



**MEMORANDUM OF UNDERSTANDING  
(A Strategic Arrangement for Intercontinental Development)**

**BETWEEN**

AFRICA INDIA ECONOMIC FOUNDATION hereinafter referred to as 'AIEF' as the party of the First Part with its registered office located at 292 Avvai Shanmugam Salai, Gopalapuram, Chennai-600086, India and duly represented by its Chairman and Co-Founder Mr.G. Rathinavelu and herein referred as party of the First part.

**AND**

U.S. INDIA SME COUNCIL INC, hereinafter referred to as 'USISMECL' and as the party of the Second Part with its registered office located # 5022, Warren Street, North West (NW), Washington DC 20016, USA and duly represented by its Chief Executive Mr. Elisha B. Pulivarti, herein referred as party of the Second part.

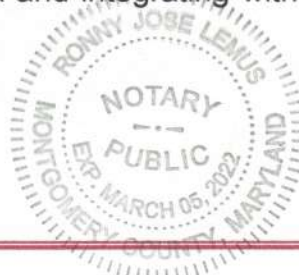
**PREAMBLE:**

**AFRICA INDIA ECONOMIC FOUNDATION (AIEF)** is a registered and established body in Chennai, India formed in 2007 with the sole objective of bringing India and Africa together by integrating and developing close business, technology and commercial links between the private sector and MSMEs of India and Africa. AIEF aims to support strong B2B links for overall development of India and Africa, particularly to empower African business.

The Co-founders of AIEF were also instrumental in helping the conceptualisation of TEAM-9 (Techno Economic Approach for Africa India Movement) between 8 West African countries and India. The success of TEAM-9 inspired the Co-founders to create AIEF to connect the entire African continent with India.

**AFRICA INDIA BUSINESS CENTRE (AIBC):** In order to achieve these goals, AIEF plans to build Africa India Business Centre Complex in Mumbai, India. A corporate body "Africa India Business Centre Ltd" has been incorporated under the Indian Companies Act.

AIBC proposes to house business representatives and Chambers of Commerce, Trade and Industry of Africa and India as well. The plans include world class state-of-the art exhibition hall, convention centre, cultural centre, food courts, hotels and shopping centres with local African products, including handicrafts. This model will not only promote business and international trade but will also boost P-to-P (People to People) interaction between both Africa & India and integrating with the larger Asian market as well.





AIBC will thus be a single window opportunity for seamless interaction and will emerge as a unique platform symbolizing the best of Africa-India inter-continental trade, technology and culture. AIBC will provide opportunities for the members to participate in seminars, conferences, meetings, symposia, roundtable discussions, etc, thereby facilitating brand promotion and meetings with foreign delegations, international agencies, international chambers of Commerce and industries, etc. AIBC through AIEF also plans to provide Training, Management Development Programs and Strategic Mentorship Programs suitable to the specific business. It will become the enabler of seamless multi-country trade, commerce and transfer of technology, skill, proven experience and expertise from India.

The African Union has welcomed and adopted this unique initiative of the AIEF in the African Union Summit 2020, held in Addis Ababa, Ethiopia during 6th to 10th February, 2020 and has extended all support for the establishment of the Africa-India Business Centre in Mumbai, India. This is indeed a historic endorsement for the initiative. The Ministry of External Affairs, Government of India has indicated their intention to support the efforts of AIEF. The Government of Maharashtra has also expressed their full support for the setting up of the Africa India Business Centre in Mumbai, the commercial and business capital of India.

#### **US INDIA SME COUNCIL INC.**

The U.S. India SME Council (USISMECL) is a Premier business advocacy Washington DC based, 501(c) (6) organization. It is a nonprofit and membership organization that gives a new voice to the business interests of SME and Indian Americans.

The U.S. India SME Council is dedicated to serve the unique small and Minority Business community through Access, Education, and Opportunity. It develops access to contacts, access to Federal procurements, access to Global Markets

The Clients are U.S. Small and Minority business enterprises (SMBEs) owned and operated by African Americans, Asian Americans, Hasidic Jews, Hispanic Americans, Native Americans, etc.

