

# DISRUPTIVE DISPATCH: NIC KARACHI FOCUSLINE



## INSIDE THIS ISSUE

NIC KARACHI  
LAUNCHES COHORT 14

ACCELERATION WITH  
ORBIT STARTUPS

JULY AT NIC KARACHI

**VOL.1**  
**ISSUE 12**  
**AUG' 2025**

# TOP STORY OF THE MONTH



## Ignite CEO's Visit Strengthens Startup–Ecosystem Collaboration at NIC Karachi

The National Incubation Center Karachi had the honor of hosting Mr. Rafique Buriro, CEO of Ignite – National Technology Fund, for an engaging and highly impactful visit that brought together founders, ecosystem stakeholders, and our NIC Karachi team.

During his time at NIC Karachi, Mr. Buriro met with startups from Cohort 13, including Fulflit (founded by Fawwad Haider), Bids Master AI (founded by Muhammad Furqan), Qayamgah (founded by Adnan Barucha), Inclusive Destiny (founded by Adeel Ahmed), Vigilant 360, and Godaam Technologies (founded by Habib Ullah). These founders shared their entrepreneurial journeys, the hurdles they face, and the kind of support they need from national stakeholders to scale their solutions.

Mr. Buriro engaged in meaningful dialogue, offering insights on how Ignite and the Ministry of IT & Telecom (MOITT) could address these challenges more effectively. Discussions revolved around enhancing policy-level interventions, improving access to capital, and creating stronger collaborations across the startup ecosystem.

NIC Karachi also showcased its holistic incubation model, sector-specific Tech Councils, mentorship-driven programs, and strong performance in investment raised, revenue generated, and job creation.

The visit reaffirmed a shared vision between Ignite and NIC Karachi—to drive innovation, inclusivity, and economic growth through technology and entrepreneurship in Pakistan.



# Cohort 14

## Bootcamps for Aspiring Entrepreneurs



### NIC Karachi x CaterpillHERs

NIC Karachi, in collaboration with CaterpillHERs, hosted a bootcamp where Ziana Sakhia and Faiza Yousuf trained women founders on Lean Canvas, personal branding, and pitch mastery, fostering stronger, impactful women-led startups.

### NIC Karachi x P@SHA

In collaboration with P@SHA, NIC Karachi hosted Sheikh Hammad Amjad and Muhammad Omer Khan, guiding founders on product-market fit, MVP validation, and scalable tech strategies to drive smarter growth and innovation.



### NIC Karachi x Product Soch

In collaboration with Product Soch, founders explored Product Discovery, rapid prototyping, and AI-driven solutions, guided by Sarrah Moiz, Khurram Khalid Iqbal, and Muhammad Hassan Khalid — turning ideas into impactful prototypes within hours.

### NIC Karachi x PAFLA

In collaboration with PAFLA, NIC Karachi hosted Freelancers to Founder 3.0, featuring Hassan Mujtaba and Sagar Samy. The session inspired freelancers to embrace AI-driven innovation and transition into thriving entrepreneurs.



# Cohort 14

## Spotting founders-to-be



### Coaching on AI-driven Biotech Platforms

Team NIC Karachi engaged 100+ students at the Chinese Teachers Memorial Auditorium, showcasing success stories, incubation perks, and Cohort 14 opportunities in Cybersecurity, Industrial Automation, Fintech, Healthtech, and Women-led startups.

### NUST Summer School Visit

We welcomed NUST Islamabad's Summer School (Karachi Chapter) delegation, inspiring students from across Sindh with insights on innovation, entrepreneurship, and Cohort 14 opportunities at Pakistan's largest incubation program.



### NIC Karachi at FAST University

Our outreach session at FAST NUCES, led by Muhammad Furqan Karim Kidwai, empowered students with startup insights and practical guidance to transform bold ideas into scalable ventures.

### From Idea to Pitch

Muhammad Furqan Karim Kidwai led a high-impact bootcamp guiding founders on Lean Canvas modeling, refining investor-ready pitches, and turning early-stage ideas into scalable ventures with clarity, purpose, and confidence.



# Cohort 13

## Startup Spotlight

**Shannon** is pioneering innovation at the intersection of biotechnology and generative AI, developing novel models on genetic datasets to unlock breakthrough solutions for the future of healthcare and life sciences.

**Founder:** Muhammad Ata Ur Rehman

**Industry:** Biotech & AI

**Fun Fact:** Muhammad's vision is to redefine how genetics and AI converge, bringing cutting-edge, market-ready solutions that push the boundaries of science—one dataset, one model, and one discovery at a time.



