



Justice Kuldip Prakash Bhandari  
Foundation, Chandigarh



# CLARIFICATIONS

## Finals

### IVth RGNUL National Negotiation Competition 7th- 9th February, 2025



4<sup>TH</sup> RGNUL NATIONAL NEGOTIATION COMPETITION, 2025

FINAL ROUNDS: CLARIFICATIONS

INNOVATORS V. INVESTORS: THE NOVOSAT POWER PLAY

**1. Who is the requesting and the responding party?**

NovoSat is the requesting party, and TreasureX is the responding party.

**2. Was Saas platform an in-house creation of Novosat?**

Yes, it was developed solely by NovoSat.

**3. Was there any confidentiality agreement between Novosat and its clients?**

The General Information does not specify the existence of a confidentiality agreement between NovoSat and its clients. However, among the various data shared by the clients, certain information was critical and confidential to their business and, therefore, such critical and confidential information was not meant for disclosure without due permission.

**4. Was there a clause in the agreement allowing funding to be withheld based on financial concerns beyond milestone completion?**

Subsequent tranches of funding were to be disbursed upon NovoSat achieving the prescribed milestones. It does not suggest that funding could be withheld on the basis of financial concerns.

**5. Does NovoSat have specific contractual obligations to clients regarding data privacy that legally prevent it from selling data?**

Already answered above.

**6. Can TreasureX legally demand more equity for overdue payments? Is there a provision that allows such renegotiation, or is this just a negotiation tactic?**

TreasureX's demand for more equity stems from the missed milestone, but its basis remains open to interpretation. It is up to the parties to assess their positions and decide how to proceed.