

HOSCO SERVICE PROVIDER AGREEMENT

between

Hospitality Connection Barcelona S.L.

C Roger de Flor 221, Local 1

08025 Barcelona

Spain

(hereinafter referred to as **"Hosco"**)

and

Batam Tourism Polytechnic

Jl. Gajah Mada, The Vitka City Compey, Tiban Ayu.

Batam Island, Biau Province

Indonesia

(hereinafter referred to as the **"School"**)

1. About Hosco

Hosco owns and operates the world's largest hospitality network currently regrouping over 500,000 students, alumni and professionals, 6,000 employers and 280 partner schools. For hospitality schools, Hosco provides turn-key career and alumni management solutions to streamline their placement processes and better track, engage and retain their alumni.

2. General Terms

Hosco and the School conclude the partnership under the terms of this Agreement (hereinafter referred to as "the Agreement"). Under the Agreement, Hosco will provide the School with access to the Hosco Platform and its Career and Alumni Solution related features and services as described in this Agreement. These features and services will aim to help the School expand its international opportunities and brand, consolidate all past alumni, support the School's marketing and promotion, and best manage School placements.

3. Platform Content and Features

Hosco Content:

Function	Description
Members Directory	500,000+ hospitality students, alumni and professional members accessible to the students and alumni of the School (not administrators) for networking purposes.
Jobs Directory	35,000+ full time jobs and internships from all sectors of the hospitality industry and beyond continuously updated which the School's alumni can apply to.
Employers Directory	An updated & growing pool of thousands of international hospitality employers which the School's alumni and the School itself can contact at anytime.
Advice Section	Hospitality specific content to support the School's alumni and administrators' guidance, orientation and engagement overall including articles, video interviews with key decision makers, city guides.
Platform Localization	Multiple platform languages with more added in further iterations (currently: English, French, Italian, Spanish).

Career and Alumni Solutions Features:

The following will be available to administrators of the School's account:

Function	Description
Members	Unlimited student/alumni and administrator registrations. A member will become a part of the School's network by registering him/herself directly through either the School Branded Landing Page (described below) or through the Hosco website. After the initial registration, the member will follow steps to complete their profile until reaching 100%. A member can also initially login with its LinkedIn login details, however it will still be required to complete its full profile on the platform.
Branded Landing Page /Alumni Portal (BLP)	Customized URL chosen by the School where students and alumni can login to their network. Members can also access their network via their generic Hosco logins.
Employer Job Form/Portal	Embedded within the BLP, enables employers and School alumni interested in recruiting the School's talents to draft and submit offers directly into the School's private jobs section within the network (prior administrator approval). Offers submitted through the School's BLP, once approved, will be visible to all School members. Offers, once approved, will be visible only to the members from the School.
Dynamic Map	Embedded within the BLP and also available when administrators are logged in, provides real time alumni locations and positions, showcased on a digital map updated automatically with the members' profiles on Hosco.

Members Management	Administrative controls to accept, reject or assign “pending” status to any new member to the School’s community and ability to view and access all members from the School.
Community Management	Ability to access the directory of all School students and alumni customizable filters and search functions. Members can be tagged, sorted and contacted individually by administrators.
Member Search Functions	Includes: keyword, member type, languages, experience in, school, location, graduation date, nationality, seniority, active job seeker or member tag (entered by School management), continuously updated with more options.
Member Communication	Message function to contact School students and alumni, select groups or individuals. Ability to use templates, add attachments and keep track of past discussions.
Member “Tagging” and Notes	School members can be tagged by administrators to enable more efficient sorting and searching. Tags are only visible to School administrators. Notes can also be added to any School member profile and are only visible by administrators.
School Profile Page	The main site for the School on the network including School description, photographs, videos, documents and social media links streamed from the School’s Facebook and Twitter accounts. Members view the Schools’ updates in their Homepage news feed in real time.
School Homepage	Space where all news and updates are accessible in real time. Origin of the news can be the School and any of the School members themselves. The School and any of its member can choose to “Follow” specific employers and their news will therefore be added to their respective Homepage. Members can choose to “Connect” with specific members and similarly, updates posted by these connections will also be added to their respective Homepage.

Career Management - Private Jobs Creation	Private jobs can be posted to the School community through 3 different sources: 1. By a School Administrator manually posting a private job for the School community 3. By an employer posting a targeted job offer to the School 4. By an alumni posting a job offer to the School All private jobs posted for the School's community will be visible <u>only to School members</u>.
Career Management - Private Job Offer Management	Job offer management functions include: save and print offers, categorized offers, see the number of views and applicants per offer, manage forward profiles and CVs to employers, tag members based on employment interests.
Reports, Performance and Alumni Analytics	Real time visual analytic graphs of: - The School's community growth in members. - The School's traffic in portal visits and member activity. - The School's recruitment activity statistics including: job type, job duration, job department, job location, number of applicants (for Hosco jobs and private jobs), and job views. Job statistics can be sorted by jobs posted by the School, by alumni, by registered company and by guest company.
Data Export	Excel report of all School members listing: name, education level (student/alumni), approval (approved/pending/rejected), email, phone, skype, nationality, current location, birth date, graduation date, last experience title, last experience department, status (looking/not looking for a job), creation date, last update, last login, profile completion. Further categories will be available with new iterations of the network. Note that export data is subject to member profile completions.
Marketing Tools - TV Displays	Accessible through any internet enabled smart TV, a continuous loop featuring registration reminders, latest news and maps of jobs and the School's global community. Notifications can be set to show the latest news from Hosco or the School and all or specific job offers based on filters set by the School.