**Sortech Incorporations** is enhancing safety with an AI-powered detector that identifies fire and smoke instantly through live CCTV footage, offering easy installation, universal compatibility, and real-time alerts on both system and mobile.

**Founder:** Ghulam Mohi Uddin Khan

**Industry:** SafetyTech

**Fun Fact:** Ghulam's mission is to make workplaces and homes safer—one CCTV feed, one instant alert, and one life protected at a time.





# Cohort 13

## Startup Spotlight

**Vigilant 360** is redefining security with a comprehensive, scalable platform that unifies OT, Cybersecurity, and Information Security—safeguarding critical systems, sensitive data, and business continuity with AI-driven, compliance-ready protection.

**Co-Founder:** Tehreem

**Industry:** Cybersecurity

**Fun Fact:** Tehreem's mission is to make advanced security accessible for all organizations, from SMEs to enterprises—bridging IT and OT security, one system, one safeguard, and one resilient business at a time.



**SAZ Engineering** is revolutionizing operations with Made in Pakistan MHE solutions, delivering better quality and shorter lead times to ensure smoother, safer, and more efficient industrial workflows.

**Founder:** Zulfiqar Ali

**Industry:** Industrial Automation

**Fun Fact:** Zulfiqar's vision is to position Pakistan as a global hub for world-class engineering—one solution, one operation, and one safer workplace at a time.

# Startup Success Blueprint

## Session 1: Emerging Tech in Industrial Automation

**Najab Haider** led an Emerging Tech session, guiding Cohort 13 startups on AI, IoT, and robotics applications to drive smarter, scalable, and efficient industrial automation solutions.

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## Session 2: Intellectual Property

**Hanya Haroon** led an insightful Intellectual Property session, guiding Cohort 13 startups on trademarks, copyrights, and patents to protect innovations and avoid costly legal missteps.

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## Session 3: Choosing the Right Tech Stack for Fintech

**Ammar Shareef** led a powerful Fintech Tech Stack session, helping Cohort 13 startups align databases, frameworks, and scalability for building agile, future-ready financial products.

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## Session 4: Financial Model Development

**Ali Akbar Abdullah and Azmat Rafique** led a powerful Financial Model Development session, guiding Cohort 13 startups on statements, forecasts, revenue models, and funding strategies at NIC Karachi.



# Startup Success Blueprint

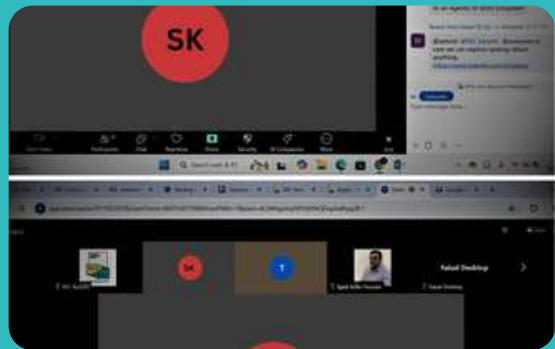
## Session 5: MVP Development

**Shakir Maniya** led an engaging MVP Development session, guiding Cohort 13 startups through product one-pagers, prototyping, and user feedback to refine, pivot, and build market-ready solutions.



## Session 6: Setting KPIs & OKRs for Growth

**Senan Khawaja** led a focused workshop on "Setting KPIs & OKRs for Growth," guiding Cohort 13 startups to align metrics with goals and drive impactful business outcomes.



## Session 7: Securing the capital

**Kashaf Jamal** led a powerful session on fundraising for women founders, sharing strategies to overcome bias, craft compelling investor stories, and build confidence in securing capital.



## Session 8: How to Build a Startup

**Atiq uz Zama** led a powerful Cloud Strategy session, helping startups explore platform choices, scalability, and security to build cloud-powered products and scale to millions of users.





# Founder Growth Lab

## Coaching & Mentorship for Every Stage

### Coaching on AI-driven Biotech Platforms

Najab Haider led a focused coaching session with Shannon, guiding Cohort 13 on building scalable, secure AI-driven biotech platforms integrating genetics, generative AI, IoT, and cloud optimization.



### Coaching on Finance and Fundraising

Omar Ansari led a Finance & Fundraising coaching session, helping NIC Karachi startups validate unit economics, refine financial models, and craft compelling investor narratives for sustainable, sector-aligned growth.

