

# **MEMORANDUM OF UNDERSTANDING**

## **On Cooperation for Vietnam (Nha Trang) - Korea (Ulsan) Startups Ecosystem Exchange Program (VKSEE)**

Between

**NhaTrang Startups Support Incubator Centre (NSIC)**

and

**Ulsan Center for Creative Economy & Innovation (UCCEI)**

and

**Nha Trang University (NTU)**

and

**Ulsan College (UC)**

and

**Vietnam Innovation Network in Korea (VINK)**

This Memorandum of Understanding (hereinafter referred to as "MOU") is made to record the mutual understanding and commitments to a collaborative effort between Ulsan center for Creative economy & Innovation (hereinafter referred to as "UCCEI") and Nha Trang University (hereinafter referred to as ("NTU") and Ulsan College (hereinafter referred to as "UC"), and NhaTrang Startups Support Incubator Centre (hereinafter referred to as "NSIC"), and Vietnam Innovation Network in Korea (hereinafter referred to as "VINK")

NSIC, UCCEI, NTU, UC and VINK (hereinafter referred to as "Parties") agree to cooperate as follows:

**Purpose:**

To establish a framework for cooperation in supporting the Vietnam - Korea Startups Ecosystem Exchange Program (**VKSEE**) aimed at fostering the growth and globalization of startups from both Vietnam (Nha Trang) and Korea (Ulsan city), primarily focused on supporting technology startups to settle in Ulsan city through a combination of technology entrepreneurship and international study experiences with UC' Global Project.

**Areas of Cooperation:**

The Parties agree to collaborate in the following areas:

- Supporting the preparation of Vietnamese startups participating in the VKSEE Program.
- Facilitating networking and matchmaking opportunities between Vietnamese and Korean startups, investors, and relevant stakeholders.
- Sharing information and resources related to startup ecosystems, market trends, and investment opportunities in Vietnam and Korea.
- Organizing joint events, workshops, and seminars to promote the VKSEE Program and facilitate knowledge exchange.
- Exploring potential collaborations in providing mentorship, incubation, and acceleration support for participating startups.
- Other areas of cooperation as mutually agreed upon by the Parties.

**Responsibilities of Each Party:****NSIC:**

- Identify and select promising Vietnamese startups and international students to participate in the **VKSEE** Program.
- Provide relevant information and support to Vietnamese startups before, during, and after their participation in the program.

- Facilitate connections between Vietnamese startups and relevant stakeholders in Vietnam.

#### **UCCEI:**

- Offer the resources and facilities of UCCEI's global startup immigration program to support the VKSEE Program.
- Provide entrepreneurship education, Business Model (BM) development, patent application guidance, 3D printing training, and other technology entrepreneurship education to international students and startups participating in the VKSEE Program.
- Provide support for mentoring, patent application, investment attraction, and startup visas to international students and startups participating in the VKSEE Program to help them settle in Ulsan.
- Facilitate connections with the Korean (Ulsan city) startup ecosystem.

#### **NTU:**

- Collaborate in identifying and nominating suitable Vietnamese startups and Vietnamese students to participate in the **VKSEE** Program.
- Facilitate academic coordination and disseminate information regarding academic courses, exchange students and programs.
- Contribute to the organization of relevant events and activities.

#### **UC:**

- Establish degree programs for Vietnamese students to participate in the **VKSEE** Program.
- Conduct entrepreneurship education, including technology entrepreneurship, to facilitate their settlement in Ulsan by operating an education curriculum focused on technology startup immigration.

- Provide information and facilities in various areas of cooperation between universities, such as academic courses, exchange students, and programs.
- Contribute to the organization of relevant events and activities.

**VINK:**

- Leverage its network and expertise to support the VKSEE Program in Korea.
- Assist in identifying and engaging Korean startups, investors, and mentors for the program.
- Provide guidance and support to Vietnamese startups during their stay in Korea.

**Confidentiality:**

Any confidential information shared between the Parties during the course of this cooperation shall be treated as confidential and shall not be disclosed to any third party without the prior written consent of the disclosing Party. If disclosure is required by applicable laws, regulations, or government authorities, the receiving Party may disclose such confidential information to the extent necessary.

**Intellectual Property:**

Each Party shall retain ownership of its respective intellectual property rights. Any intellectual property jointly created or developed by the Parties under this MOU shall be subject to a separate written agreement between the Parties.

**Financial Arrangement:**



Each Party shall bear its own costs related to the implementation of this MOU, unless otherwise agreed in writing. Joint activities requiring funding shall be subject to a separate agreement.

**Terms and Termination:**

- This MOU shall become effective upon the signature of the Parties and shall remain in effect until terminated.
- This MOU shall be valid for 3 years from the effective date and may be renewed upon mutual written agreement.
- This MOU may be terminated by any Party giving at least sixty (60) days prior written notice to the other Parties. Such termination shall become effective on the date specified in the notice of termination.

**Dispute Resolution:**

Any disputes arising from this MOU shall be resolved amicably through negotiation between the Parties. If no resolution is reached, the dispute may be referred to a neutral mediator agreed upon by all Parties.

**Amendment:**

This Memorandum of Understanding may only be amended by a written agreement of the Parties.

**Review:**

This MOU shall be reviewed annually. The Parties may amend any provision of this MOU or authorize additions to expand or reduce the scope of the current MOU by exchange of written communication.

**IN WITNESS WHEREOF**, the Parties have executed this MOU on Cooperation for the support of the preparation of Vietnamese startups under the VKSEE Program in April 2025 by their duly authorized representatives.

This Memorandum of Understanding is executed in five (05) originals, in English version, with each Party retaining one (01) duplicate original, and all originals shall be equally valid.

**Signature of authorized representatives of the Parties:**

**NSIC**

Name: **Dang Thi Thu Nguyet**

Title: **CEO**

Signature: 

Date: 25 Apr 2025

**UCCEI**

Name: **Heon-sung Kim**

Title: **CEO**

Signature: 

Date: 25 Apr 2025

**NTU**

Name: **Professor Pham Quoc Hung**

Title: **Vice - Rector**

Signature: 

Date: 25 Apr 2025



**UC**

Name: **Professor Yeon-Ju Lee**

Title: **Head of International Affairs and  
Cooperations**

Signature: 

Date: 25 Apr 2025

**VINK**

Name: **Nguyen Quang Phuoc**

Title: **Chairman**

Signature: 

Date: 25 Apr 2025