Marketing Tools - Jobs Map	Accessible from the Jobs section of the network provides real time locations of Hosco job offers, showcased on a digital map updated automatically with the network.
Marketing Tools - Hosco Widget	Optional tool to be installed on the School's website featuring live updates of jobs, members and events to drive redirections.
Marketing Tools - Events Management	Function to create and communicate events to the School's community including: event title, date, target audience, details, cost, RSVP, restrictions, locations, fees and ability to share.
Mobile Application	A generic Hosco app available to download for all members for both IOS and Android and featuring all live content available (both Hosco generic and private to the School community).
School Relations Support	A dedicated account manager to assist with product understanding, training, on-boarding, member invites, media setup and general promotion to the School's partners, students and alumni.

4. Setup and Support

Hosco will provide the School with support related to setup, training and launch preparation for the School's network. After the setup phase is complete Hosco will provide ongoing virtual support.

5. Hosco Summit

Hosco will provide the School with 1 free invitation to the annual Hosco summit for each year of this Agreement. Hosco will pay for all fees related to the Summit event and the School will pay all costs related to transportation to and from the Summit and accommodation.

6. Duration and Termination

The School's membership is concluded for a duration of three (3) years beginning with the date set forth above and below. It will be automatically renewed at the end of year three (3) for an additional new period of three (3) years, unless terminated by a Party by written notice 90 days before the end of the initial contractual period. Upon termination of this Agreement, the School's account access will be removed but all registered members of the School will remain on Hosco. Members may individually contact Hosco to remove their account.

7. Fees

The School agrees to subscribe to the Hosco Alumni Solutions features and services and pay all associated fees.

- One School account
- Hosco Alumni and Career Management Solution features and services
- Additional platform bandwidth and data hosting
- 1 Free Hosco Summit invitations (not including hotel and transportation costs)

Annual Hosco subscription according to this Agreement: 6,000 EUR*

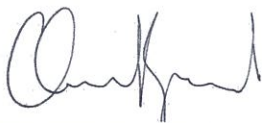
The payments will be due as follows:

- 3,000 EUR - due by December 31st 2019
- 3,000 EUR - due by March 31st 2020

**Not including any additional VAT. All fees after the first year of partnership will be payable 90 days following the date of the signature of this agreement and upon the renewal date. Purchased service may not take full effect until invoice payment is received. Hosco reserves the right to charge an extra 5% of the total amount for late payments. Hosco will invoice the School after receiving the signed agreement and the School will deposit the fees to the Hosco account, Hospitality Connection Barcelona, S.L. Tax ID ESB67128876 C Roger de Flor 221, 08025 Barcelona.*

IN WITNESS WHEREOF, the Parties have signed this Agreement on the date first written below.

Dated: September 30th 2019



HOSPITALITY CONNECTION BARCELONA, S.L

Name: Olivier BRACARD
Title: CEO



Batam Tourism Polytechnic

Name: M. Nur A. Nasution
Title: Director

Contact Information

Please fill out the School and contact information below to assist the Hosco team with setting up your account:

✓ **Current number of full-time students in all hospitality/tourism/culinary programs:** 725 students

✓ **School financial year (beginning/end date):** January / June & July / December

✓ **Tax ID / VAT No: / Company ID Number:** 318206034215000

✓ **School Director:**

- Name and Surname: M.Nur A. Nasution
- Title: Mr.
- Email: m.nuranasution@btp.ac.id
- Direct phone number: +62 812-3980-648

✓ **Daily User:**

- Name and Surname: Jaka Parama
- Title: Mr.
- Email: jakaparama@btp.ac.id
- Direct phone number: +62 857-6073-0673

✓ **Marketing Manager:**

- Name and Surname: Anita Ng
- Title: Ms.
- Email: anita@btp.ac.id
- Direct phone number: +62 878 -7716-9388

✓ **Finance/Accounting Manager:**

- Name and Surname: Syafruddin Rais
- Title: Mr.
- Email: joshdanela@yahoo.com
- Direct phone number: +62-813-6462-8864

✓ **Career Center Manager:**

- Name and Surname: Siska Amelia Maldin
- Title: Ms.
- Email: siskamaldin@btp.ac.id
- Direct phone number: +62 822-8516-2862
- Direct phone number: +61 819-2709-5322