

**On 100 Rs
Stamp Paper**



**Memorandum of Understanding/ Association for
Mutually Beneficial for Skill Development Programs in
Pharma**

Between

1. I.P.E.R. Pune

and

**2. Name of Pharmacy / Science
College or University /Industry
with Logo**

THIS AGREEMENT made on _____,
between **Institute of Pharmaceutical Education and Research (Pune) Pvt Ltd**, Registered Pvt Ltd Company and having its administrative office at Office No.15 Ideal Chambers Paud Road Pune 411038 called "**IPER**" (which expression shall, unless it be repugnant to the context or meaning thereof, be deemed to mean and include its successors and assigns) of the ONE PART;

AND; ---

Having registered office at hereinafter called "**.....**" (Which expression shall, unless it be repugnant to the context or meaning thereof, be deemed to mean and include its successors and assigns) of the OTHER PART:

WHEREAS the **IPER** is engaged in the Conducting several Pharma Management Diploma Programs and One day Certificate Programmes and Webinars, has decided to collaborate with ----- for **Skill Development** for the Pharmacy/Science Students.

IPER is a reputed brand / company / organization in its respective professional field of pharma training and run Professional Pharma Management Diplomas and One day certificate programmes and Webinars while is a professional pharmacy/Science/college or University imparting Quality Pharmacy or Life Sciences Education?

NOW THIS AGREEMENT WITNESSETH AS FOLLOWS:

1. The has joined hands with the **IPER** for enhancing the Industry relevance and exposure of the Pharma Industry Practices through various Pharma Management Programmes, One Day Certificate Programmes and Webinars to their pharmacy/science students.

2. This association will be for a period of 3 year commencing from the date of this agreement,
3. The ----- may advertise the **IPER** at its own cost and expenses by advertisements in newspapers, journals, magazines, Internet or by any other means.
4. The ----- agrees to conduct One Day Programme on **Current Challenges and opportunities in Pharmacy Profession** to inspire the students to enroll for IPERs Pharma Management Diplomas by paying Rs 700 per participant and agrees for minimum 60 participants. If college does the aggrement or association for 2 one day programmes or Webinars then cost per programme will be Rs 600, for 3 programmes Rs 500 and for 4 programmes Rs 400 in a year. Cost is inclusive of 18% GST. Minimum 30 students should register for **IPERs** any Pharma Management Diplomas and minimum 4 one day certificate programmes or Webinars should be conducted by in a year. For correspondence Registration **IPER** will conduct 2 One Day Professional certificate Programmes while for Online Registration 4 and Part Time Registration 6 programmes will be conducted to cover the content of programmes.
5. The agrees to appoint a High ranked senior professional amongst its employees as a Representative for coordinating the activities.
6. The and the **IPER** hereby agree to use each other's business Collaterals like Logos, photos, website URL etc in their individual Business Collaterals after mutual consent.
7. The or the **IPER may** terminate this Agreement, at any time during the period of three Years, after giving one-year notice thereof, in case either party fails to comply with the

instructions issued by it or if it omits to comply with its obligation imposed upon it under this agreement.

8. Charges of **IPER** for One Day Programme is Rs 700 per participant inclusive of 18% GST and for Prospectus and Application form for Diploma is Rs 1500 inclusive of 18% GST. Course fees of various courses mentioned in Annexure.
9. The will receive 10 % of **IPER** fees charged to students for Pharma Management Diplomas after students enroll for the programme. Co-ordinator of ----- will get Rs 3000 per month for organizing activities.
10. For fee structure of **IPERs** Pharma Management Programmes see Annexure 1 and List of **IPERs** One Day Programme and fees see Annexure 2.
11. However, notwithstanding such notice or effective termination, parties shall complete their pending obligations. The ongoing program needs to be completed and ensure that the interest and rights of the admitted students would be protected by both the parties.
12. Any and all disputes, controversies, differences arising between the parties hereto out of or in relation to this agreement or any breach thereof shall be finally settled by arbitration by two arbitrators, one to be appointed by each party to the dispute and the arbitrators shall, before taking upon themselves the burden of reference appoint an umpire. The award given by the arbitrators or umpire as the case may be, shall be, final and binding on the parties.
14. This agreement will be registered on stamp paper shall be executed in duplicate. The shall retain the copy and **IPER** will retain the original

15. Unless otherwise agreed upon, the respective addresses for communication in respect of any matter relating to this agreement shall be as under:

For:

For: I.P.E.R.

Name of Person
HR/President / Vice
Chancellor
College / University/Company

Dr Mahesh Burande
Hon Director
Institute of Pharmaceutical
Education and
Research (Pune) Pvt. Ltd.

Name of Person
HR/Director / Principal

Sameer Burande
CEO I.P.E.R.