The U.S. India SME Council's mission is to grow and empower the SMEs and Indian American business community through Access, Education, and Opportunity. SME Council represents the interest of all SMEs and Indian Americans owned businesses in the United States and in India.





The members will be part of Online Membership Resource Directory for small Business, create opportunities to participate in Business-to-Business Networking, make special outreach efforts to attract and serve women who are socially and/or economically disadvantaged, Provide excellent, affordable Small Business Training Network, Get involved in State / Federal policy and regulation through our public policy programs, Assist in Business Development and Government Contracting Opportunities programs.

The US India SME Council will keep the business matchmaking, business development, and connect Council members if there is a matching project or enquiry that fits ones business. The US India SME promotes business networking events & opportunities from time to time to grow business. The US India SMEs will do business in India and Africa and State to State Business Events and workshop series to enhance business links.

USISMECL facilitate outbound and inbound trade missions to explore global market, meet with buyers and potential global partners, test the market of products, and get a deeper sense of trade trends and business.

USISMECL advocates on behalf of the over millions of small and minority enterprises and entrepreneurs to access new business opportunities in emerging industries. Through this Memorandum of Understanding (MoU), SME Council is strategically aligned with over 12 Business Chambers, State, and Local Governments in the United States and in India and with the community.

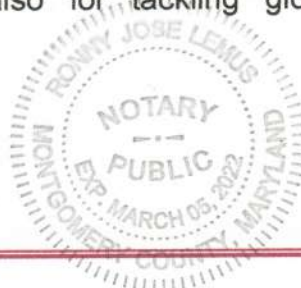
**HEREINAFTER** jointly referred to as First and second 'PARTIES' to this Memorandum of Understanding (MOU);

**CONSCIOUS** of the historically close and friendly relations existing between Africa, India and USA;

**RECOGNIZING** that in an increasingly inter-dependent world, the objectives of peace, social justice and economic prosperity are best achieved by fostering greater mutual understanding, economic engagement and meaningful technology transfer with Strategic business partnership among countries of Africa, India and USA;

**AWARE** that International Business partnerships is an unique mechanism in this era of globalization, liberalization and privatization for promoting accelerated economic growth, in view of common socio-economic problems and solutions applicable to developing countries;

**REALIZING** the significant contribution that such business partnerships can make not merely to economic growth but also for tackling global social disparities and unemployment;



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**APPRECIATING** that scientific and technology development has provided new tools which have been successfully harnessed for development and can be replicated;

**RECOGNIZING** the importance of integrating the knowledge industry, including research and development, with business initiatives and the role of private sectors and MSMEs globally;

**RECOGNIZING** the increasing need for closer collaboration between SMEs to assist recovery of SMEs during the pandemic and beyond;

**CONVINCED** of the need to strengthen regional solidarity, enhance regional business partnership and economic integration in order to meet opportunities and challenges.

**ENSURING** the need to closely involve women entrepreneurs of Africa, USA and India in the B2B partnership;

**REITERATING** their firm conviction that the Cooperation of AIEF and USISMECL will benefit private sector, particularly MSMEs of Africa, India and the USA;

**DECLARING** their determination to come together to explore ways and means as well as innovative mechanisms to enhance the cooperation in technology management systems and solutions which will guide and further the investment relations between India, Africa and USA private sectors and the MSMEs for mutual benefit;

**WELCOMING** African Union Summit's historic decision in February 2020, in support of setting up an Africa India Business Centre complex in Mumbai, India by AIEF; and

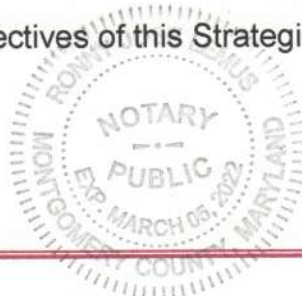
**WELCOMING** the intention of support of Ministry of External Affairs, Government of India and the State Government of Maharashtra for the Africa India Business Centre complex in Mumbai.

