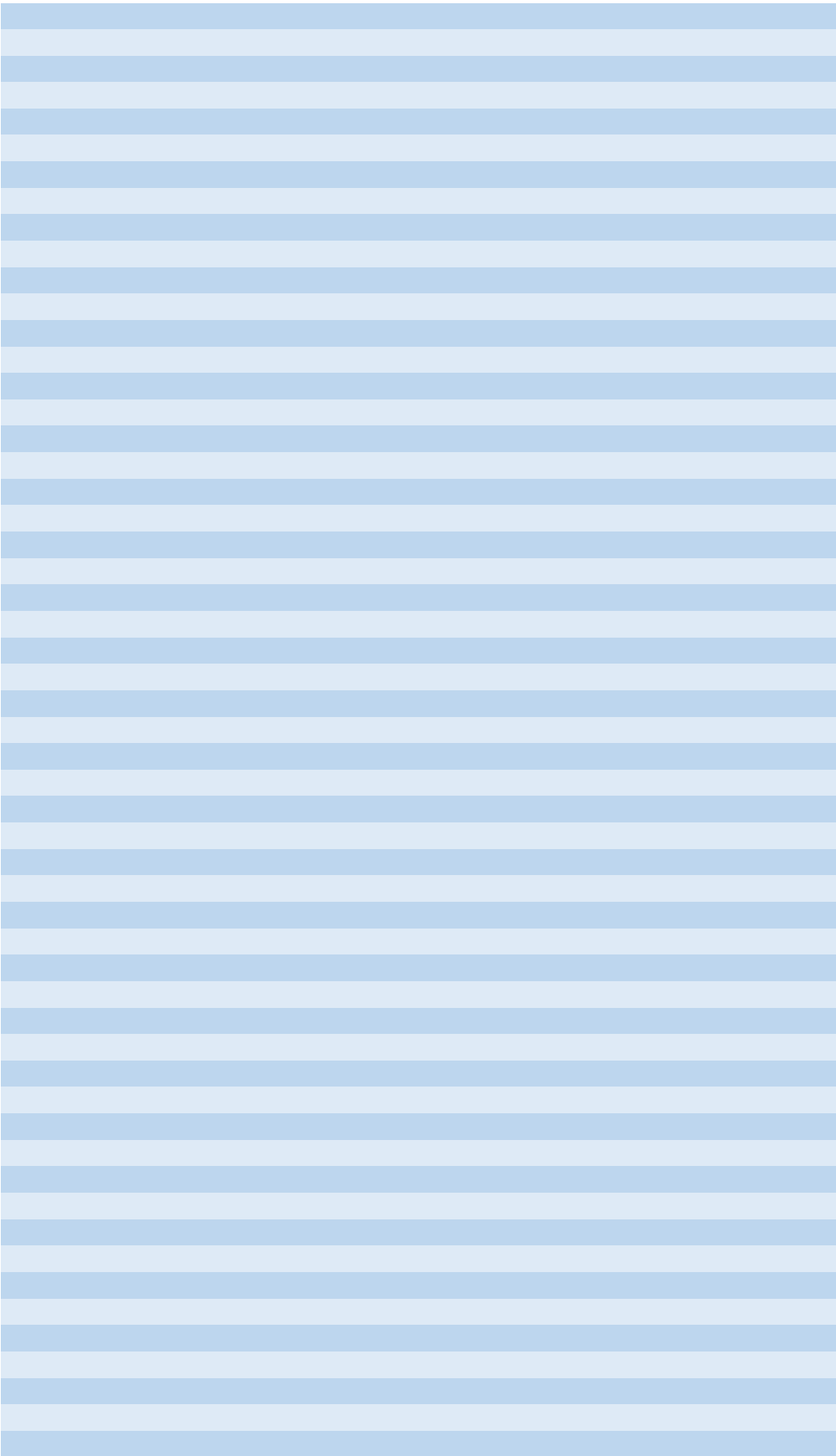
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#N/A		
abigaganeshan2424@gmail.com	Yes	Mar
Afzalpanwala02091997@gmail.com		
#N/A		
anishachetty98@gmail.com	Yes	May
#N/A		
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kummarichandrika@gmail.com	Yes	Mar
divyat776@gmail.com		
harshalmishra00@gmail.com		
hemaia.purohit@gmail.com	Yes	Mar
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himanshumewada004@gmail.com	Yes	May
hinalgandhi03@gmail.com	Yes	Mar
kavitadjami2014@gmail.com	Yes	Mar
khushboodixit534@gmail.com	Yes	Mar
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541998mamataavish@gmail.com	Yes	Mar
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#N/A		
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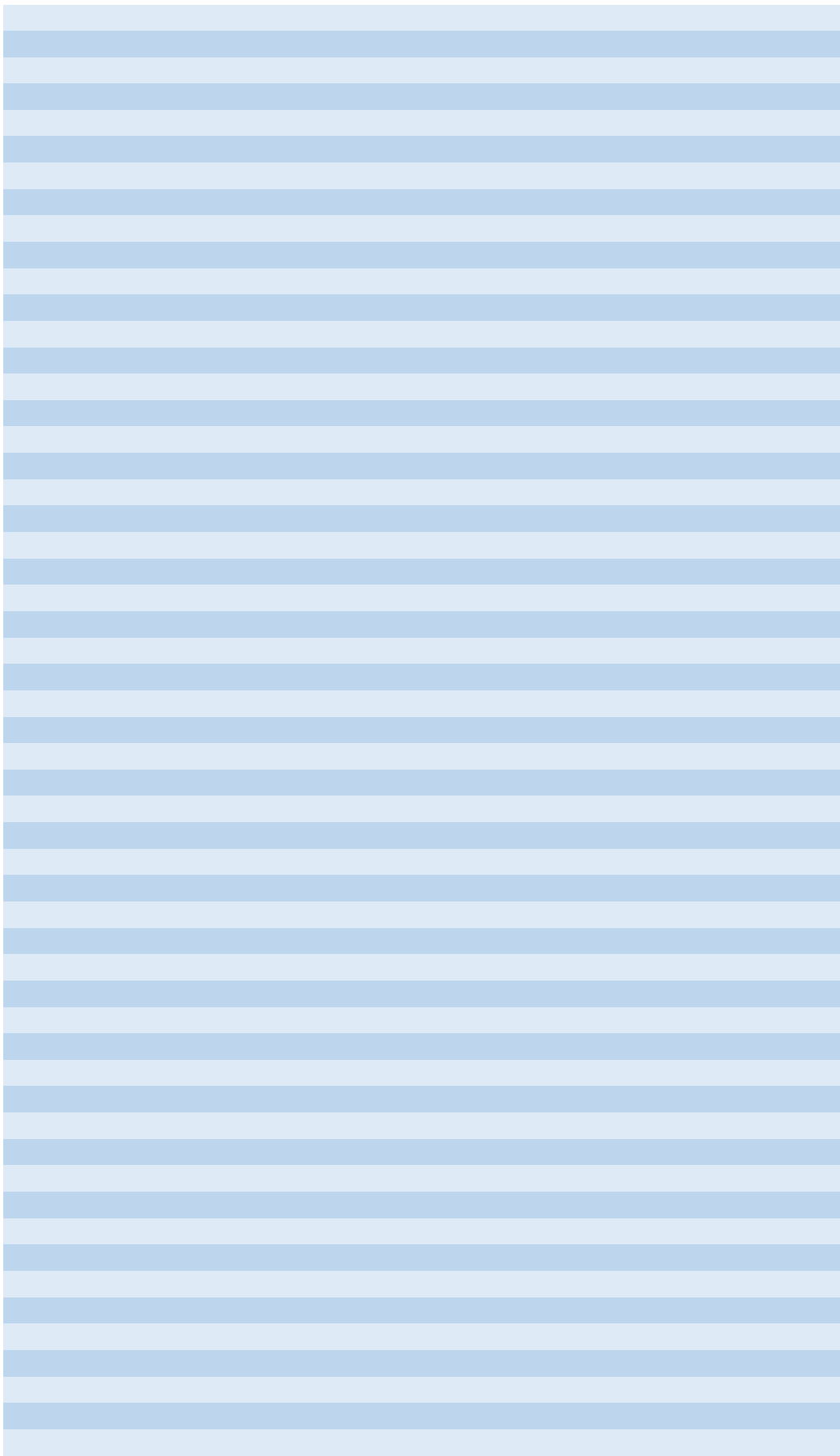