### Coaching on Finance and Fundraising

Faizan Ahmed Ansari led a Finance & Fundraising session, guiding biotech-AI startup Shannon in refining financial models, aligning strategies, and preparing investor-ready pitches at NIC Karachi.



### Coaching on Brand Storytelling

Amin Sheikh led a focused coaching session, helping Cohort 14 startup Fulflit Global refine brand storytelling, build trust, and position itself as a trusted logistics partner for SMEs.

### Coaching on Scaling B2B Sales

Ahmed Rauf Essa led a 1:1 coaching session, guiding Cohort 13 startup Manufacturing Marketplace on scaling B2B sales, refining go-to-market strategies, and driving partnership-led growth.



# Founder Growth Lab

## Coaching & Mentorship for Every Stage

### Coaching on Business Model & Strategy

Noor Muhammad led a focused Business Model & Strategy session with Fulflit, helping refine operations, explore market expansion, optimize resources, and strengthen frameworks for scalable, sustainable logistics growth.



### Coaching Session on Sales & Business Development

Daniyal Chaudhry led a Sales & Business Development session, helping Liquify Now, Shannon, Vigilant 360, Scounts, Sortech, and HealthTunes.org refine funnels, craft value propositions, and build scalable client relationships.

### Coaching Session on Operations & Execution

Junaid Ahmad Khatana led an Operations & Execution session, guiding Medentec and Asaanghar on streamlining workflows, optimizing resources, and building scalable, accountable processes for sustainable growth.

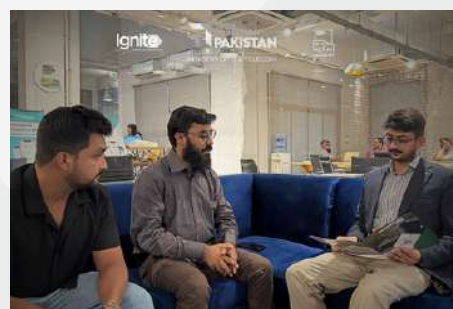


### Coaching on Business Model & Strategy

Furqan Karim led a focused Business Model & Strategy session, guiding Medloop Technologies on refining revenue streams, optimizing operations, and mapping sustainable growth pathways for long-term scalability.

### Coaching on Sales & Business Development

Ansab Naqvi led a dynamic Sales & Business Development session with Sortech, SAZ Engineering, and LiquifyNow, helping startups refine value propositions, build pipelines, and drive sustainable business growth.



# Founder Growth Lab

## Coaching & Mentorship for Every Stage

### Mentoring for HealthTech Startups

Dr. Farah Essa Zaidi led a HealthTech mentoring session, helping startups MeDenTec, HealthTune, MiteXpert, and Shannon refine business models, enhance product positioning, and scale sustainably in healthcare.



### Mentoring for impact-driven businesses

Ansab Naqvi led a Cleantech mentoring session with Ecoplast, helping the startup explore market positioning, customer outreach, and growth strategies for scaling impact-driven sustainability ventures.

### Mentoring on mobility& logistics

Amin Sheikh led a focused coaching session, helping Cohort 14 startup Fulflit Global refine brand storytelling, build trust, and position itself as a trusted logistics partner for SMEs.



### Mentoring for FinTech Startups

Furqan Karim led a focused Fintech mentoring session with Scouts, guiding on product positioning, customer acquisition, and monetization strategies to refine its business model and growth trajectory.

### Mentoring Session on Pakistan's evolving EdTech Landscape

Faraz Ali led an EdTech mentoring session, guiding Coursemon and Inclusive Destiny founders on scalable models, tech-driven impact, and strategies to navigate Pakistan's evolving education landscape.





# The Latest at NIC Karachi



## i2i Ventures' Game-Changing Fireside Chat at NIC Karachi

Kalsoom Lakhani and Misbah Naqvi, Co-Founders of i2i Ventures, headlined a powerful fireside chat at NIC Karachi, sharing insights on investment readiness, resilience, and purpose-driven entrepreneurship. Moderated by Syed Azfar Hussain, the session sharpened founders' strategies and strengthened Pakistan's startup community.



## NIC Karachi & PAFLA Partner for Entrepreneurship Growth

NIC Karachi and PAFLA signed an MoU to empower freelancers and startups through bootcamps, mentorship, and capacity-building initiatives, fostering innovation, entrepreneurship, and job creation in Pakistan's growing digital economy.



