

**Memorandum of Understanding (MOU) between the
and the Sri Lanka Association for the Software Industry (SLASI)
Software Exporters Association (SEA)**

Whereas, SLASI and SEA are the two associations representing the Software and IT enabled services industry in Sri Lanka,

and

whereas, SLASI's activities have focused on the interests of member companies primarily in the Sri Lankan Software Market and in some areas of Software exports,

and

whereas, SEA's activities have traditionally targeted the interests of member companies serving the export market

and

whereas, SLASI and SEA have forged closer ties in recent years and have jointly engaged in several activities that are of mutual interest

and

whereas, several SLASI member companies are also members of SEA and vice versa,

and

whereas, SLASI and SEA share a vision of building a strong software and IT enabled services sector that can compete effectively in the local and export markets,

it is hereby agreed that the two associations will forge an alliance by way of this Memorandum of Understanding (MOU) to forge stronger ties, increase efficiency, minimize redundancy and present a united voice of the industry to the government of Sri Lanka on all matters concerning the software and IT enabled services industry in Sri Lanka. To this end SLASI and SEA agree

1) to facilitate greater cooperation and fellowship, SLASI and SEA will jointly establish a working group composed of three persons from each association's executive committee for the relevant year. The members of this working group shall be nominated by the president or chairman of the respective associations

2) to be one voice for the industry in all dealings with the government and its agencies, SLASI and SEA will establish a joint Government Interface Lobby group composed of three persons from each association's executive committee for the relevant year. The members of this lobby group shall be nominated by the president or chairman of the respective associations

3) to provide maximum benefits to members, SLASI and SEA will extend the same member discounts towards fellowship, HR development, technology training and related activities to each others members

4) to maximize efficiency, SLASI will focus purely activities related to serving the local market whereas SEA will focus purely on activities related to serving the export market

5) to strengthen the industry's credibility and marketing efforts, SLASI and SEA shall jointly administer the 'SOFTWARE SRI LANKA,' 'BPO SRI LANKA' and 'SERVICES SRI LANKA' marketing, promotions and brand building campaigns and shall jointly nominate individuals who will compose a certification body that shall administer use by members of the corresponding 'lion brand' logo developed and registered by SEA.

This MOU having been ratified by the Executive Committees of the respective associations, shall be deemed a valid agreement between the two associations.

signed this day 23rd June 2004

for SLASI

for SEA

T. Suresh, President

Vasee Nesiiah, Chairman