

DISRUPTIVE DISPATCH: NIC KARACHI FOCUSLINE



INSIDE THIS ISSUE

PITCHING & NETWORKING EVENT
AT NIC KARACHI

ITCN ASIA

JANUARY AT NIC KARACHI

TOP STORY OF THE MONTH



NIC Karachi Startups participate at ITCN ASIA

ITCN Asia Lahore brought together technology leaders, startups, investors, and innovators from across the region, creating a high-energy platform for showcasing solutions, exploring partnerships, and engaging with the broader tech ecosystem.

NIC Karachi was proud to represent its incubated startups, Becortex, Hydrosun, and MCS, who showcased their innovations and connected with industry stakeholders throughout the event. In addition, startups Airec and Connectia from the NIC Karachi x Orbit Ventures Acceleration Program were also present, engaging with investors, corporates, and ecosystem partners.

Our startups got the opportunity showcase their ideas, explore collaboration opportunities, and gain valuable market exposure, reinforcing the strength and diversity of innovation emerging from NIC Karachi.

Startup Success Blueprint

Session 1: Choosing Appropriate Technologies for FinTech Solutions

Muhammad Hasan Khan (AI Engineer, MUST), Tayyab Ahmed (Flutter Developer, MUST), and Naveed Khan (Full Stack Developer, MUST) led an insightful and hands-on training session this month, guiding our founders through evaluating tech stacks for scalability.



Session 2: Crafting Powerful Pitches: The Art of Storytelling Primary Track

Aurangzaib (Porter Pakistan) imparted knowledge to startups in turning ideas into compelling narratives, mastering investment decks and pitch formats like Gaddie, One-Minute, and MadLib Pitch to communicate value and vision with clarity and confidence.



Session 3: Breaking the Bias, Owning the Ask Woman Led Track

Sidra Shakeel, Co-Founder at Fortify, led the session upon key aspects of the fundraising journey for women-led startups, from understanding the funding landscape and navigating investor bias to crafting compelling fundraising narratives and preparing for investment readiness.



The Latest at NIC Karachi

Exploring New Innovation Partnerships



NIC Karachi x WE Asia

NIC Karachi has signed an MoU with SHINE, marking a strategic partnership to equip our entrepreneurs with global-standard learning resources. Through this collaboration, Masterclass licenses will be provided free of cost to startups within the NIC Karachi ecosystem, giving founders access to insights from internationally renowned experts in communication, leadership, innovation, and personal branding.

Media Spotlight

NIC Karachi startups continue to make their mark across national media platforms. NIC Karachi startup Stellisys saw its founder **Rajiv Pardhan Lohana** featured on Morning with Dharti on Dharti TV (29 January 2026), where he shared insights from his entrepreneurial journey, highlighting key challenges, milestones, and the role of the NIC Karachi ecosystem in fostering innovation and growth.

In another feature, the founder **Aawaiz** of Paltuu.pk appeared on Morning Dharti on Dharti TV, spotlighting the platform's impactful work in transforming pet adoption and advancing animal welfare across Pakistan further reflecting the growing influence of purpose-driven innovation emerging from NIC Karachi.



The Latest at NIC Karachi



Show Up as the CEO You Are (or Aspire to Be)

Naureen Ghaffar, CEO of N.G Marketing guided our founders through the essentials of executive presence and founder grooming, from posture, tone, and clarity to dressing for influence, on-camera confidence, and professional etiquette. Through practical coaching, role-play scenarios, and grooming insights.



Setting Goal(s) for a Product

Omer Ahmed Khan, Lead Data Scientist (ex-Meta) walked our founders and product teams through a practical three-stage goaling framework, helping them understand how to define progress at early stages, use goals to validate product-market fit while shipping, and eventually set meaningful, measurable targets tied to real customer impact and business value.



Branding & Marketing mentoring session

Danish Khalid, Growth Manager at Karsa (YC W25), led the session and guided startups Stellisys and Epsilon Smart Solutions through building a strong brand identity, sharpening market positioning, and standing out in competitive landscapes. Founders also gained practical insights into attracting, converting, and retaining customers.