**Hereby agree as follows:**

### **Article 1: Objectives**

1.1. The overall objective of this Strategic Memorandum of Understanding, (MOU) is to facilitate cooperation and collaboration between the USISMECL to support and cooperate with Africa India Economic Foundation in setting up the Africa India Business Centre (AIBC) complex in Mumbai, India as well.

1.2. Towards this end, the other objectives of this Strategic MOU include:-



- a) Contribute towards boosting of India-Africa B2B relations with US collaboration;
- b) Bring the Private sectors and MSMEs of India, Africa and USA closer for professional benefit;
- c) Support Project development and financing cooperation between Indian and African Private Sectors and MSMEs with USISMECL support;
- d) Enhance presence of Project and technology Managements systems and solutions;
- e) Facilitate technology transfer, training and capacity building;
- f) Provide opportunity to realize full potential through knowledge economy and development; and
- g) Strengthen the Project evaluations linkages between the business communities of India and Africa, with USISMECL support.

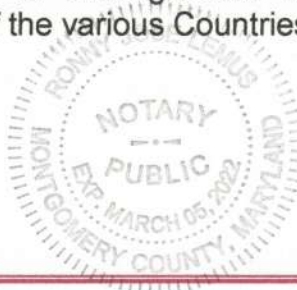
## Article 2: Scope of Cooperation

- 2.1. The scope of cooperation includes the Project, Technical and financial support and Management from USISMECL to Africa India Economic Foundation (AIEF) in setting up an Africa India Business Centre (AIBC) complex in Mumbai, India.

## Article 3: Scope of Cooperation:

The scope of cooperation includes:

- 3.1. Knowledge sharing: information exchange, involving sharing of information on publications, exchanging web links, information sharing on events and exchanging knowledge and tools on engineering design issues to develop events and visits so that the AIEF and USISMECL will conduct exchange visits to explore collaborative issues, invite each other to participate in their respective events. In addition, AIEF and USISMECL will invite each other to send speakers to its conferences and workshops.
- 3.2. Advise related to management systems and Conducting Audit: The two will jointly explore the application of USISMECL guidelines/principles and develop standard templates for documents to support the activities of AIEF ensuring optimizes outcomes in line with USISMECL values of quality, integrity and sustainability and the legacy created for society.
- 3.3. Training and Certification, Skill building:  
The two Parties will work jointly on training and certification programmes. The two will discuss establishing a Management training and certification programme to meet the needs of the various Countries and Domains/Sectors.

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- 3.4. Preparation of assessment and review reports.
- 3.5. Sector/Domain/Country specific advice and development on specific Project reports.

#### **Article 4 : Modalities of Cooperation**

- 4.1. Africa India Economic Foundation (AIEF) is the principal participant in the functioning of AIBC and USISMECL shall extend Project management and technologies advise, guidance and facilities to AIEF.
- 4.2. USISMECL will be part of the Advisory board of AIEF and AIEF will also be in USISMECL advisory board.

#### **Article 5: Exchange of Information and Intellectual Property**

- 5.1. The sharing of confidential information in connection with this Strategic Partnership Agreement (MOU) shall at all times be conducted in conformity with the laws, rules and regulations of international laws.
- 5.2. Any intellectual property in connection with the activities under this Strategic partnership Agreement (MOU) shall be jointly owned by the Parties unless otherwise specified and agreed upon. The protection of intellectual property rights shall be enforced in conformity with the laws, rules and regulations in force internationally.

#### **Article 6: Implementation**

- 6.1. AIEF will finalize the modalities and scope of advise from USISMECL in the process of management and technological skills for overseeing the establishment of the Africa India Business centre in Mumbai, India.

#### **Article 7: Cost-sharing and Financial Arrangements**

- 7.1. AIEF and USISMECL will coordinate in securing funding, donations, subsidies, contributions and memberships from the Trade Representatives and business sector of the associated countries for the establishment and development of the AIBC complex.
- 7.2. AIEF will maintain Secretariat with staff for the smooth functioning of the business centre and its activities where USISMECL shall advice in professional functioning.

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7.3. The Cost-sharing pattern will be mutually worked out on a case to case basis.