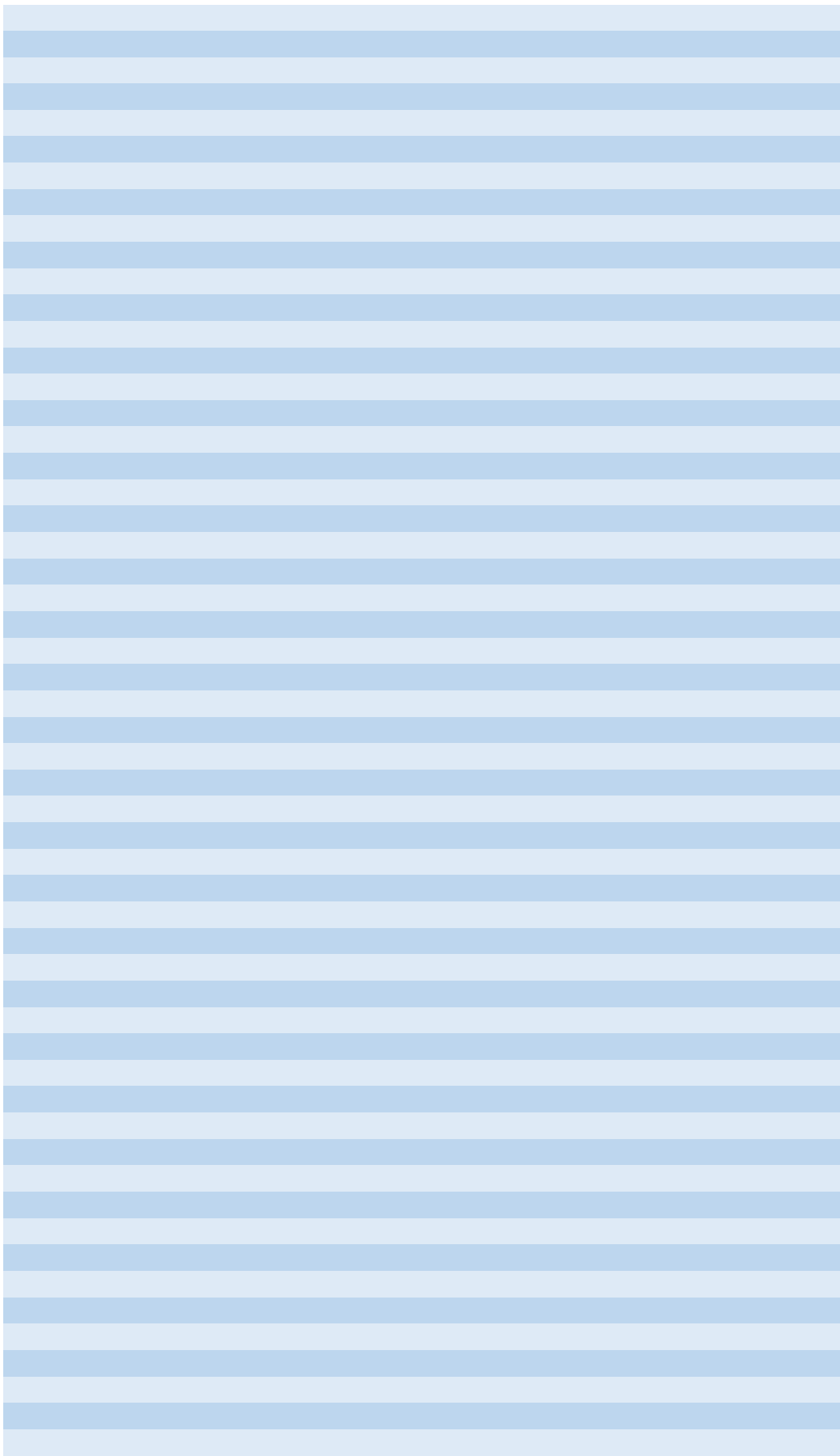


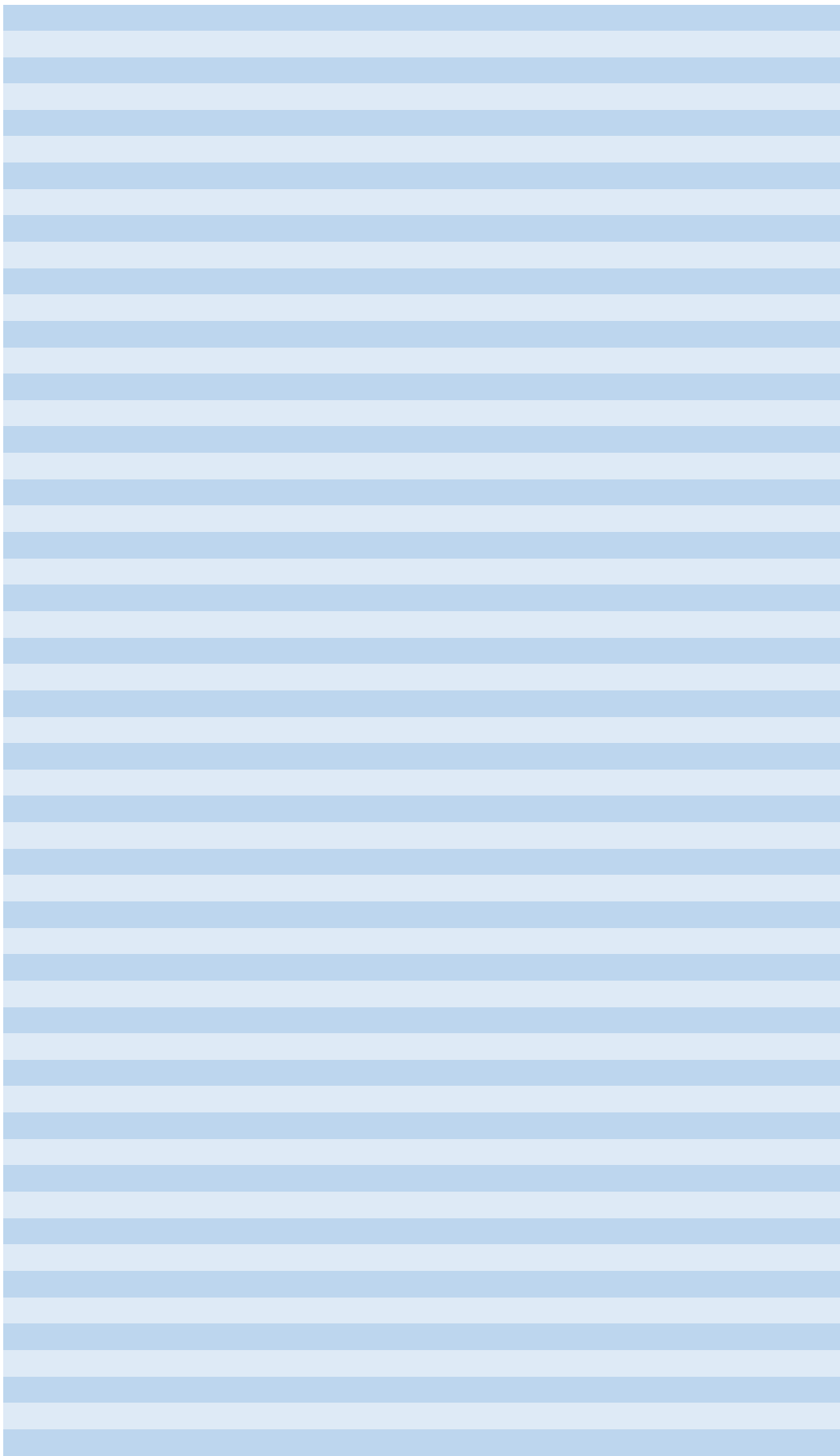


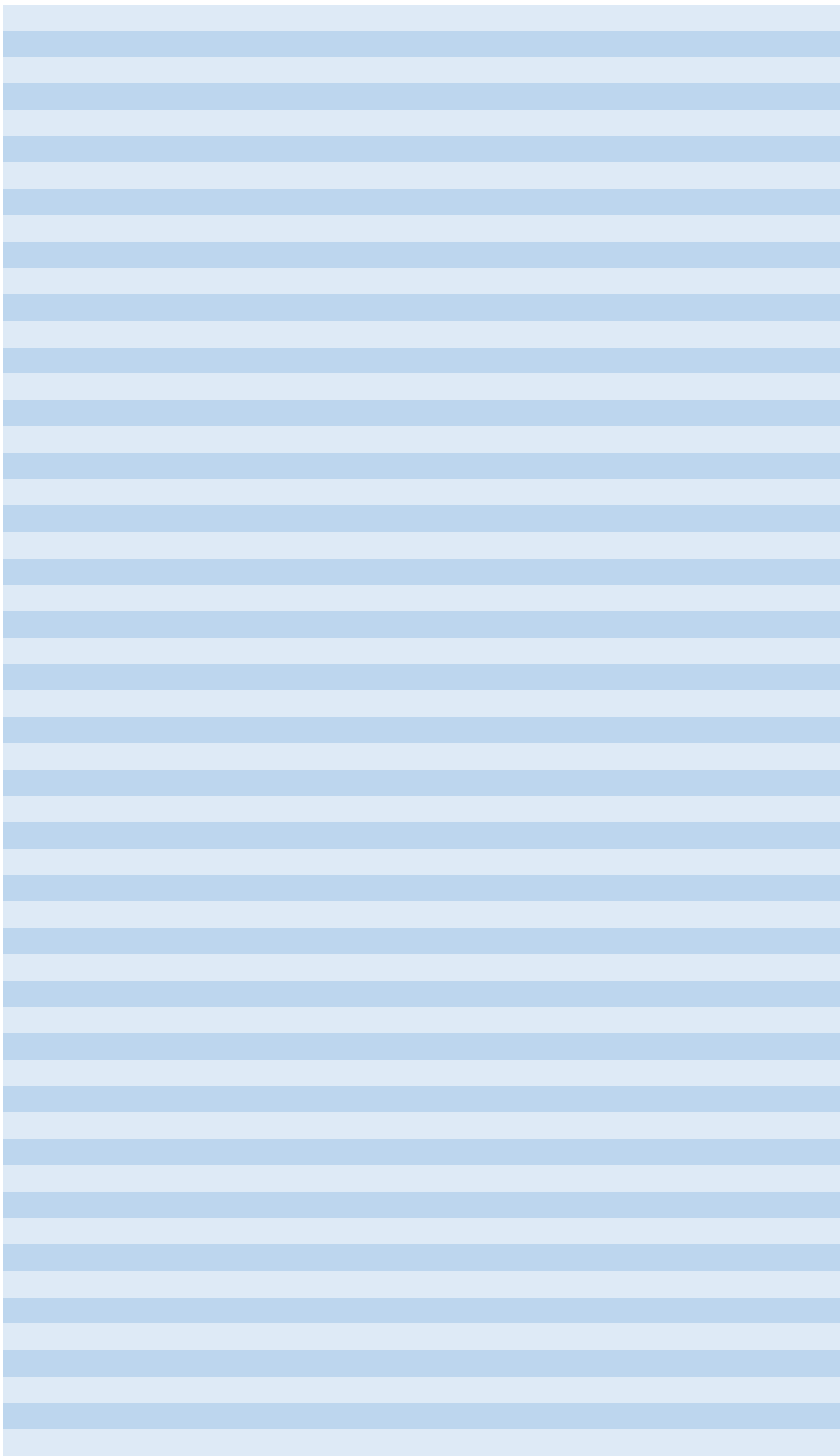




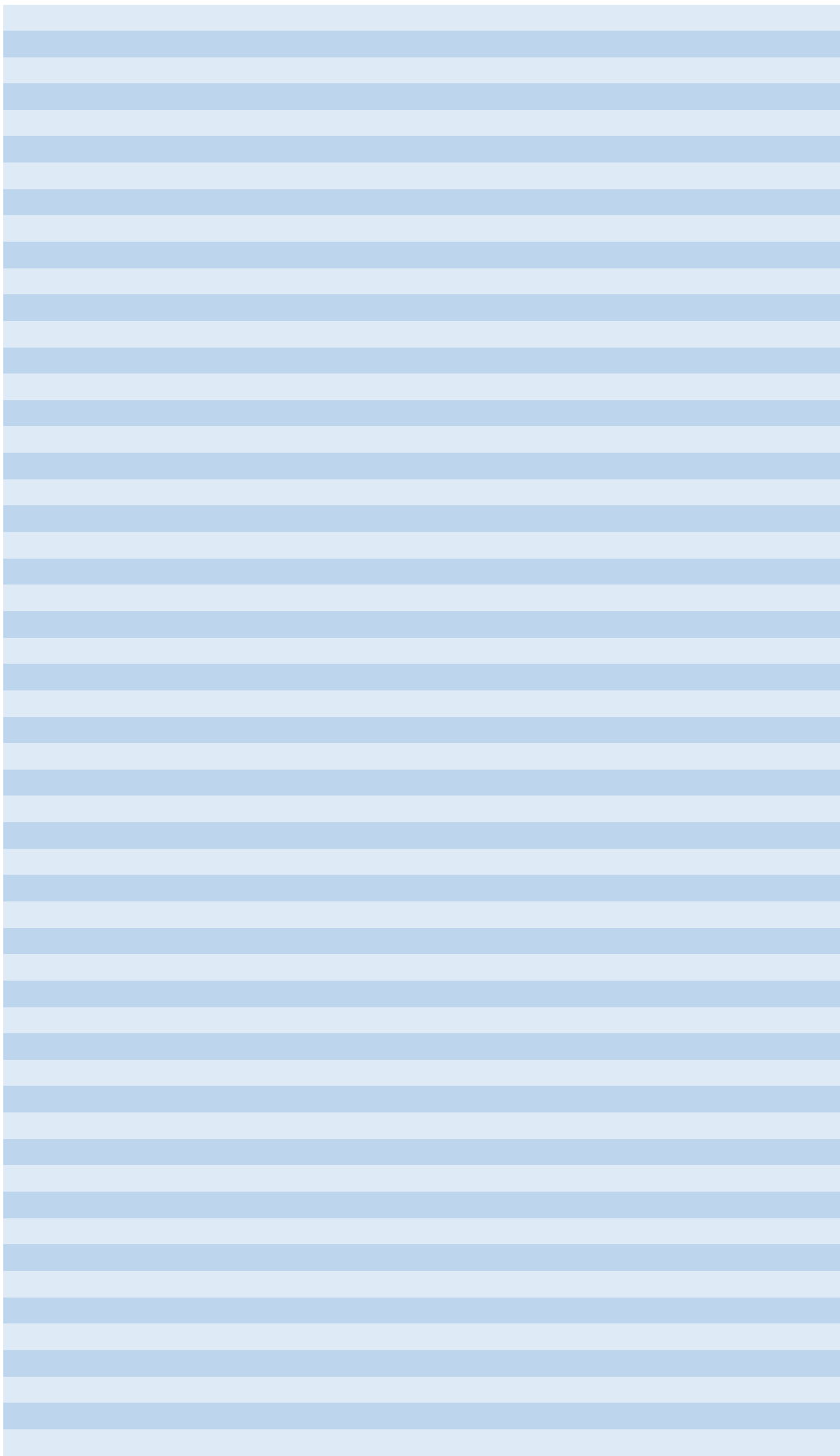


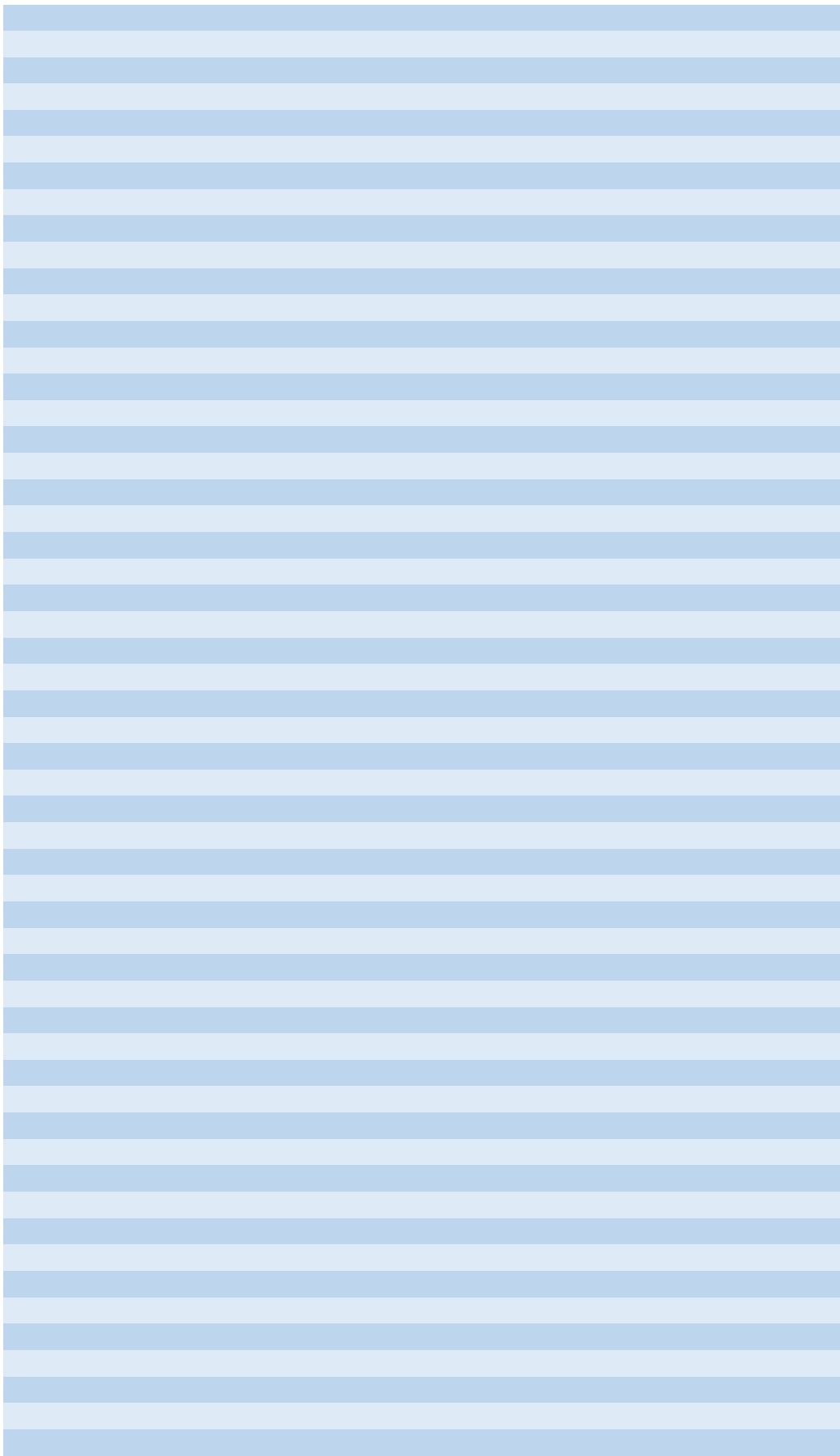


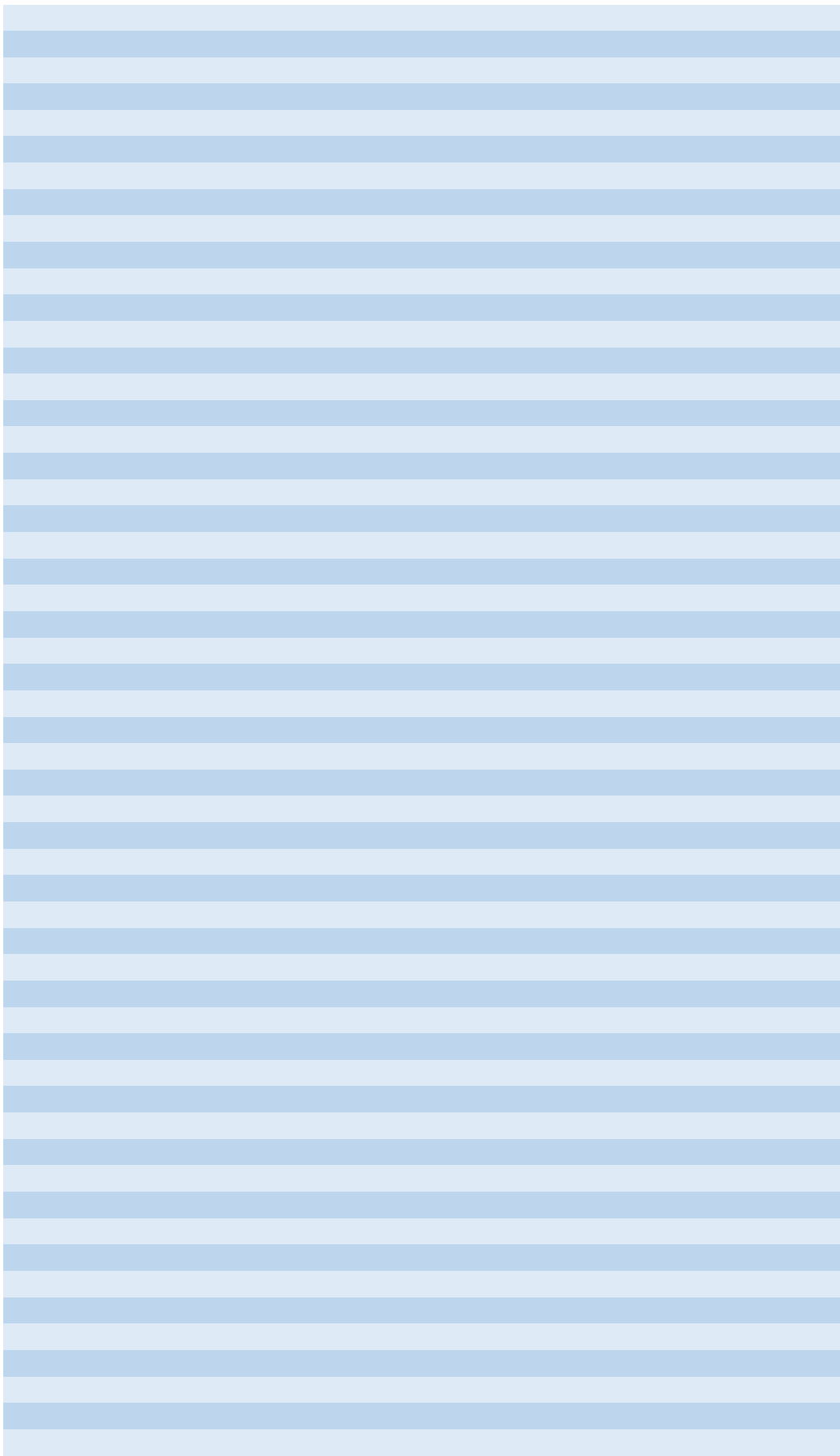


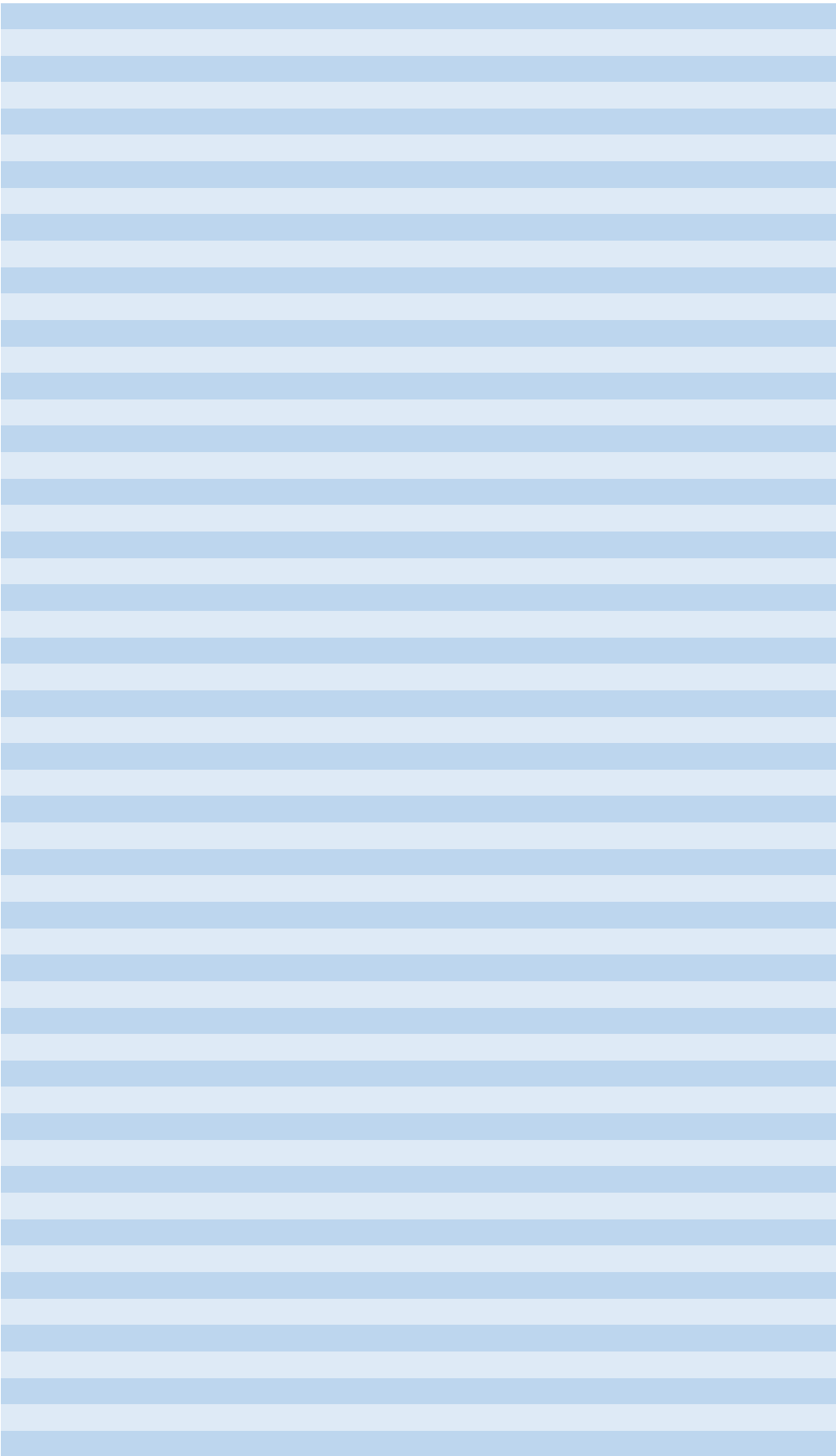


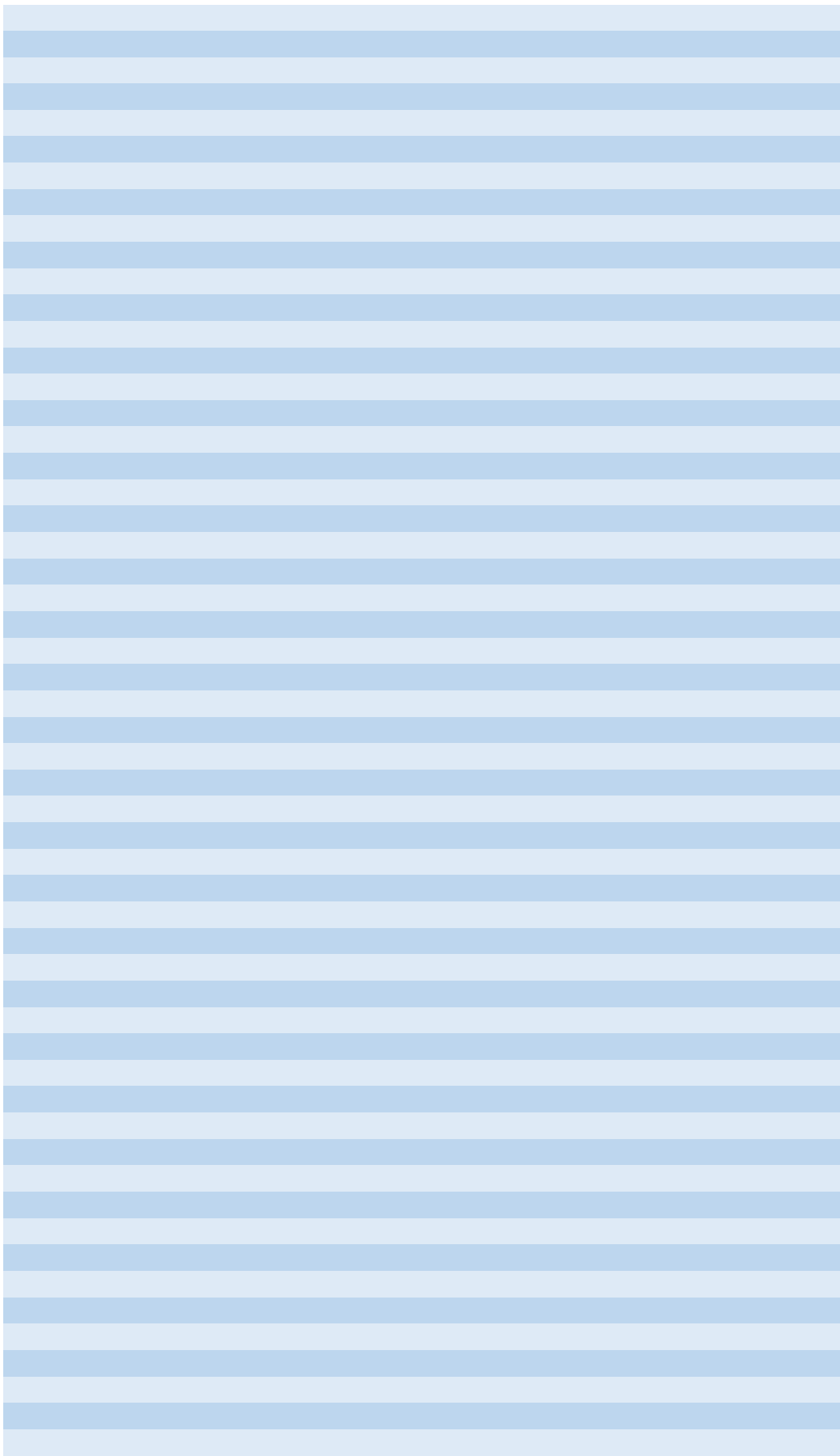


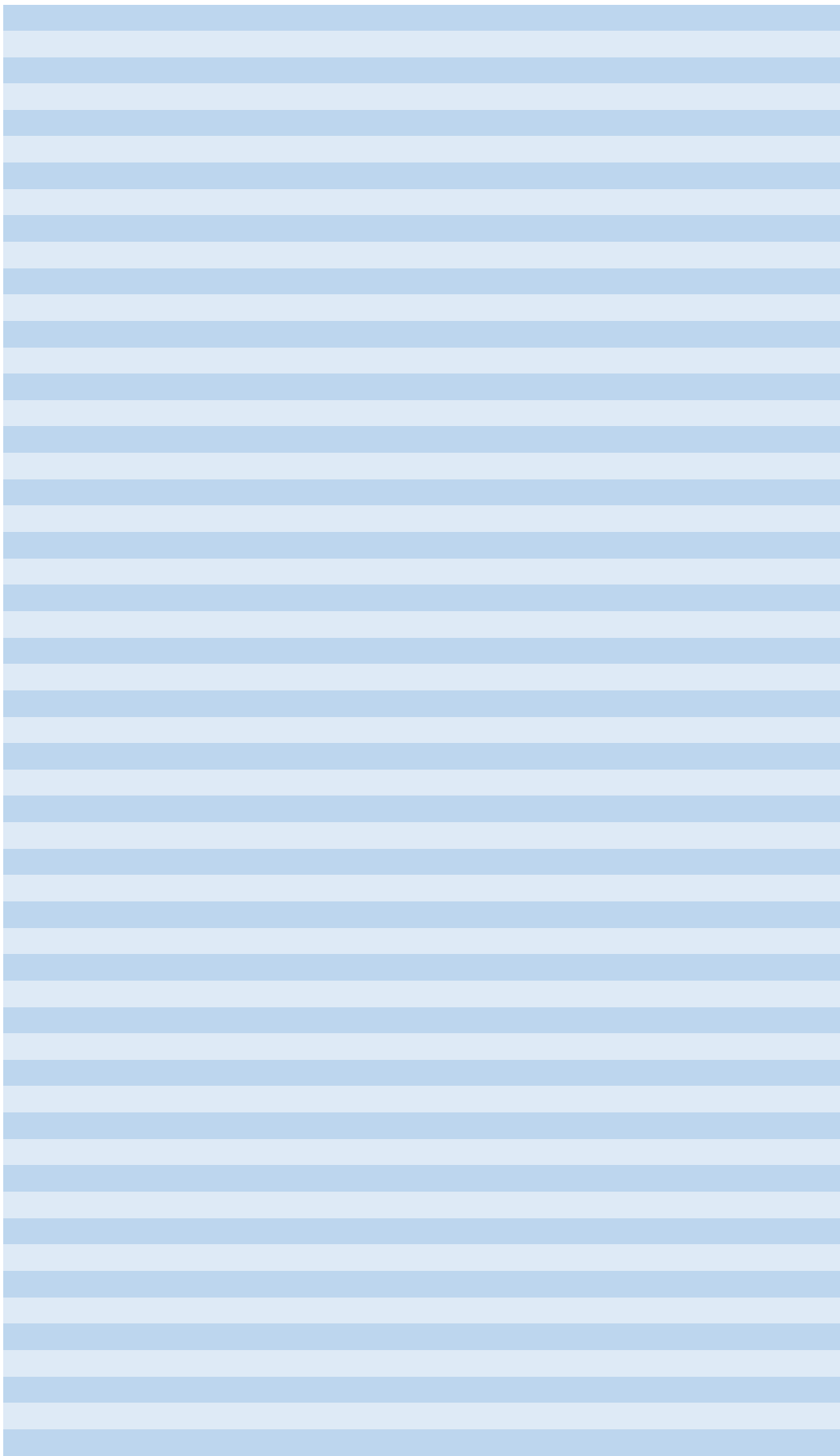


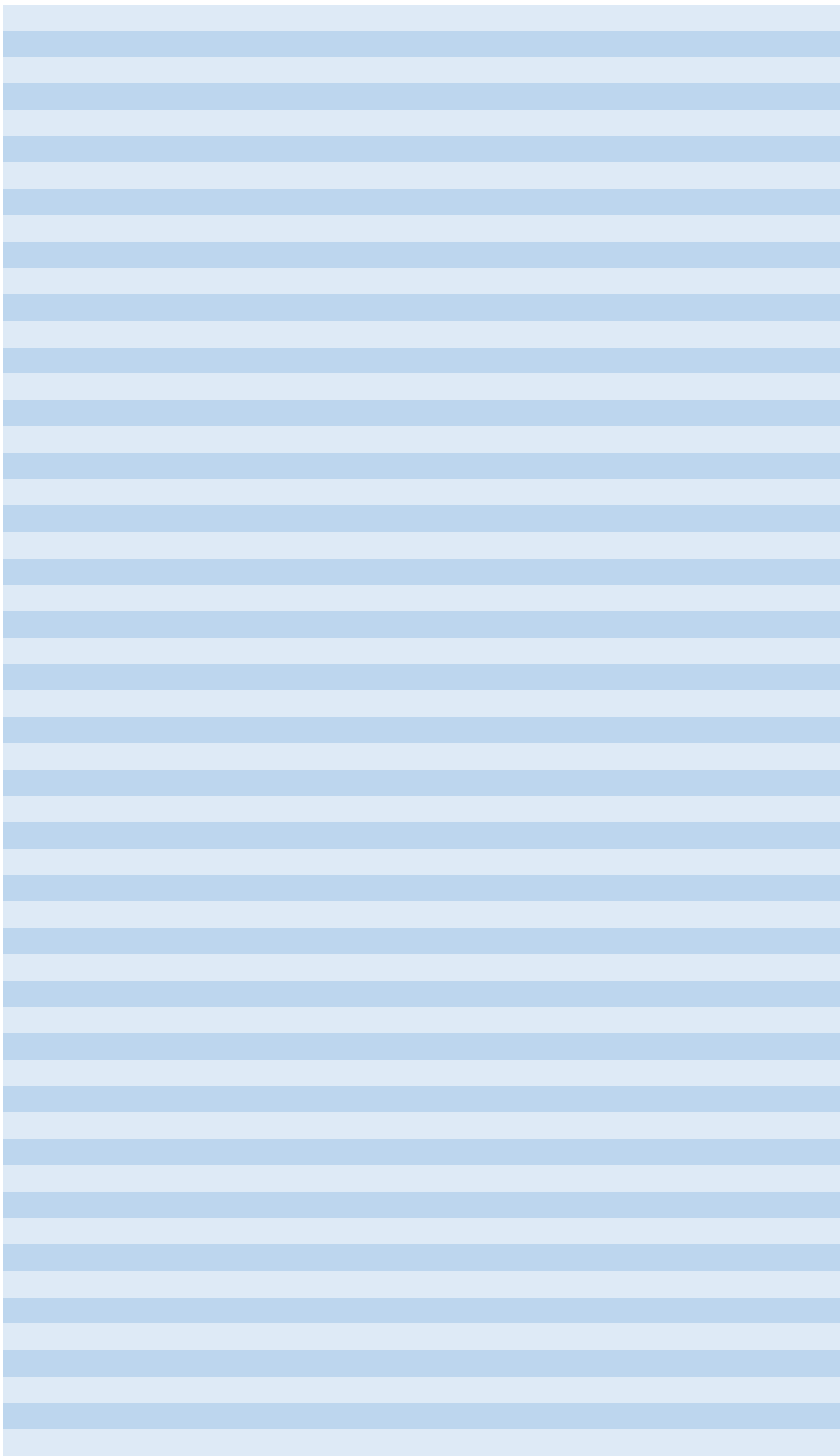




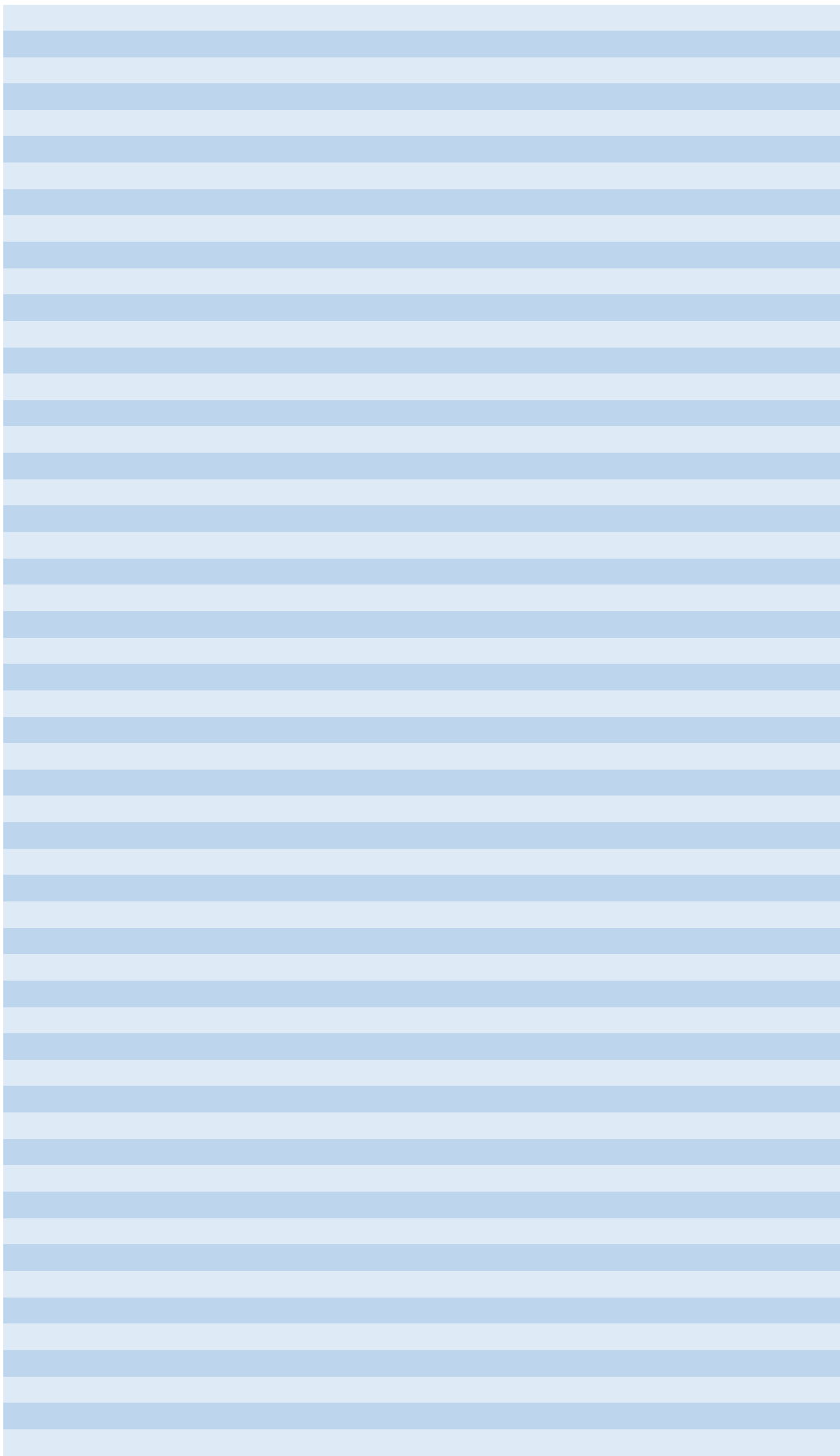


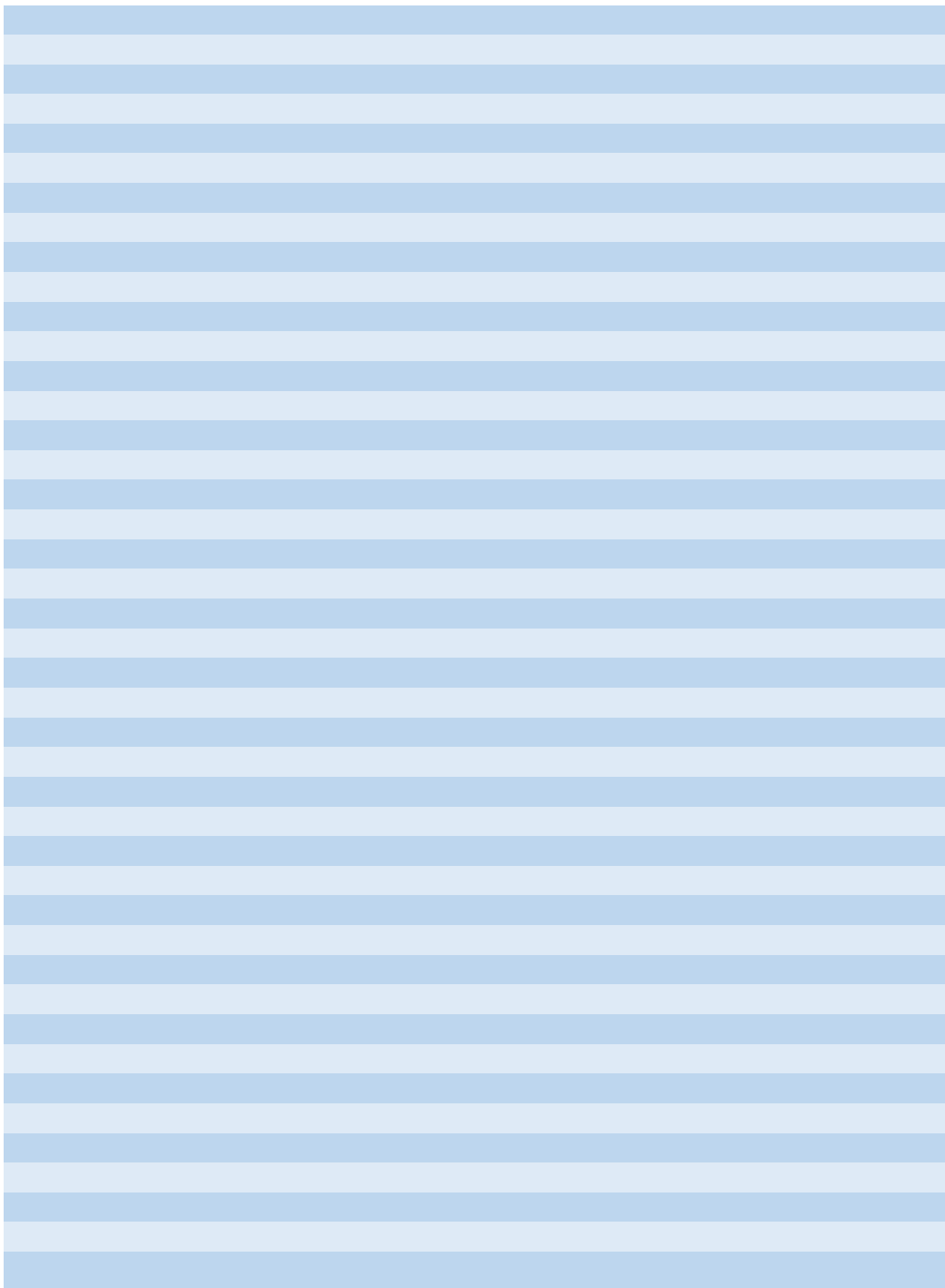












Company	Designation
HDB Financial Services (Tele Calling)/Jana Bank	Tele-calling officer
ICICI Prudential	Financial Consultant
Flomic Freight Services	
HDB Financial Services (Sales)/ Equitas Bank	
ICICI Prudential	Financial Consultant
HDB Financial Services (Sales)/ Equitas Bank	
