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| <b>AICRA’S NATIONAL COORDINATOR(NC) ASSOCIATE’S POLICY FOR DISTRICT COORDINATOR(DC) – ANNEXURE A</b> |
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**Policy Summary:** AICRA will permit an associate to execute Associate policy that would make him understand about all legal, commercial and business aspects of Coordinators that is named “District Coordinate”.

**Purpose:** This policy reflects AICRA National Coordinator’s obligations towards District Coordinators as well as norms set to abide by Coordinator to drive business. There is a written agreement between the three parties which provides assurances that the Coordinator will appropriately safeguard the information.

**Scope/Applicability:** This policy is applicable to all District Coordinators (DC) that has an agreement with AICRA’s National Coordinator as a District Coordinator (DC). This policy’s scope includes all business information, as described in Definitions below.

**Duration** The policy duration is 1 (One) years with effect from \_\_\_\_\_

**Obligations and Deliverables:**

**Service Category:** All Services offered by AICRA’s National Coordinator will fall in different category as follow:

| Category                | Services  |
|-------------------------|---|
| Robotics Competitions   | TechnoXian District Level/ State level championship will be organized in coordination with DC. Registration fee will be collected from participants   |
| Training and Internship | Short duration (1-10 days) programs that offer training at Institute premise by AICRA will be considered as workshop. All trainer support and material will be provided by AICRA or its authorized vendors. |
| Summit and Conferences  | Various technology summits and conferences will be organized in coordination with DC. Delegate and Sponsorship will be charged for event.   |

## BUSINESS ASSOCIATE POLICY AND OTHER ARRANGEMENTS

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|---------------|--|
| NxR Lab Setup | Next Generation Robotics & AI Lab (NxR) is to be set up at school / college premises. The Lab will be setup by AICRA or its vendor. Students from the same institute or from nearby will be the paid member. |
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**Revenue Sharing:** AICRA's National Coordinator will pay to Coordinator, a Commission for soliciting the sale of AICRA's Services. The commission is designed for the parties to earn on achievement of targets / milestones.

| Type of Services   | DC Share (%) |
|--|--------------|
| Registration Fee in District Championship Event            | ___          |
| State or District Championship (Sponsorship/Exhibitor Fee) | ___          |
| On-Campus Training/Workshop                                | ___          |
| NxR Lab (Membership Fee)(Optional)                         | ___          |
| Training & Internship (Optional)                           | ___          |
| Summit & Conference (Delegate, Sponsorship)                | ___          |
| TechnoXian Team Registration                               | ___          |

The Associate shall be responsible to generate a minimum business target (mutually decided) of \_\_\_ District Championship in a year and \_\_\_ Workshops in a year and \_\_\_ NxR Robotic Labs in a year. Target may vary for different category of town.

**Agreement Term** For District Coordinator - 1 year

**Manpower:** For District Coordinator –

- Business Development Manager: 1 Nos.(Mandate)
- Tele Marketing Executive: 1 Nos.(Optional)

## BUSINESS ASSOCIATE POLICY AND OTHER ARRANGEMENTS

**License Fee:** Following license fee would be applicable for District coordinators.

| Town Category | *License Fee | **Renewal Fee |
|---------------|--------------|---------------|
|               |              | NA            |

*\*GST 18% extra*

*\*\* Renewal of agreement would be on performance basis*

**Policy** This policy is to be reviewed annually to determine if the policy complies with  
**Renewal/Review:** current AICRA regulations. In the event that significant related regulatory changes occur, the policy will be reviewed and updated as needed.