The Latest at NIC Karachi



Beyond Reading: The Future of Literacy in the Age of GenAI and Talking Books

NIC Karachi was privileged to host **Dr. Saad Bin Aziz**, CEO of the Urdu Academy Sindh, alongside Ali K. Chishti, CEO and Editor-in-Chief of The Wire Pakistan, for an engaging and thought-provoking session. They shared valuable perspectives on how generative AI, evolving audio formats.



Building an MVP Using AI

NIC Karachi extends its appreciation to **Muhammad Hassan Khalid**, Digital Enablement Specialist at LMKR, for delivering an engaging and highly practical session. He guided founders through AI-assisted coding, rapid backend development, and streamlined workflows, equipping startups with the tools to move from concept to a functional prototype.



AI Buildathon

NIC Karachi hosted a high-energy AI Buildathon that redefined how learning and building come together. Moving beyond traditional, time-intensive approaches, founders and builders utilized seven focused hours to transform ideas into live, functional AI applications—designed with real potential to launch, monetize, and scale.

The Latest at NIC Karachi



Ravah Community

NIC Karachi was proud to host Ravah Community for a high-energy, builder-first program designed to turn AI spectators into AI builders. Rooted in a strong shipping culture, the collaboration focused on helping founders move from an idea to a live, functional product in under 30 days.



From Freelancer to Founder 4.0

NIC Karachi, in collaboration with PAFLA - Pakistan Freelancers Association, hosted From Freelancer to Founder 4.0, a dynamic workshop guiding freelancers toward building scalable startups, featuring sessions by **Aurangzaib Alamgir** on crafting impactful pitches and Hassan Bin Liaquat on scaling from solo freelancing to running a sustainable agency.



Intellectual Property: Understanding Challenges and Compliance

Dr. Owais led an insightful session guiding startups through the fundamentals of intellectual property, covering patents, trademarks, copyrights, and trade secrets, along with the real-world compliance challenges that arise as innovative products scale.

The Latest at NIC Karachi



Product Sprint 2.0: From Problem Clarity to MVP Blueprint

Led by **Ali Khan**, Product Head at PURESQUARE, the session introduced participants to practical frameworks for identifying the right problems, validating assumptions, and turning insights into build-ready MVPs. Founders walked away better equipped to minimize guesswork.



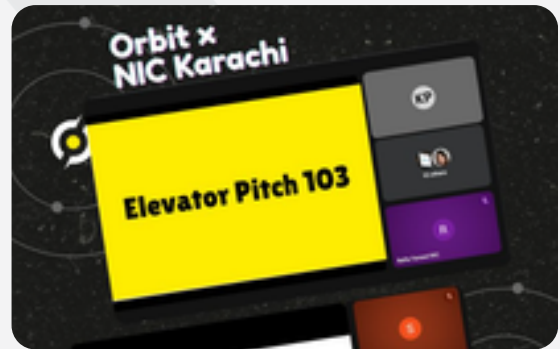
NIC Karachi x Orbit Ventures Acceleration Program

Session 1: Customer Conversations



As part of the NIC Karachi x Orbit Ventures Acceleration Program, our startups participated in a Customer Conversations session led by **Kelly Pang**, Senior Program Manager at Orbit Ventures, focused on mastering customer discovery and validation.

Session 2: Elevator Pitch 103



Kelly Pang, Senior Program Manager at Orbit Ventures, led Elevator Pitch 103 for NIC Karachi x Orbit Ventures Acceleration Program startups. The session guided founders in sharpening and personalizing their startup pitches, helping them communicate value.

Session 3: Growth Fundamentals 101



As part of the NIC Karachi x Orbit Ventures Acceleration Program, startups participated in Growth Fundamentals 101, a foundational session led by **Salman Saleem**, Growth Manager at Orbit Ventures, designed to equip founders with essential strategies for scaling and sustainable growth.

