



Collaborative Agreement

between

Istituto Marangoni

and

Fundación Guatefuturo

Istituto Marangoni and Fundación Guatefuturo both have an interest in strengthening bilateral co-operation in the field of education between Guatemala and Italy, and enhancing the links between Istituto Marangoni and its academic counterparts in Guatemala. An important means of fostering such co-operation and links is the provision of loan-scholarship opportunities to talented Guatemalan students wishing to pursue graduate degree programs at Istituto Marangoni. The purpose of this agreement is to provide shared financing for Guatemalan students at Istituto Marangoni, within the framework of a joint graduate loan-scholarship program.

The joint graduate loan-scholarship program will operate as follows:

1. Students in Guatemala interested in the program will seek their admission, following the normal application procedures, and meeting all the standard admission requirements established by Istituto Marangoni, including all English and/or Italian language requirements.
2. Students unconditionally accepted by Istituto Marangoni will submit a loan-scholarship application to Guatefuturo, following the normal application procedures, and meeting all the standard requirements established by Guatefuturo.
3. Students who are offered a place for full-time study in Istituto Marangoni 's master programs, and who are selected for a loan-scholarship by Guatefuturo, will then be eligible for shared financing under this agreement.
4. Istituto Marangoni will provide a scholarship of 30% off the tuition to eligible students.
5. Guatefuturo will provide the remainder of the tuition and fees, as well as a stipend for living expenses, according to its established norms, i.e. up to US\$25,000 per year for a maximum of two years. Students will have to provide from other sources any further amount required to meet the full costs of their programme of study.
6. Each institution will designate a named coordinator to implement and monitor the programme. In particular, named coordinators will be responsible for ensuring:

- a) That Istituto Marangoni provides Guatefuturo with all relevant promotional material and prospectuses in order to encourage interest in its programs in Guatemala.
- b) That Istituto Marangoni provides all Guatemalan students unconditionally accepted in Istituto Marangoni with information about the loan-scholarship program and encourages them to contact and submit an application to Guatefuturo.
- c) That Guatefuturo forwards details of the selected students to Istituto Marangoni.
- d) That the necessary financial arrangements are made for confirmed students.

The named coordinators are:

For Istituto Marangoni
 Dario Cattaneo
 Group Commercial Director


For Guatefuturo
 Juan José Ramírez Ochoa
 Academic Advisor

- 7. Both institutions will publicise the agreement to prospective Guatemalan graduate students.

This agreement shall remain in force from the date of signature by the undersigned representatives of each party and may be reviewed or renegotiated at the request of either party. Either party may terminate the agreement on thirty days written notice to the other party.



 Dario Cattaneo
 Group commercial Director
 Istituto Marangoni



 Yolani Soto Menegazzo
 Executive Manager
 Guatefuturo



Date: 11/9/2018
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Date: 13/09/2018