AU Small Finance Bank	Business Development Executive
Kotak Mahindra Bank	Customer Service executive, Direct Sales,AAM
SMAASH	
ICICI Prudential	Financial Consultant
Kotak Mahindra Bank	Customer Service executive, Direct Sales,AAM
Kotak Mahindra Bank	Customer Service executive, Direct Sales,AAM
HDB Financial Services (Sales)	Sales Executive
HDB Financial Services (Sales)/ Equitas Bank	Sales Executive
AU Small Finance Bank	Business Development Executive
HDB Financial Services (Tele Calling)	Tele-calling officer
HDB Financial Services (Sales)/ Equitas Bank	Sales Executive
HDB Financial Services (Sales)/ Equitas Bank	Sales Executive
HDB Financial Services (Tele Calling)	Tele-calling officer
Motilal Oswal	Digital Acquisition Officer
HDB Financial Services (Tele Calling)	Tele-calling officer
HDB Financial Services (Sales)/ Jana Bank	Business Development Manager
ICICI Prudential/ Equitas Bank	Financial Consultant
RK Puri Associates	
HDB Financial Services (Tele Calling)	Tele-calling officer
Kotak Mahindra Bank	Customer Service executive, Direct Sales,AAM
IndiTex Pvt. Ltd.	
ICICI Prudential	Financial Consultant
AU Small Finance Bank/ Equitas Bank	Business Development Executive
ICICI Prudential	Financial Consultant
HDB Financial Services (Sales)	Sales Executive
Flomic Freight Services	
HDB Financial Services (Sales)/ Equitas Bank	Sales Executive
HDB Financial Services (Sales)	Sales Executive
HDB Financial Services (Tele Calling)	Tele-calling officer
Kotak Mahindra Bank	Customer Service executive, Direct Sales,AAM
HDB Financial Services (Tele Calling)	Tele-calling officer