Annexure 1**I.P.E.R. Pharma Management Programme Fee Structure**

Fee Structure due to Increase in GST from 1st July 2017 onward 18.0 %

● GSTIN No.: 27AAACI3921P1ZB

● SAC:999293

● PAN No.: AAACI3921P

Prospectus and Application fee Rs. 1,500 /- (Inclusive of 18 % GST)

Course No.	Name of Course	Correspondence	Online	Part-Time
1.	Diploma In Pharmaceutical Production Management - D.P.P.M.	16,520	20,060	28,320
2.	Diploma In Pharmaceutical Marketing Management - D.P.M.M.	16,520	20,060	28,320
3.	Diploma In Pharmaceutical Promotion and Advertising Management - D.P.P.A.M.	16,520	20,060	28,320
4.	Diploma In Pharmaceutical Quality Control and Quality Assurance Management - D.P.Q.C.Q.A.M.	16,520	20,060	28,320
5.	Diploma In Project Management Of Pharmaceuticals - D.P.M.P.	18,880	22,420	34,220
6.	Diploma In Medical Representative Sales Management - D.M.R.S.M.	14,160	17,700	27,140
7.	Diploma In Pharmaceutical Wholesale and Drug Store Management - D.P.W.D.S.M.	14,160	17,700	27,140
8.	Diploma In Herbal Drugs Manufacturing Management - D.H.M.M.	16,520	20,060	28,320
9.	Diploma In Pharmaceutical Purchasing, Store and Inventory Management - D.P.P.S.I.M.	16,520	20,060	28,320
10.	Diploma In Drug Laws - D.D.L.	18,880	24,780	35,400
11.	Diploma In Pharmaceutical Import and Export Management - D.P.I.E.M.	20,060	23,600	35,400
12.	Diploma In Pharmaceutical Packaging Management - D.P.Pack.M.	16,520	20,060	28,320
13.	Advance Diploma In Community Pharmacy Management - A.D.C.P.M.	16,520	20,060	28,320
14.	Diploma In Hospital Materials Management & Financial Control - D.H.M.M.F.C.	16,520	20,060	28,320
15.	Advance Diploma In Pharmaceutical Quality Assurance Management - A.D.P.Q.A.M.	27,140	30,680	53,100
16.	Diploma in Drug Regulatory Affairs - D.D.R.A.	23,600	27,140	47,200
17.	Diploma In Pharmaceutical Cost Management - D.P.C.M.	16,520	20,060	28,320
18.	Advanced Diploma In Patent and Regulatory Management - A.D.P. R. M.	59,000	62,540	88,500
19.	Advanced Diploma In Pharma and Biotech Supply Chain Management - A.D.P. B.S.C.M.	23,600	27,140	47,200
20.	Advanced Diploma In Pharmaceutical Product and Brand Management - A.D.P. P.B.M.	27,140	30,680	47,200
21.	Advanced Diploma In International Regulatory Affairs - A.D.I.R.A.	41,300	44,840	70,800
22.	Advanced Diploma In Clinical Research and Data Management - A.D.C.R.D.M.	21,240	24,780	47,200
23.	Diploma in Active Pharmaceutical Ingredients Manufacturing Management - D.A.P.I.M.M.	30,680	34,220	54,280
24.	Diploma in Pharmaceutical Sterile Technology Management - D.P.S.T.M.	35,400	47,200	70,800
25.	Diploma in Food Pharma Analysis - D.F.P.A.	20,060	23,600	47,200
26.	Master's Diploma in Pharmaceutical Management - M.D.P.M. (by doing any three Diplomas)			

ANNEXURE 2

I.P.E.R.'s Most Popular One Day Certificate Professional Programs and Webinars for Pharmacy Colleges/ Industries

Batch Size: 60 Students, Course Fee for One Day Programmes Rs 900/ Per Participant inclusive of 18% GST. If College Conduct 4 programmes in a year cost of One Day Programme will be Rs 600 per participant inclusive of 18% GST. In such case minimum 2 programmes should be organized by college at a time. For Webinar course fee Rs 600 / per participant inclusive of 18% GST . If College or organization organizes 4 webinars in a year then cost per webinar per student will be Rs 400 inclusive of 18% GST. Batch size for Webinar minimum 60 students.

1. Pharma Marketing Art, Science and Profession.
2. cGMP requirements and Schedule M.
3. cGMP, Quality Productivity and Positive Attitude
4. Professional and Profit-Making Drug Store Management
5. Art of Facing Interview and Techniques
6. Clinical research and Drug Development
7. Positive Attitude hard work Knowledge skill and team work
8. Personality Development through communication skill
9. Role of Quality Control and Quality Assurance in Pharmaceuticals
10. Good Laboratory Practice and Principles and Methods of SOP and SCP
11. Drug Regulatory Affairs – Basic Requirements
12. Principles and Practice of Pharmaceutical Management
13. Scope and Potential after Pharmacy - Galaxy of Job Opportunities and Career
14. Meaning of Quality Control and Quality Assurance Management
15. Organization Structure Requirement Job
16. Setting Quality Control Laboratory
17. Functions of Quality Control Department
18. GMP and Quality Control
19. Safety Testing of Pharmaceuticals ISO 9000 and Evaluation of Packaging Materials, Auditing in Pharmaceuticals
20. cGMP, Audit, Positive Attitude as an Organization Culture
21. cGMP, Quality, Productivity, Safety and Positive Attitude
22. DNA of Patent and Regulatory Affairs
23. Personality Development and Interview Techniques for Pharmacy Professionals
24. cGMP, Safety and USFDA Requirements
25. Attitude to Altitude in Pharmaceuticals
26. Scope and Potential after Pharmacy - Business Opportunities in Pharmacy Profession
27. Product Management and Positioning in Pharma Marketing
28. Basic cGMP Requirements Schedule M & EU Guideline's new updates
29. USFDA Key Features of Current Good Manufacturing Practices
30. Business Opportunities in Pharmacy Profession.