Blue Ocean
Educational Services Pvt Ltd.

Commercial & Financial Proposal

Establishment of Incubation & Skill Development Center

In Collaboration with: Gujranwala Chamber of Commerce & Industry (GCCI)
Collaboration Partner: Blue Ocean Educational Services Pvt. Ltd.

1. Introduction

This proposal presents a strategic collaboration between the **Gujranwala Chamber of Commerce & Industry (GCCI)** and **Blue Ocean Educational Services Pvt. Ltd.** for the establishment and operation of a **Skill Development & Incubation Center** in Gujranwala.

The proposed center aims to promote **industry-relevant skills, entrepreneurship, incubation, and workforce development**, aligned with the evolving needs of local industries and market-driven economic demands.

2. Purpose of Collaboration

The primary objectives of this collaboration are to:

- Establish a **Skill Development & Incubation / Scale-Up Center**
- Introduce **market-driven, skill-based, and financially sustainable programs**
- Develop strong and continuous **linkages with local and national industries**
- Build capacity of **youth, startups, entrepreneurs, and industrial workforce**
- Create a **self-sustaining and revenue-generating institutional model**

3. Scope of Work & Responsibilities

3.1 Responsibilities of Gujranwala Chamber of Commerce & Industry (GCCI)

GCCI shall provide the initial physical infrastructure required for the center, including but not limited to:

- Classrooms and training halls
- Skill development laboratories
- Incubation and co-working spaces
- Offices and meeting rooms
- Basic utilities and physical facilities

All provided infrastructure shall **remain the property of GCCI**.

3.2 Responsibilities of Blue Ocean Educational Services Pvt. Ltd.

Blue Ocean Educational Services Pvt. Ltd. shall be responsible for **complete academic, operational, and commercial management** of the center, including but not limited to:

- Designing, launching, and managing **financial-model-based and market-oriented courses**
- Day-to-day operational management
- Faculty hiring, training, and performance management
- Curriculum design, delivery, and continuous improvement
- Marketing, branding, student recruitment, and admissions
- Establishing and managing **industry linkages and MoUs**
- Liaison and collaboration with:
    - Local and national industries
    - Universities and academic institutions
    - Research centers
    - Training authorities
    - National and international partners

4. Financial & Revenue Sharing Model

The Center shall operate on a **self-sustained commercial and revenue-generating model**.

Revenue Streams

Revenue may be generated through, but not limited to, the following activities:

- Skill-based and market-oriented training programs
- Incubation, acceleration, and scale-up services
- Corporate, industrial, and institutional training programs
- Professional certification and diploma programs
- Industry-sponsored, customized, and demand-driven training initiatives

Revenue Sharing Formula (Gross Revenue Basis)

- **40% of the gross revenue** generated by the Center shall be allocated to **Gujranwala Chamber of Commerce & Industry (GCCI)**.

- **60% of the gross revenue** shall be allocated to **Blue Ocean Educational Services Pvt. Ltd.**

Cost & Expense Responsibility

- All academic, administrative, marketing, human resource, and management expenses of the Center shall be borne by Blue Ocean Educational Services Pvt. Ltd.

- The GCCI share shall be calculated on **gross revenue**, irrespective of the total expenses incurred.

- Blue Ocean Educational Services Pvt. Ltd. shall be responsible for managing cost escalations and operational sustainability within its allocated revenue share.

5. Sustainability & Governance Clause

- This collaboration and agreement shall remain **valid, continuous, and enforceable**, irrespective of:
  - Any change in GCCI management
  - Change in office bearers or executive committee members
- The partnership shall be governed by **institutional continuity principles**, ensuring uninterrupted operations, long-term sustainability, and strategic consistency.

5.1 Duration of Collaboration

This collaboration and operational arrangement shall be established for an **initial period of three (03) years**, commencing from the date of signing of this agreement by both parties.

Upon successful completion of the initial three-year term, the collaboration may be **extended for further terms** on mutually agreed terms and conditions, subject to:

- Performance review of the Incubation & Skill Development Center
- Financial sustainability and impact assessment
- Mutual consent of both GCCI and Blue Ocean Educational Services Pvt. Ltd.

Unless terminated earlier in accordance with mutually agreed legal provisions, both parties shall remain fully bound by the roles, responsibilities, financial arrangements, and governance framework outlined in this proposal throughout the agreed duration.

6. Legal & Strategic Assurance

- All **MoUs, affiliations, accreditations, training licenses, and skill authorizations** with:
  - Industries
  - Universities
  - Research centers
  - Training and regulatory authorities

shall be **facilitated, obtained, and managed by Blue Ocean Educational Services Pvt. Ltd.** on behalf of the collaboration.

- The collaboration shall operate on a **Win–Win Partnership Model**, ensuring:
  - Financial sustainability
  - Institutional growth and credibility
  - Strong industrial relevance and impact

7. Conclusion

This collaboration represents a **strategic, sustainable, and future-oriented initiative** designed to strengthen **industry–academia linkages**, promote **skill development and**

entrepreneurship, and generate **long-term economic and institutional value** for both **GCCI** and **Blue Ocean Educational Services Pvt. Ltd.**

Both parties affirm their commitment to **mutual growth, transparency, professionalism, and excellence in execution**.

8. Signatures

This proposal is hereby agreed upon and endorsed by the authorized representatives of both parties:

Blue Ocean Educational Services Pvt. Ltd.

Name: Dr. Mubashir Quddus
Designation: Chief Executive Officer (CEO)
Organization: Blue Ocean Educational Services Pvt. Ltd.

Signature: _____

Date: 23/12/25

Gujranwala Chamber of Commerce & Industry

Name: Mr. Muhammad Ali Hamyoon Butt
Designation: President
Organization: Gujranwala Chamber of Commerce & Industry

Signature: _____

Date: _____

Name: Mr. Saad Jamil Irfani
Designation: Senior Vice President
Organization: Gujranwala Chamber of Commerce & Industry

Signature: _____

Date: 23/12/25

Name: Mr. Faisal Sattar Mughal
Designation: Vice President
Organization: Gujranwala Chamber of Commerce & Industry

Signature: _____

Date: 23/12/25