Reliance Jio
ICICI Prudential

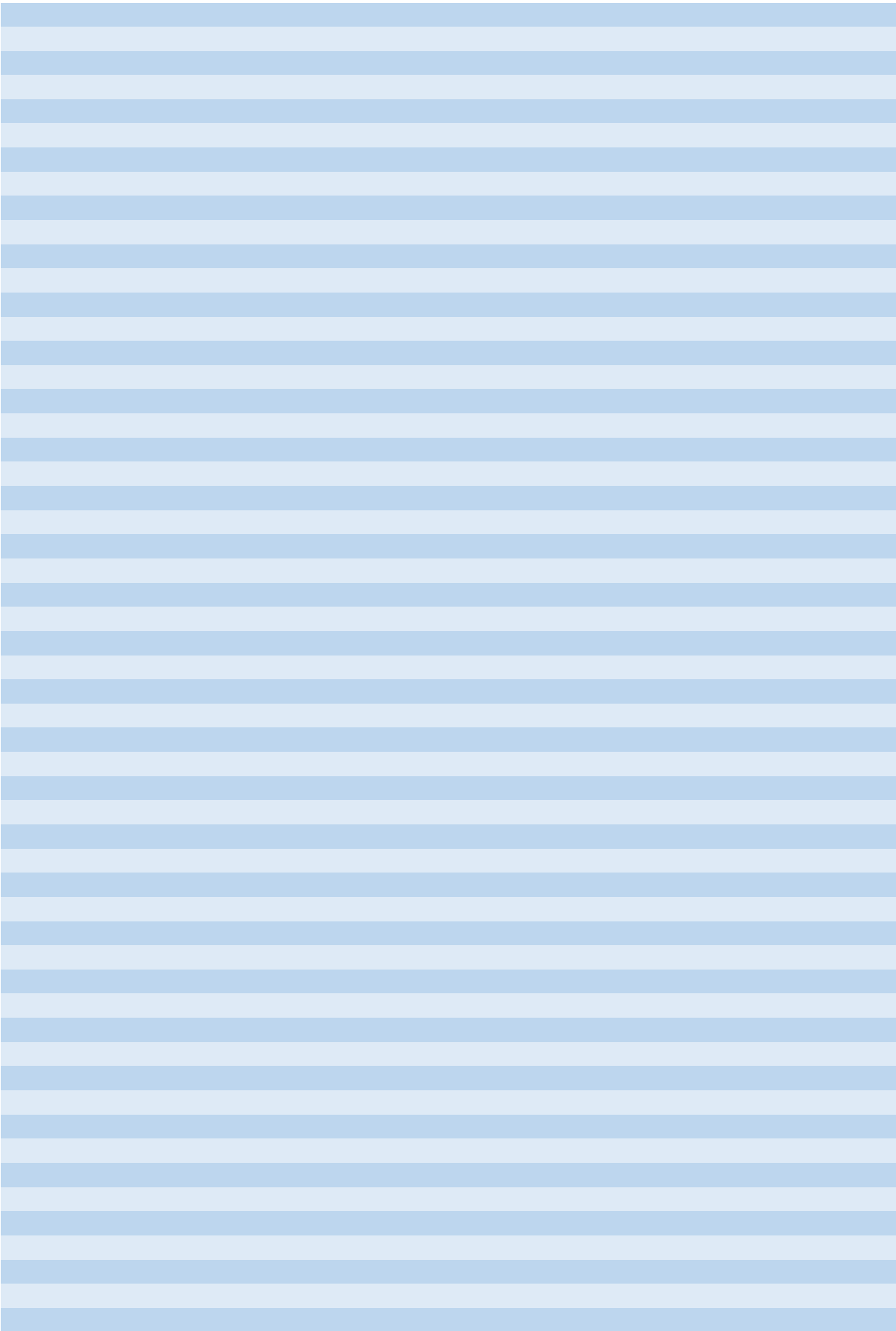
Financial Consultant
Management Trainee















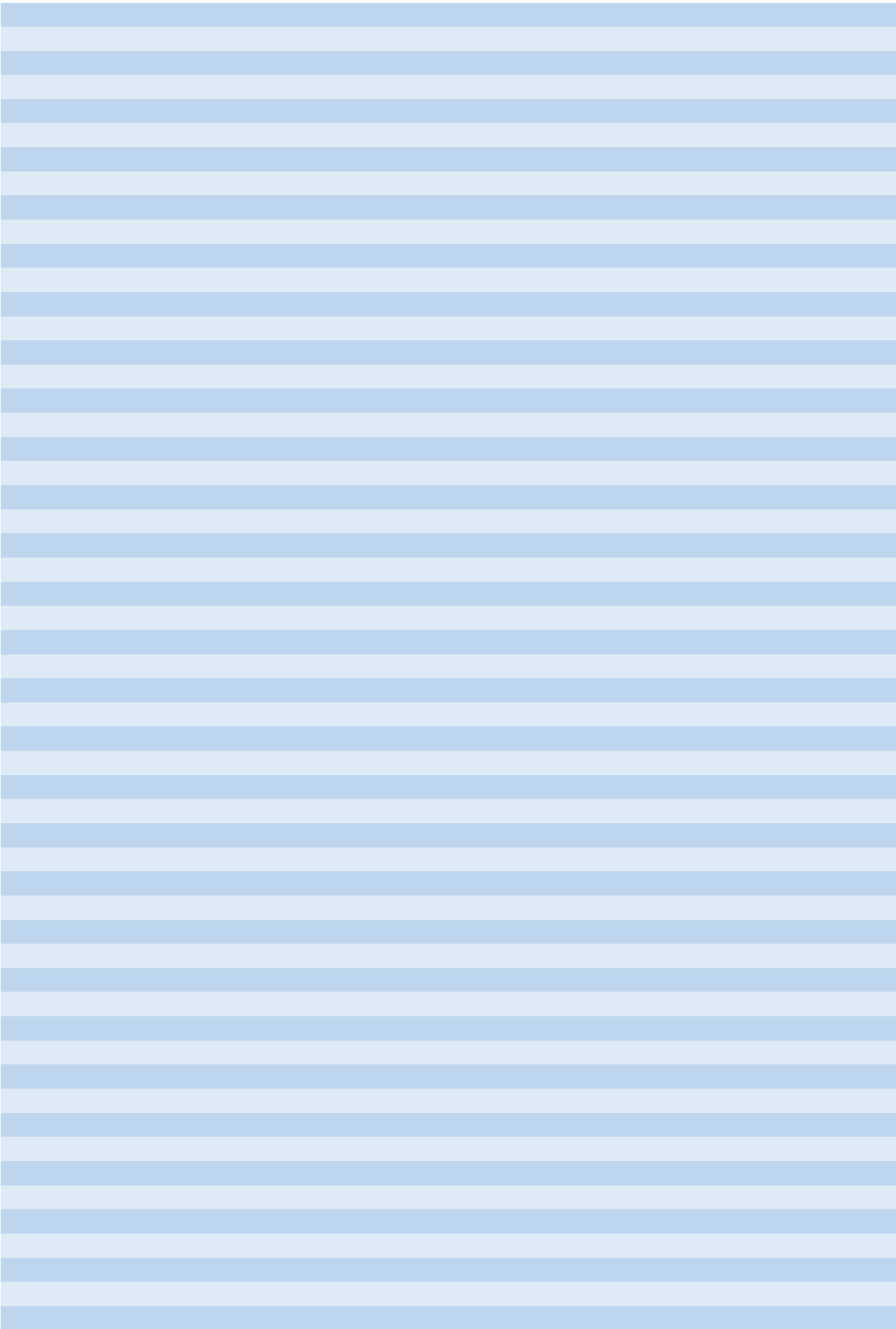








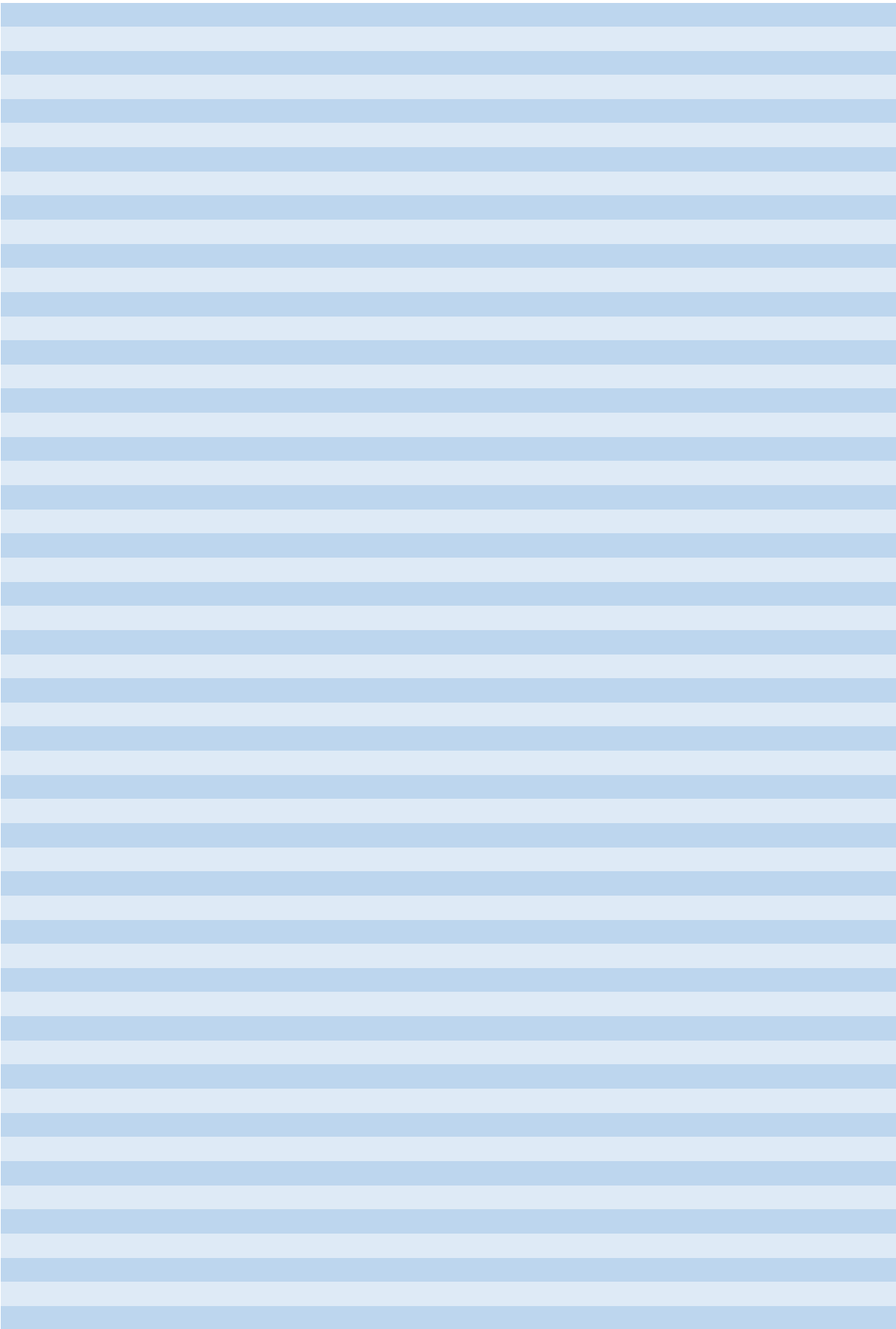


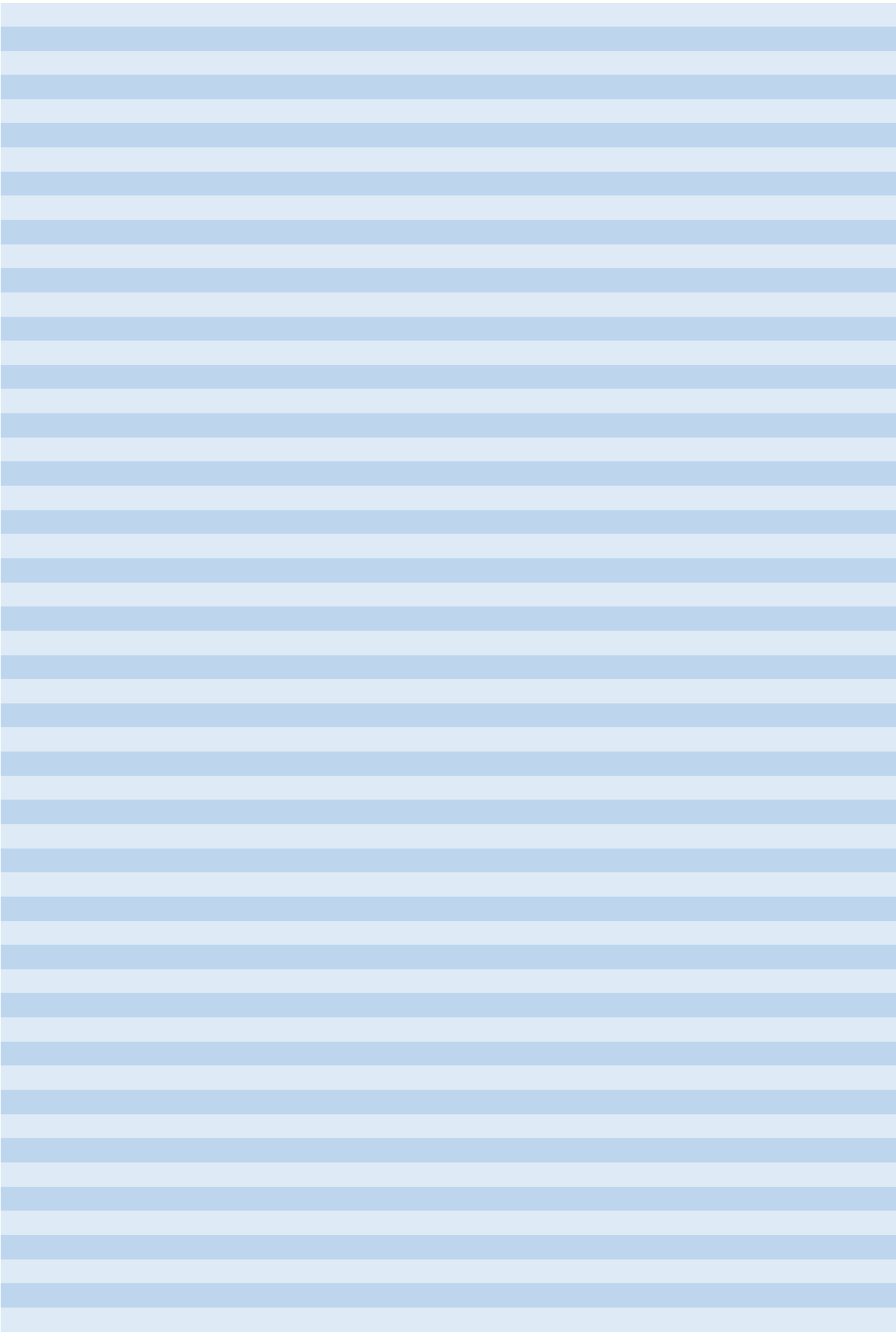












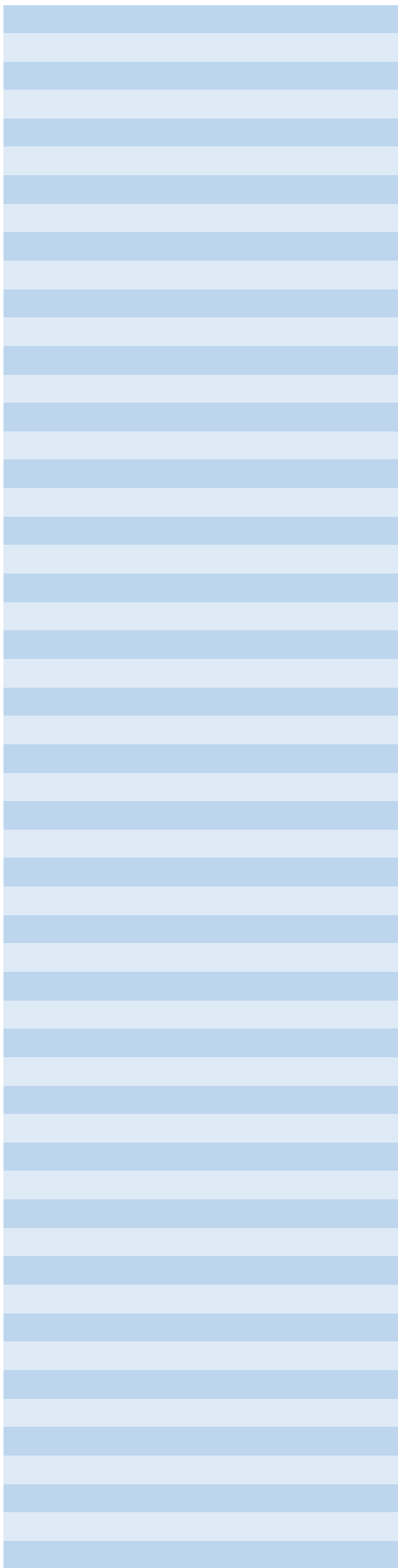


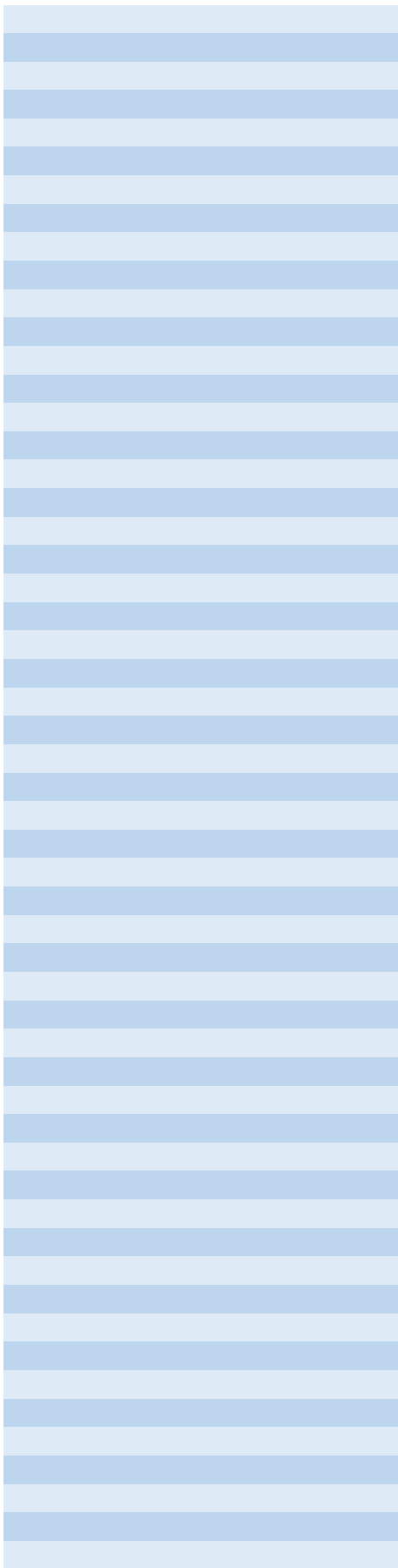


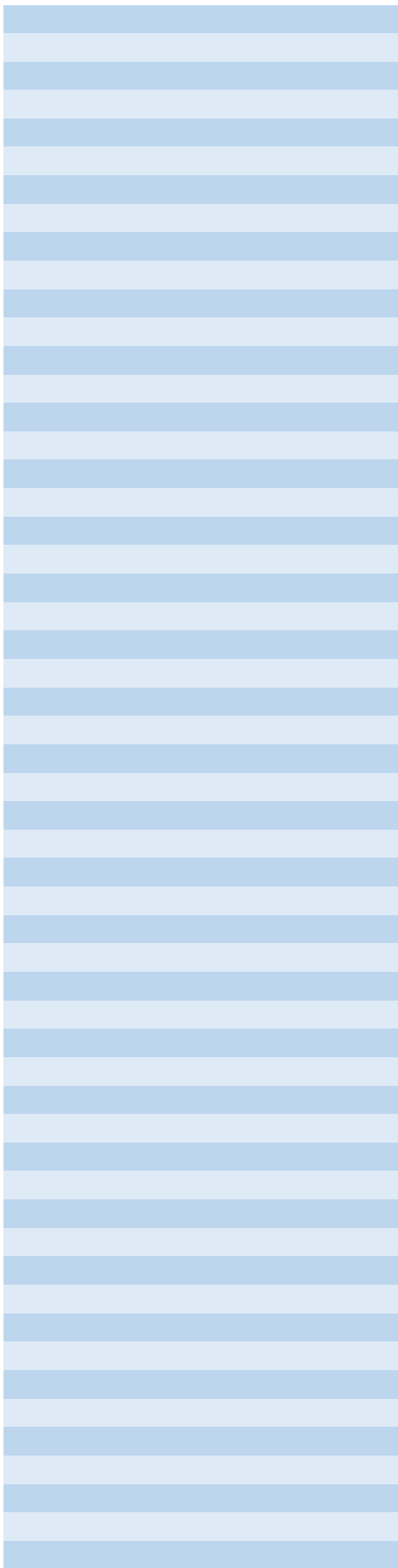


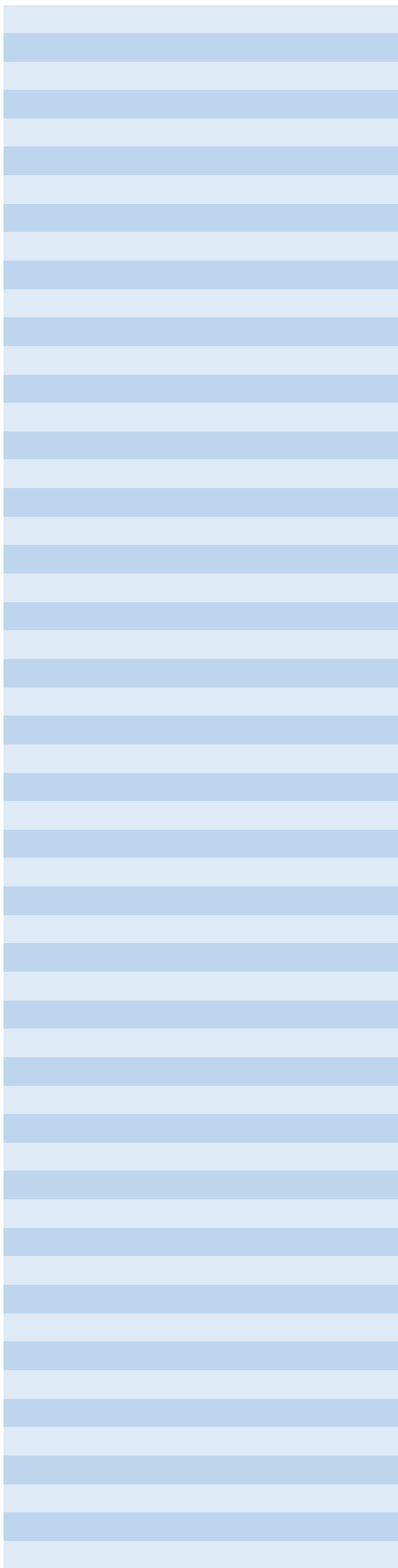
Salary (CTC per annum)
1,44,000- 1,60,000 + incentives
2,40,000+ Allowances+ Incentives
2,40,000+ Allowances+ Incentives
1,80,000 + incentives
Rs. 168000- Rs 216000
2,40,000+ Allowances+ Incentives
