



**Collaboration Agreement  
between  
VSN International Limited, UK (VSNi)  
and  
Universitas Brawijaya, Indonesia (UB)**



VSNi and UB freely enter into agreement and collaboration for the use and promotion of GenStat data analysis software initially at UB and thereafter across Indonesia. On Thursday 08<sup>th</sup> April 2010, this was agreed and signed by :

Mr. Stewart Andrews, Chief Executive Officer of the VSN International Limited having its address at 5 The Water House, Waterhouse Street, Hemel Hempsted HP1 1ES, United Kingdom

and,

Prof. Dr.Ir. Yogi Sugito, Rector of the Universitas Brawijaya, having its address at Jl. Veteran, Malang, 65145, East Java, Indonesia

The following points encapsulate the cooperation:

**A. Software:**

- VSNi to provide GenStat Discovery 4th Edition (GDE4) based on GenStat 10<sup>th</sup> Edition - the next upgrade to the current GenStat Discovery software version.
- Unlimited license use to all faculty, staff and students of UB for GDE4.
- All GDE4 licenses to be renewed by the user by way of registration with VSNi (available from the start-up screen).
- GenStat 12th Edition (the current commercial version) (G12) to be licensed to faculty members staff and students of UB until 1<sup>st</sup> April 2011 and annually thereafter by mutual agreement. This will be by way of licence key management controlled, initially, by Bernadetha Mitakda with individual request to VSNi support [support@vsni.co.uk](mailto:support@vsni.co.uk)

**B. Training:**

- Nominated UB faculty staff to receive GenStat product training from VSNi or its affiliates at a mutually convenient place, time and at the expense of VSNi.
- UB commit to support and promote GDE4 within Indonesia. All training and consultancy activity costs and revenues to belong to UB, unless otherwise agreed in advance.

**C. Business collaboration:**

- VSNi appoint UB as the GenStat Centre of Excellence on a sole and exclusive basis for Indonesia.
- UB agree to use best endeavours, recognising the independence of mind and decision making of individual lecturers and researchers to promote GenStat

as the principal statistical and data analysis research and teaching tool within the university's biological sciences and mathematical faculties.

- UB to help VSNi to build a market profile of Indonesia to assist in the mutual financial return for both VSNi and UB.
- UB to translate into Indonesian sufficient and adequate documentation and training materials, source documents to be provided by VSNi
- Web sites to be developed and written in Indonesian promoting GenStat across Indonesia.
- Contingent upon GDE4 and G12 take up, VSNi and UB will consider the formation of a joint venture commercial business to further our activities in Indonesia.

#### D. Funding:

- VSNi and UB commit to the following:
  - Support and training for GDE4 and G12 until such time as agree to change this basis.
  - All international travel to be paid by VSNi as part of the knowledge transfer process until such a time as we agree to change this basis. All local costs to be met by the hosting partner.
  - VSNi to consider the funding of a dedicated statistician and/or researcher to focus on the promotion and awareness programmes for this collaboration. It is anticipated that this funded person would likely be an enthusiastic younger member of the faculty team, recognising that UB would be committing senior level resources, at UB's expense to the collaboration.

#### E. Length of Collaboration:

- VSNi and UB enter this collaboration to forge a long term cooperation and friendship.
- Termination of this collaboration can be either by mutual consent or by one party giving the other party not less than 6 months written notice.
- Upon termination, both parties agree to waive any right for compensation from the other party for costs or commitments made.

VSNi and UB look forward to a long lasting and mutually rewarding cooperation with sincere friendship and respect of one another being the binding force.

VSN International Limited  
Chief Executive Officer,

Universitas Brawijaya  
Rector,



Stewart Andrews



Prof. Dr. Ir. Yogi Sugito