



**Memorandum of Understanding  
between the GLOBAL SOCIAL VENTURE COMPETITION  
at The Haas School of Business, University of California at Berkeley  
and the ONE MILLION FOR ONE BILLION FOUNDATION, India**

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The Global Social Venture Competition (GSVC) managed by the Haas School of Business, U.C. Berkeley (Berkeley-Haas), located at 2220 Piedmont Avenue, Berkeley, California, 94720, USA and the One Million for One Billion Foundation (1M1B) in India, agree to work cooperatively for the program year beginning at the signing of this agreement and ending June 30, 2018, accepting 1M1B as a Regional Partner.

Regional Partners are essential to promoting GSVC and sourcing entrants for the competition from their region. Regional Partners are responsible for sponsoring and hosting a regional competition either virtually or in-person in collaboration with any local Round One and Outreach Partners, and for sending the top teams to the GSVC Global Finals. Regional Partners may assist Round One and Outreach Partners in marketing, funding, and organizing regional finals.

**The GSVC Program at Berkeley-Haas agrees to the following:**

1. Serve as Lead/Managing Partner for the Global Social Venture Competition; manage Global Partner Network.
2. Provide financial support to host the global finals competition\*, including prize money for winners, venue and facility fees for global finals events and activities, one lodging room per team, and meals during hosted events and activities related to the global finals. Berkeley-Haas will not cover travel expenses for teams to come to UC Berkeley for the global finals. **\*In even years, partner schools hosting the Global Finals will be responsible for all of the above, other than prize money; for 2018, this is the ALTIS Program in Milan, Italy.**
1. Provide access to GSVC marketing materials (logos, brochures).
2. Maintain GSVC website and online resources.
3. Provide faculty and program management, in support of GSVC.

**1M1B as a Regional Partner agrees to the following:**

1. Administer a Regional social venture competition in the target area (India and surrounding countries), including:
  - a. Hold information sessions and conducting outreach to top ranked universities in the area
  - b. Send emails and flyers, and using social media and websites to promote GSVC in the target region.
  - c. Identify judges willing to participate in the Regional judging rounds.
  - d. Identify mentors for the teams who are willing to provide support to the teams as they build their ventures.
  - e. Provide information to Outreach and Round One Partners in the region about the Regional Competition.
  - f. Provide funds to send the top teams from the Regional Competition to the Global Finals either in Berkeley, CA, USA, or at the hosting Partner School (for 2018, this is ALTIS in Milan, Italy).
  - g. Provide faculty, program management, and students to adequately support the GSVC Regional Competition.



2. Abide by the rules and guidelines set forth by the GSVC and hold entrants to eligibility standards cited below:
  - a. Teams must include a student, current or recent graduate\*, from any level of higher education (undergraduate, masters level/graduate, or Doctoral) in any area of study in the world;
 

*\*Recent students must meet the following criteria:*

    - Recent Bachelor's degree holders must have completed their degree with four (4) years of the application deadline (December 31, 2017).
    - Recent Master's or Doctoral level degree holders must have completed their degree within two (2) years of the application deadline (December 31, 2017).
  - b. The venture must not be more than two years old, as measured by first revenues or first patent, whichever occurred earliest.
  - c. Submitted ventures must not have received more than **\$250,000** in funding from venture capital, private investors, grants (government or foundation), loans, or other funding sources (excluding in-kind) as of December 31, 2017.
  - d. Lifetime revenue should not exceed **\$500,000** as of December 31, 2017.
  - e. A clear "double bottom line" or "triple bottom line," as defined by solid potential for financial return on investment and a quantifiable social and/or environmental bottom line incorporated into its mission and practices.
3. Commit to meeting the deadlines for GSVC Finals as set by the GSVC management team.
4. Provide financial support for all local expenses as related to the GSVC, including marketing activities.
5. Use the GSVC brand appropriately, ensuring continued integrity of the competition (logos and other materials). This includes providing the GSVC with links to websites and copies of marketing material used to support GSVC in the target region. This also includes providing GSVC with other material such as videos used to support the competition, white papers, or other materials.
6. Report key competition statistics to the GSVC in a manner and timeframe as specified by the GSVC management team. This includes providing upon request, all entrant information (i.e., team submission materials and team member contact information).

**The GSVC at Berkeley-Haas and 1M1B agree to the following:**

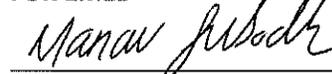
1. Modifications to this agreement will be made by mutual agreement in writing.
2. Either party, upon giving thirty (30) days written notice to the other party, may terminate the agreement without cause.

By signing this partnership agreement, both schools/organizations agree to be active partners and to abide by its terms.

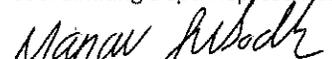
**FOR THE GSVC**

 8/17/17  
GSVC Coordinating Dept. Representative Date

**FOR 1M1B**

 August 17, 2017  
Coordinating Dept. Representative Date

 8/17/17  
GSVC Faculty Representative Date

 August 17, 2017  
Faculty Representative Date