Rs. 168000- Rs 216000
Rs. 168000- Rs 216000
144,000
144,000
1,80,000+incentives
1,44,000- 1,60,000 + incentives
144,000
144,000
1,44,000- 1,60,000 + incentives
1,85,000 + incentive
1,44,000- 1,60,000 + incentives
1,60,000+Incentives Upto 25,000 pm
2,40,000+ Allowances+ Incentives
1,44,000- 1,60,000 + incentives
Rs. 168000- Rs 216000
2,40,000+ Allowances+ Incentives
1,80,000+incentives
2,40,000+ Allowances+ Incentives
144,000
144,000
144,000
1,44,000- 1,60,000 + incentives
Rs. 168000- Rs 216000
1,44,000- 1,60,000 + incentives

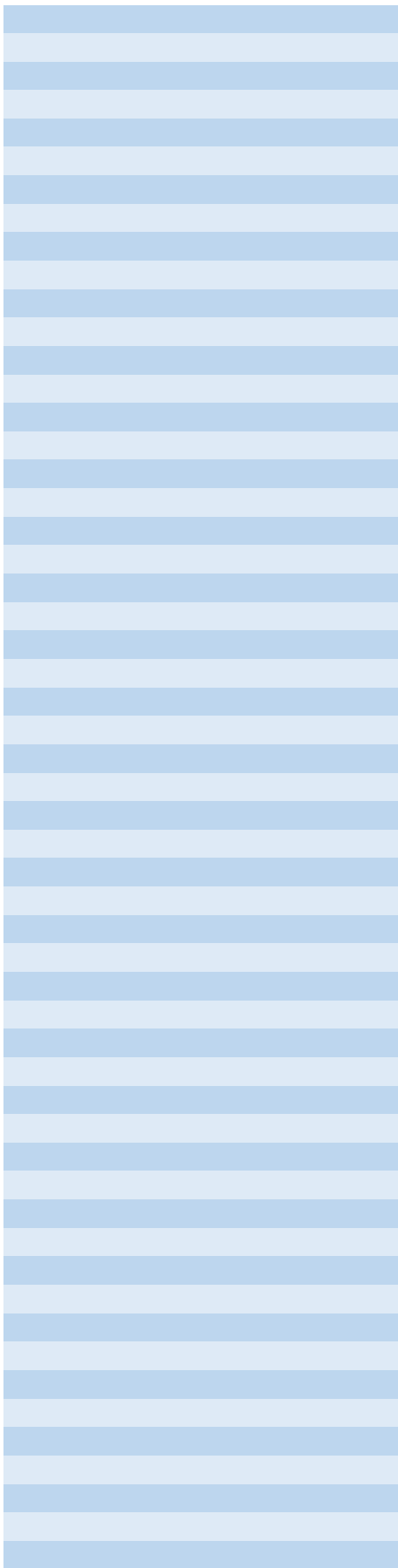
2,40,000+ Allowances+ Incentives
168,000