## Cybersecurity for the Next Wave of Startups

Waqar Ahmed, CEO of Securitanium and NIC Karachi #Cohort13 alumnus, led a Cybersecurity Startup Bootcamp, guiding founders on Lean Canvas, storytelling, and industry insights, strengthening Pakistan's cybersecurity ecosystem.



## Media Meetup at NIC Karachi

NIC Karachi hosted a Media Meetup with top publications, startups, and ecosystem partners, sparking conversations on storytelling's role in shaping innovation. Attendees included ProPakistani, ReelDTS, Social Jockey, and founders from Bioniks, SmartSphere, and PreMed.

# BUZZ Board

We spark wins and connections.



## A Consultative Session on PM's Cloud Credit Enablement Program with Honorable Federal Minister Shaza Fatima Khawaja

NIC Karachi joined a virtual consultative session with Federal Minister Shaza Fatima Khawaja on the PM's Cloud Credit Enablement Program, where 80+ stakeholders discussed startup challenges in banking, payments, and regulatory processes, fostering dialogue for ecosystem growth.

## Verdant Shines at World Youth Development Forum 2025

Namira Irfan, founder of Verdant Agriculture and NIC Karachi #Cohort11 graduate, was selected among five Pakistanis for the World Youth Development Forum 2025 in China, celebrating sustainable farming, innovation, and rural empowerment on a global stage.



COHORT 11'S NAMIRA IRFAN PROUDLY REPRESENTS PAKISTAN ON WYDF'S PLATFORM IN CHINA



## Startups Engage with ARY Chairman Haji Muhammad Iqbal

SmartSphere, Medentec, ApkiSaheli, Rilits, Fulflit, LO, Asani.io, and PreMed met ARY Chairman Haji Muhammad Iqbal. Hosted by ARY Bee Global and ARY Tech, the session fostered collaborations, guidance, and growth opportunities across Pakistan's innovation landscape.

# BUZZ Board

We spark wins and connections.



## Bioniks Shines on Global Stage

Our alumni startup Bioniks, led by Anas Niaz, is heading to Bangkok for the Forbes 30 Under 30 Asia Conference 2025, showcasing Pakistani innovation and social impact on an international platform.

## UNDER THE SPOTLIGHT

1. [Emaan Danish Khan, founder of Earth Warriors, in conversation on climate change](#)
2. [Want to know how top startups grow into major businesses?](#)
3. [NIC Karachi Launches Cohort 14 for Startups, Grants Announced Up to Rs5M](#)
4. [NIC Karachi Offers Up to Rs. 5 Million Grant for Startups in Cohort 14](#)



# Exclusives: From us to you

[Only A Diehard Disney Fan Can Identify The Movies All Of These Food Items Are From](#)



## Feeling overwhelmed?

Try **Box Breathing** – a simple **4-4-4-4** method. Inhale for 4 seconds, hold for 4, exhale for 4, hold again for 4. Just a few cycles can calm your mind and sharpen focus.

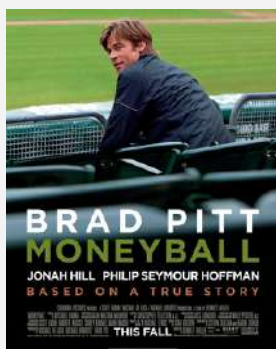
## Top News

[Two Pakistani fintech startups recognised in Forbes Asia 100 to Watch list for 2025](#)

[Backed by Yango, Pakistan's Trukkr raises close to \\$10mn to fuel freight tech growth](#)

[MENA Startup Funding Drops to \\$337.5M in August](#)

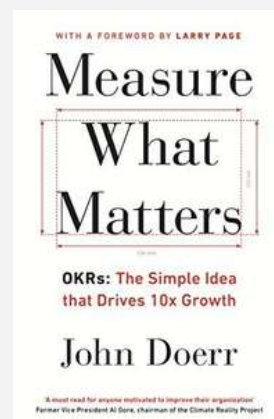
## Movie Recommendation



powerful story of data-driven decision-making and innovation in baseball, showing how unconventional thinking can disrupt industries. A must-watch for entrepreneurs seeking lessons on resourcefulness, strategy, and building winning teams against all odds.

## Book Recommendation

A powerful playbook on using Objectives and Key Results (OKRs) to drive focus, alignment, and exponential growth in startups and organizations. Perfect for founders serious about scaling impact.



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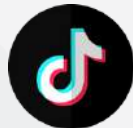
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Karachi. Sindh 75270 Location

