



March 14, 2013

Balaji Rajagopalan, Ph.D  
Pro Vice Chancellor  
Dean, School of Business  
Galgotias University

Dear Balaji:

It has been a pleasure speaking with you about a cooperative program with Galgotias University in India. We certainly see this as a wonderful opportunity for the Galgotias University and the University of Maryland. This letter serves as a documentation of our understanding of the nature and structure of this proposed partnership. Below is a summary of what we discussed so that we can move forward with next steps.

Galgotias students would complete the 1st year of their Galgotias MBA program in India, then come to the Smith School for one year to receive their MSB - Supply Chain Management, and finally finish the 2nd year of their Galgotias MBA program back in India.

The Smith School will allow 6 credits of our Master's program to be completed in India, so Galgotias students would only take 24 credits at the Smith School. However, we will collaborate with you and agree on the 6 credits delivered in India that will fulfill our degree requirements.

Students must take the TOEFL or IELTS. It will be waived for students who have attained a prior degree from a university in an English speaking country (USA, UK, Australia, etc.) The Smith School will consider crediting the students for the cost of this exam if they apply, are accepted and attend the Smith School.

The GMAT or GRE exam is a requirement for admission. Although our average GMAT score is currently 685, we have agreed that a minimum score of 550 would be acceptable for Galgotias students. The Smith School will consider crediting the students for the cost of this exam if they apply, are accepted and attend the Smith School.

Galgotias is currently speaking with the University of Arkansas (Walton School) about a similar program, particularly because of their connection to Wal-Mart. We explained our very close relationship with Wal-Mart and willingness to speak to the management of Wal-Mart about OPT positions for Galgotias students.

The cost of the Smith School program for accepted Galgotias students would be our in-state tuition (\$45,000) reduced proportionately for 24 credits instead of 30 credits. This brings the tuition down to \$36,000 and the students would also receive a GA position with a stipend of \$7,500, bringing effective out-of-pocket cost down to \$28,500.

Our goal would be to accept 10 students this year. Our program will have a maximum of 90 students in the Fall 2013 class, so these applications would have to come in very quickly, as we cannot hold space for them far into the spring.

We are excited about this mutual opportunity and look forward to your feedback on our understanding of this partnership. Please let us know if you have any questions. We look forward to hearing from you soon.

Sincerely,



Gary A. Cohen  
Academic Director, M.S. in Supply Chain Management  
Distinguished Tyser Teaching Fellow