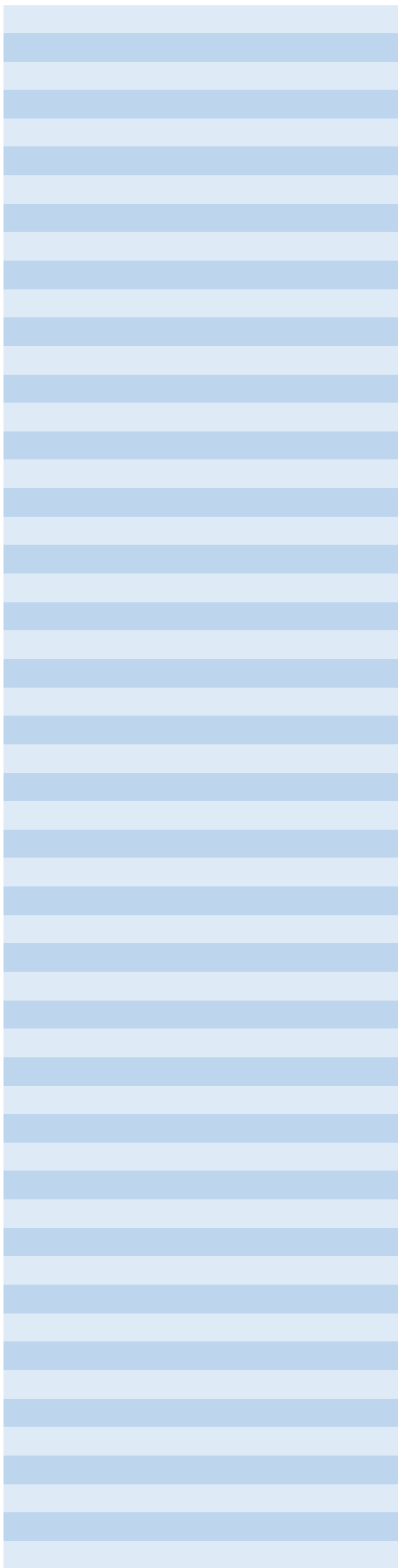


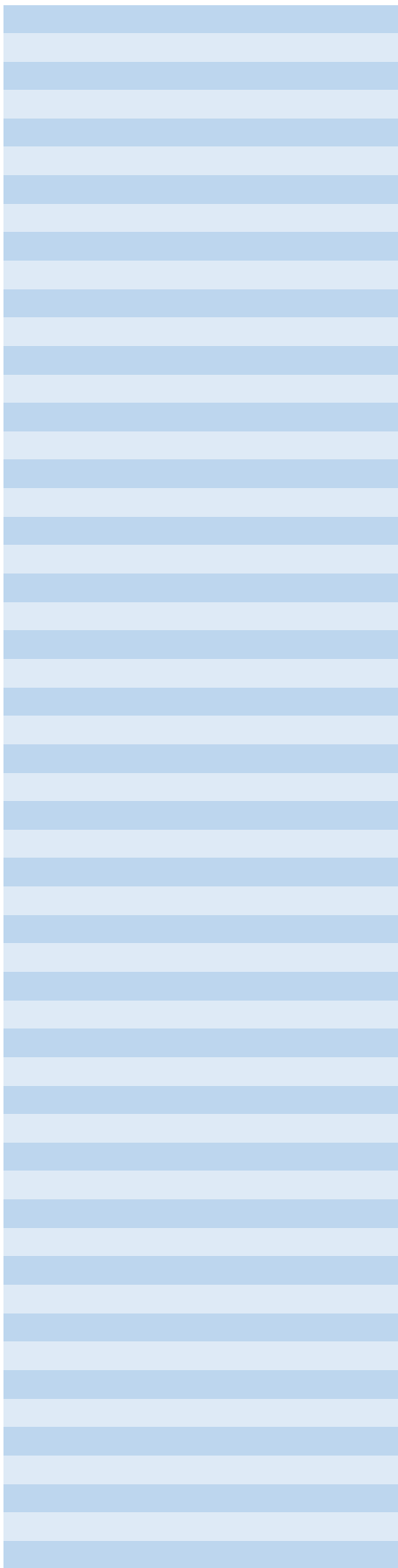


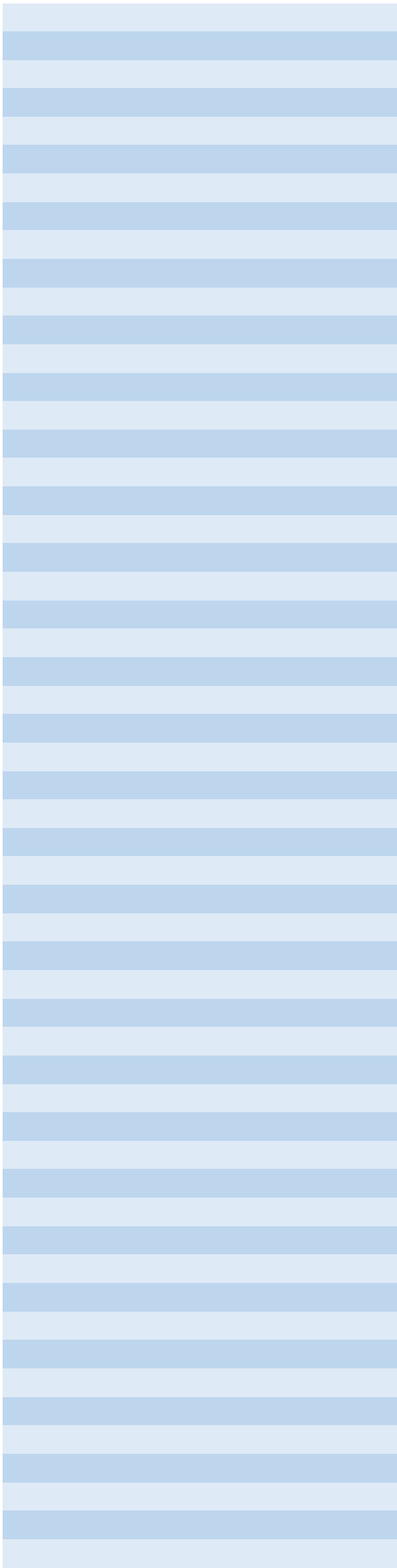


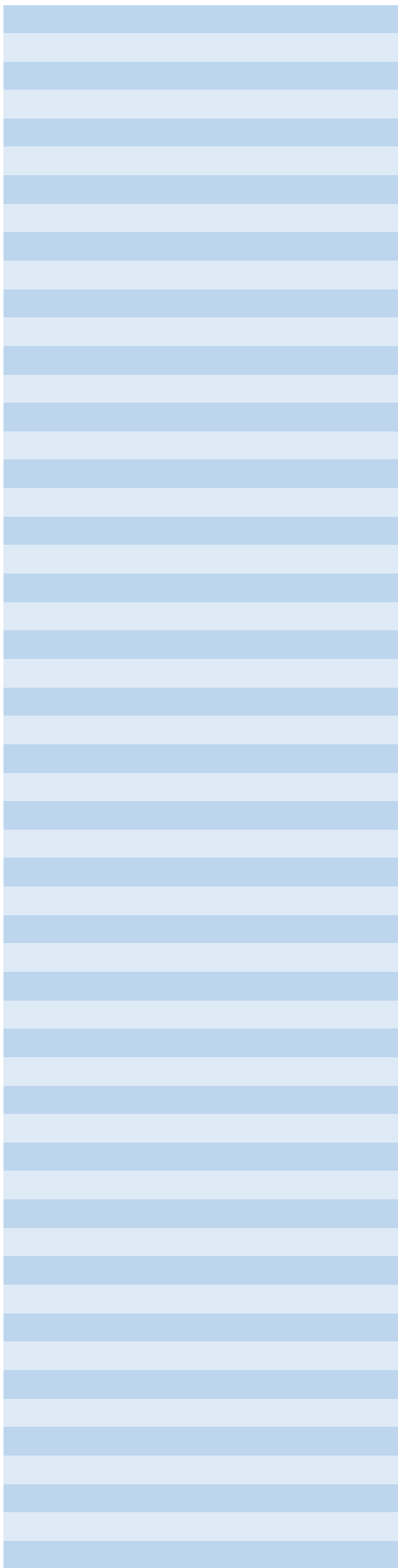


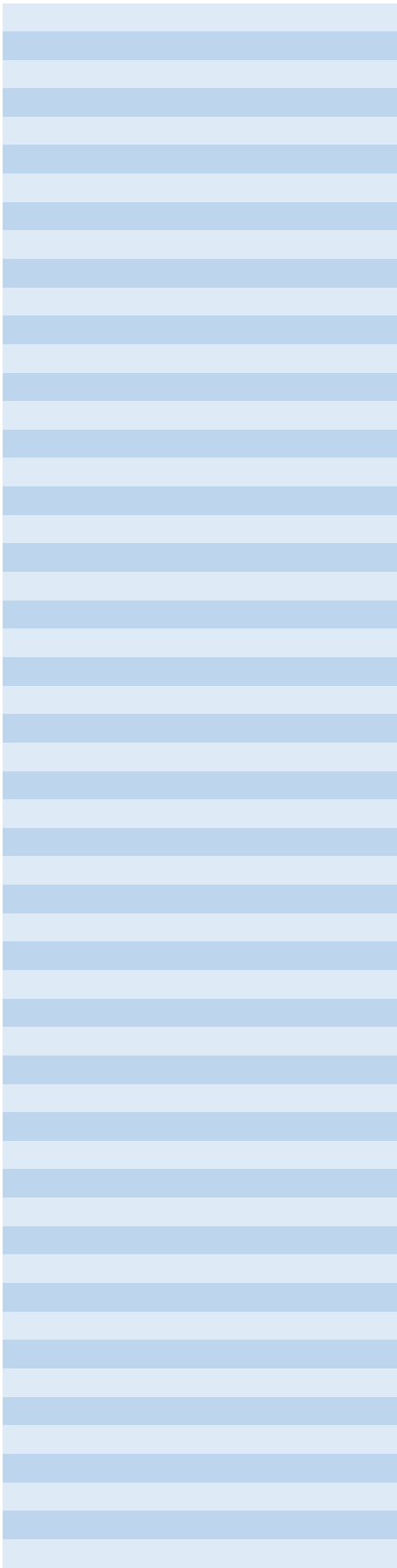


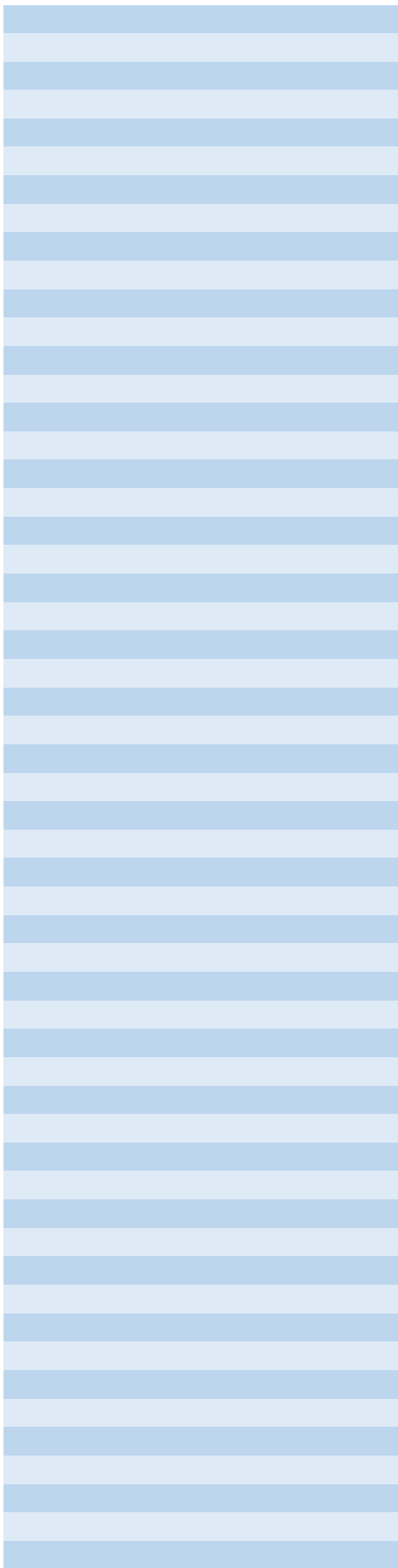


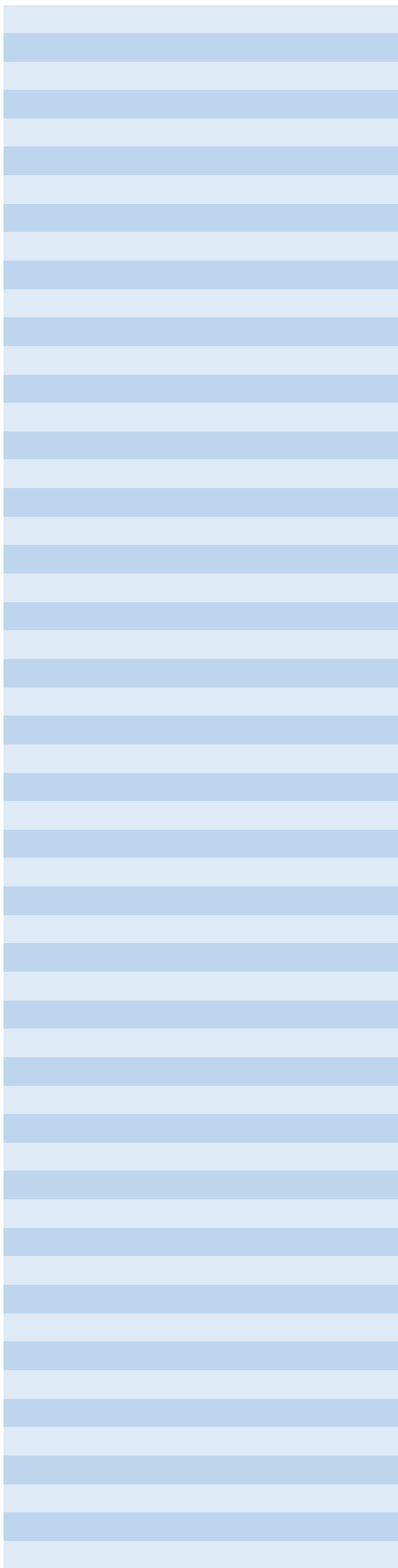


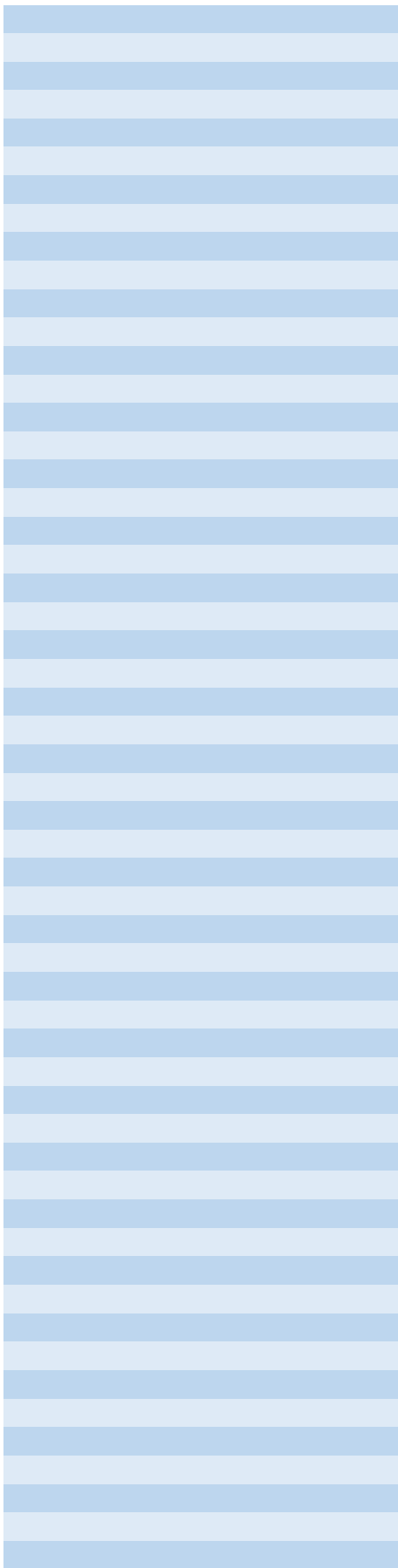


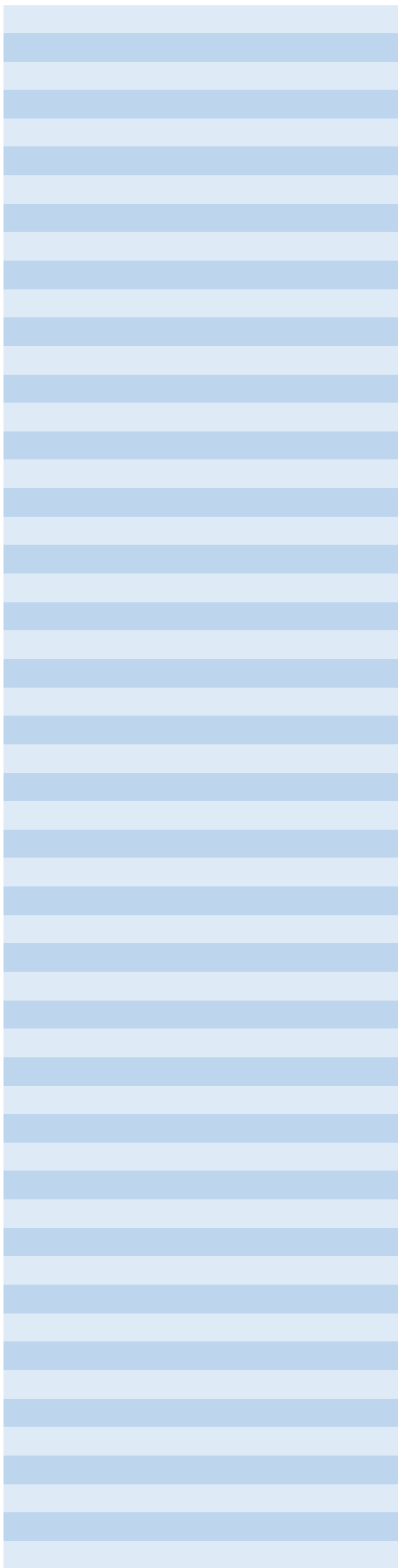


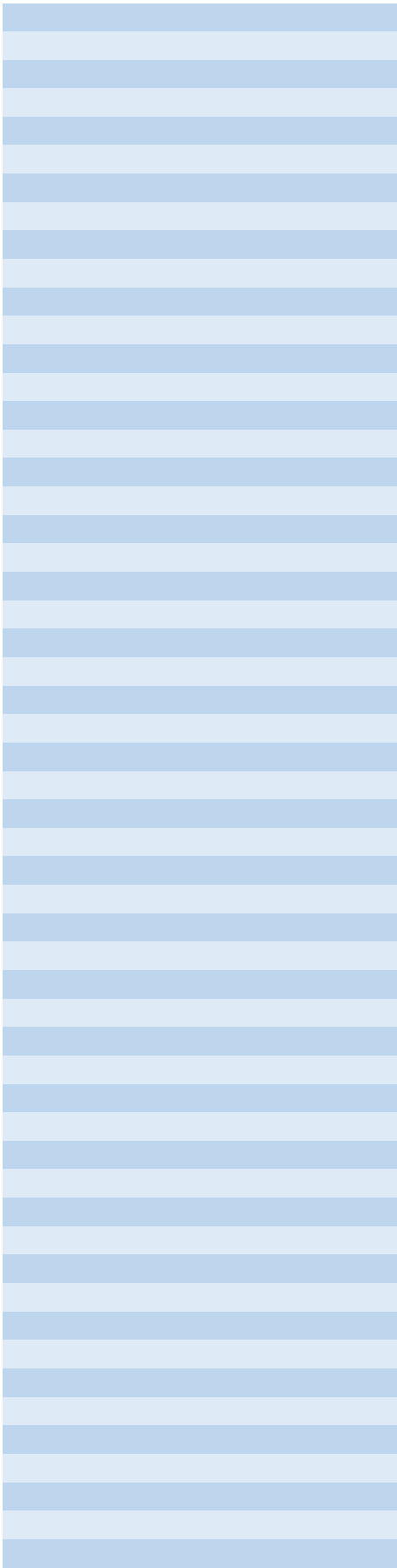


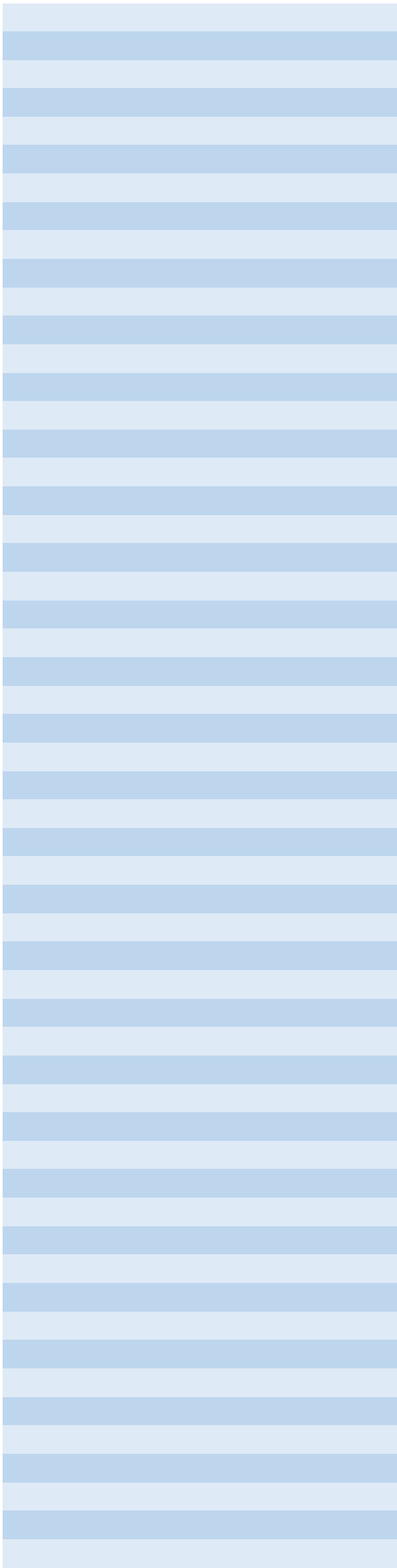


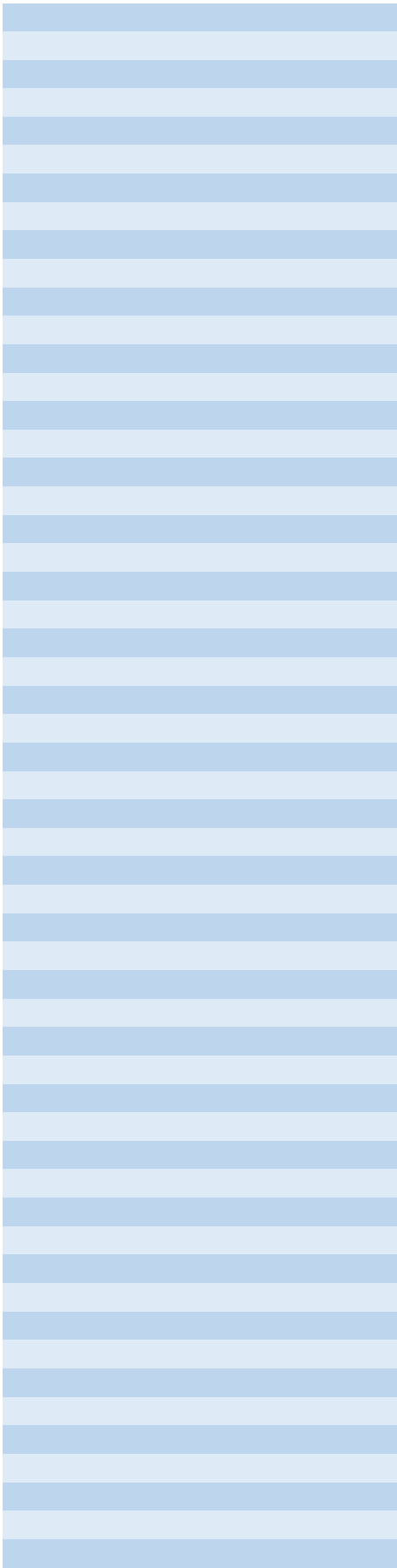


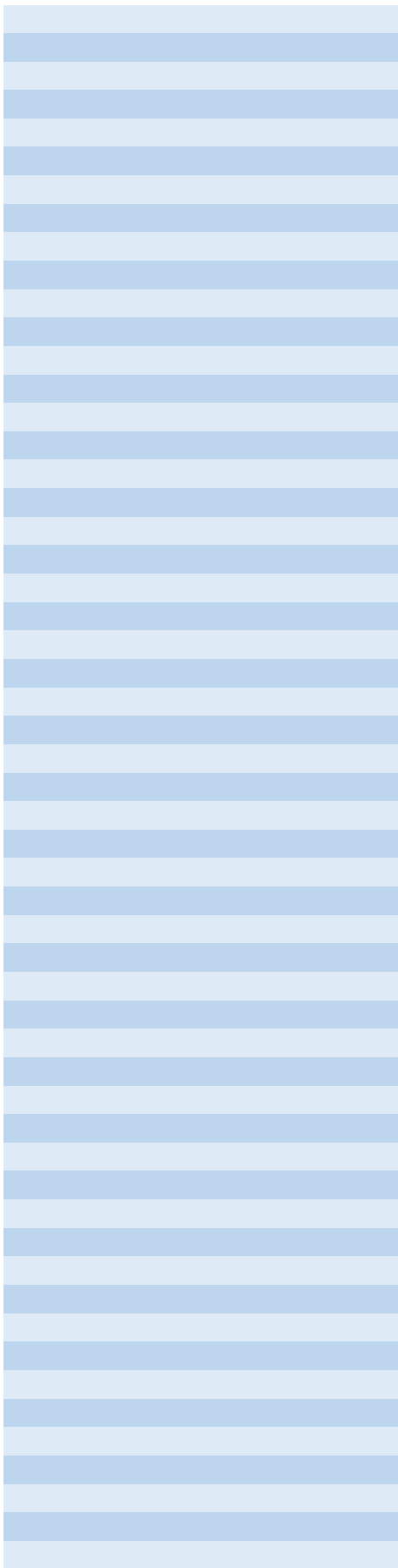


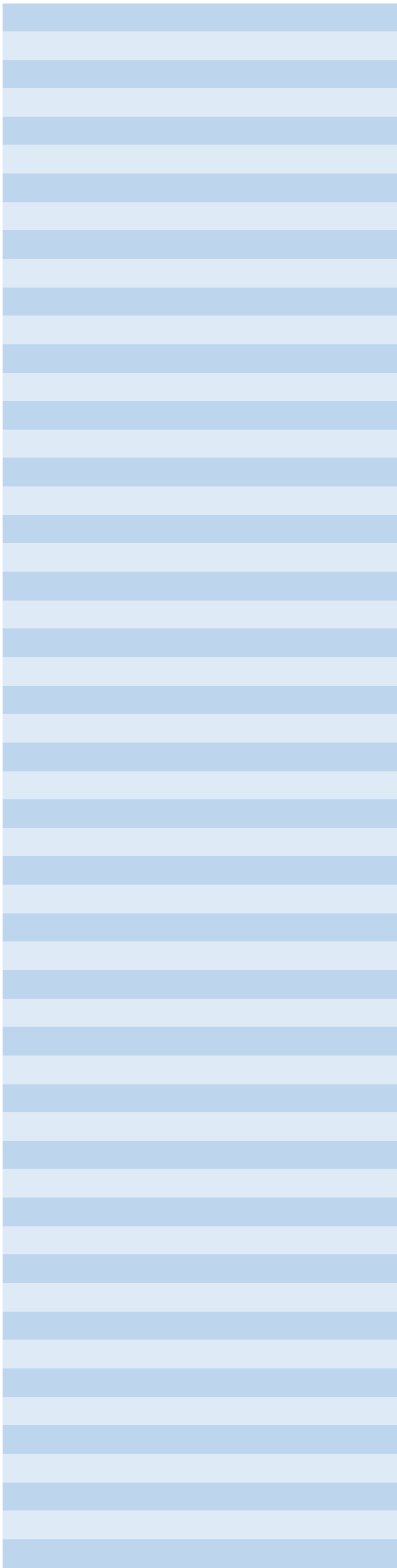


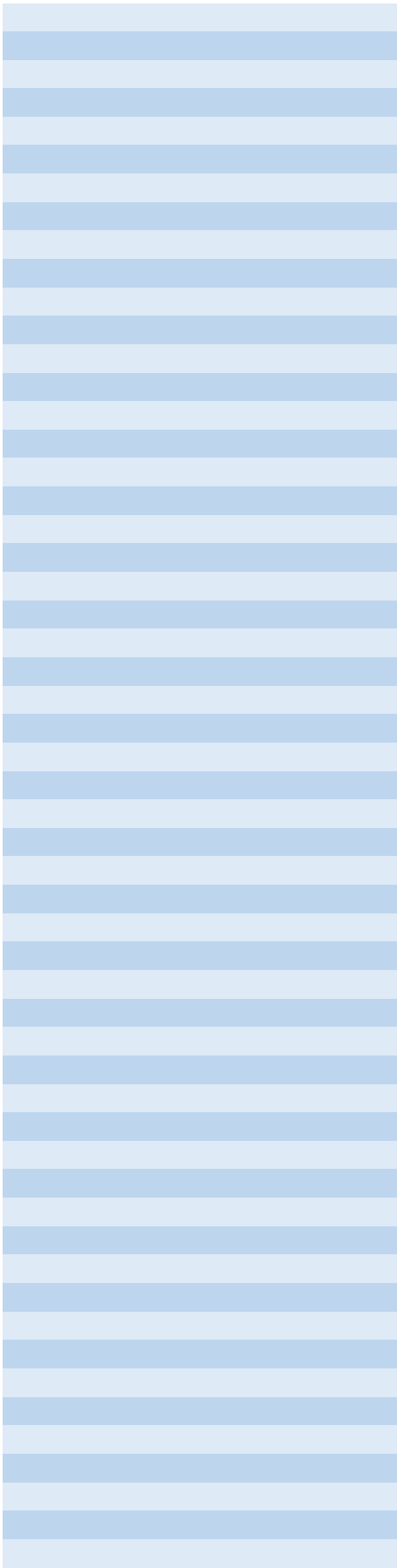


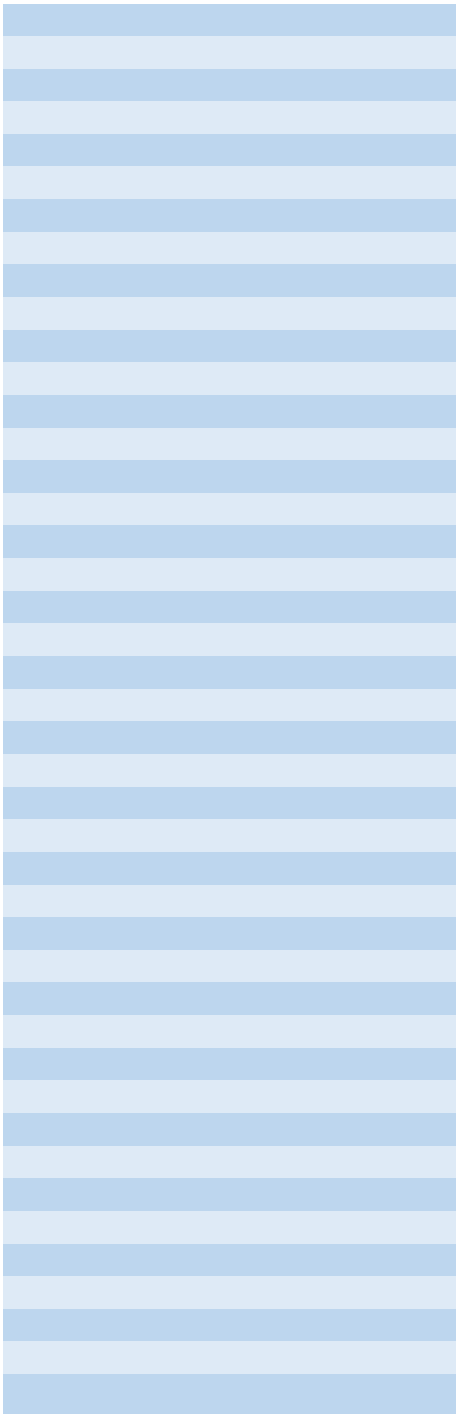












Company Name	No. of selections
AU Small Finance Bank	3
Flomic Freight Services	2
HDB Financial Services	15
Jana Bank	2
ICICI Prudential	7
IndiTex Pvt. Ltd.	1
Kotak Mahindra Bank	5
Motilal Oswal	1
Reliance Jio	1
RK Puri Associates	1
SMAASH	1
Grand Total	39

Salary
1,80,000 + incentives
144000
1,44,000- 1,60,000 + incentives
2,40,000+ Allowances+ Incentives
Rs. 168000- Rs 216000
1,85,000 + incentive
2,40,000+ Allowances+ Incentives

Ankita R	B.Com		Administrative		College
Debolina G	BBI	Western line area	Finance & Accounting	0 to 20,000	Joshi Bedekar College of Arts and Commerce
Neha A	BAF	Harbour line area	Field Sales/ Retail Sales	20,001 to 40,000	Satish Pradhan Dnyanasadhana College