7.4. Initially till the Africa India Business centre comes into existence, AIEF and USISMECL will bear each expenses.

#### **Article 8: No Liability**

8.1. This Strategic Partnership Agreement (MOU) does not confer legal obligations on the side of any of the Parties but is an expression of their interest to collaborate in the fields identified.

#### **Article 9: Supplementary Arrangements and Amendments**

9.1. The Parties to the Strategic Partnership Agreement (MOU) may by mutual agreement through a simple exchange of letters, enter into supplementary arrangements within the scope of this MoU, or amend any provisions contained therein.

#### **Article 10: Privileges, Immunities and Facilities**

10.1. Nothing in this Strategic Partnership Agreement (MOU) may be interpreted or construed as a waiver or a modification of the privileges, immunities and facilities, which the Parties enjoy by virtue of the international agreements and laws applicable to the Parties.

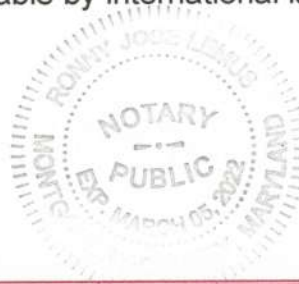
10.2. This Strategic Partnership Agreement (MOU) shall be governed and interpreted in accordance with Indian law and rules and regulations.

#### **Article 11: Entry into Force and Termination**

11.1. The Strategic Partnership Agreement (MOU) will come into effect from the date of its signature by all the Parties and shall remain in force for an initial period of five years and extended automatically for another five years, unless terminated by any Party by giving three months' notice at any time.

#### **Article 12: Effect and Settlement of Disputes**

12.1. The Strategic Partnership Agreement (MOU) is intended to provide an overall framework of collaboration between the Parties and does not confer any obligation or commitment enforceable by international law.



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12.2. The Parties shall resolve amicably any differences relating to or arising out of the interpretation or execution of this Strategic Partnership Agreement (MOU).

**Article 13: Channel of Communication and Notice**

13.1. For the purpose of this Strategic Partnership Agreement (MOU), the Parties will, in writing, designate focal points for all correspondence.

**Article 14: Confidentiality**

14.1. The sharing of confidential information and to protect intellectual property rights in connection with this Strategic Partnership Agreement (MOU) shall at all times be conducted and enforced in conformity with the laws, rules and regulations in India.

**Article 15: Miscellaneous Provisions**

15.1. This Strategic Partnership Agreement (MOU) constitutes the whole of the collaboration between the Parties in respect of the subject matter.

**In witness whereof**, the undersigned duly authorized for this purpose by the respective Parties, thereto have signed this Strategic partnership Agreement MoU done in English.

Done at New York on 23<sup>rd</sup> September, 2021 in two originals in English language.

**Signatures:**

For. Africa India Economic Foundation

For US INDIA SME Council Inc.

*G. Rathinavelu*

*Elisha B. Pulivarti*

**G. Rathinavelu**  
Chairman & Co-Founder  
Africa India Economic Foundation  
292, Avvai Shanmugam Road  
Gopalapuram, Chennai- 600086

**Elisha B. Pulivarti**  
Chief Executive Officer  
U.S, India SME Council  
#5022 Waren Street, Northwest (NW)  
Washington, DC 20016



*G. Rathinavelu*  
Witness

*Elisha B. Pulivarti*

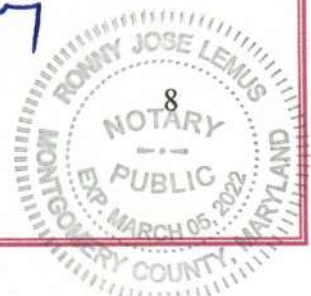
1. *[Signature]*

*(RAJAN NATARAJAN) Washington DC USA.*

2. *[Signature]*

*KARTHEKEYAN KUPPUSWAMY*

SWORN TO AND SUBSCRIBED BEFORE ME  
THIS 26 DAY OF September, 2021  
WITNESS MY HAND AND OFFICIAL SEAL



*Ronny*  
MY COMMISSION EXPIRES 03/05/2022