Disha M	BMS	Central line area	Customer Service	40,001 to 60,000	St. Gonsalo Garcia College
Steffi C	BSc.IT	Beyond Vasai	Customer Support		SNDT Women's University, Matunga
Shweta D	BA	Beyond Panvel	Human Resource Operations		S. P. N. Doshi Women's College
Shreya K	BAFI	Beyond Kalyan	Marketing		Manjunath College of Commerce
Lisha D	BE/B.Tech		Events		K.B College of Arts and Commerce
Aishwarya R	Diploma				SIWS
Kangan C	Other				Rizvi College
Sayli					Sterling College
Madhubala		Western line area			Patuck College
Priyanka		Harbour line area			V G Vaze College
		Central line area			Ratnam College
		Beyond Vasai			Raheja College
		Beyond Panvel			Dtss Malad
		Beyond Kalyan			Khar Education Society

Received	Male	Yes
Not received	Female	No
Out of town	Parental Barrier	
Parents Barrier	Peer Pressure	
further studies	Poor Decision Making	
not getting selected (lack of prep/info)	Lack of Clarity	
no show at interview	Lack of Concentration	
profile ignorance/specific profile	Poor Communication Skills	
Unwillingness to travel	Excellent Communication Skills	
High salary expectation	Not Computer Literate	
Other	Low Self-Esteem	
	Low Confidence	
	High Confidence	
	Influenced Easily	
	Religious Barrier	
	Others. (Please mention the reason in the concern area)	
	Not Applicable	