NIC Karachi x Orbit Ventures Acceleration Program

Session 4: Product Demo



As part of the NIC Karachi x Orbit Ventures Acceleration Program, startups took part in Investment Deck 101, led by **Jong Wan Brian Lee**, Principal at Orbit Ventures, focused on building investor-ready pitch decks that meet real-world expectations.

Session 5: Customer Conversations



Acceleration Cohort 2 - Startups explored the essentials of financial modeling, learning how to forecast revenue, manage costs, and plan cash flows. The session emphasized using financial models to make informed decisions, attract investors, and drive sustainable growth. A big thanks to **Brian Lee** and everyone who joined and contributed to the learning!

BUZZ Board

We love connecting our startups with industry legends

Team NIC Karachi participated in the 8th Pakistan Leadership Conversation, Accelerating Impact in a Changed World, hosted by ACCA. The event brought together industry leaders and professionals shaping the future of Pakistan's economy.

Discussions on building world-class capability centers, driving innovation, and strengthening leadership underscored how Pakistan can climb the global value chain with purpose and scale. Insights from senior leaders across consulting, tax, technology, and shared services highlighted the critical role of collaboration, visionary leadership, and ecosystem-driven growth.

It was an energizing and thought-provoking experience, closely aligned with NIC Karachi's mission to empower founders, foster innovation, and drive sustainable economic impact.



BUZZ

Board

Accelerating NIC Karachi!



Team NIC Karachi had the pleasure of visiting Usman Institute of Technology (UIT) for the Startup Launchpad, where 6th and 7th-semester students showcased their projects and startup ideas. The creativity, clarity and ambition on display were truly inspiring.

Team NIC Karachi visited NEDUET to meet **Dr. Ali Hasan Mahmood**, Controller Student Affairs and Associate Professor, Department of Textile Engineering, to discuss the launch of NIC Karachi's Cohort 15 and explore opportunities to engage students in entrepreneurship and innovation.

Our team joined as jury members for the Business Idea Pitching Competition, where students showcased promising ideas with strong potential to grow into impactful ventures. The passion, confidence, and creativity on display truly reflected the next wave of founders in the making.



Team NIC Karachi visited the **NOWPDP** facility for an engaging and meaningful exchange centered on inclusion, innovation, and impact.

The visit provided valuable insights into NOWPDP's inspiring work in empowering persons with disabilities, including a walkthrough of their Centre of Excellence and a closer look at programs and initiatives driving real, measurable change. The experience deepened our understanding of how inclusive design, skills development, and access to opportunities can transform lives while strengthening the broader ecosystem.

BUZZ Board

Accelerating NIC Karachi!



Team NIC Karachi visited **Hamdard University for Future Fusion x Codzilla**, a pre-event in collaboration with Teknofest Pakistan, where our team served as jury members for the Business Idea Pitching Competition. Students presented promising, high-potential ideas, showcasing remarkable passion, confidence, and creativity, reflecting the next generation of impactful founders.

Team NIC Karachi visited Sir Syed University of Engineering & Technology (SSUET) for an exciting Cohort 15 roadshow, joined by **Khizer Ahmed**, Founder of HukumJanab (now Kaacib). The session brought together aspiring student founders eager to learn, build, and pitch their ideas.

Khizer shared practical insights on how to craft and deliver strong startup pitches, guiding students through the essentials of clear storytelling, confidence, and investor-ready communication.



BUZZ Board

Accelerating NIC Karachi!

Coaching Session



Our startups, Aitisa, Beecortex, BMLH - Brand & Media Learning Hub, Cort Technologies and WhatFlow-WhatsApp Automation took part in an in-depth coaching session on Business Model & Strategy, led by **Mohammad Anwar Khan**, Founder of Pak Angels, at NICKarachi.

The session focused on helping founders critically evaluate and refine their business models, sharpen market positioning, and develop practical strategies for long-term, sustainable growth. Through real-world insights and thoughtful discussion, startups gained clarity on aligning value creation with scalable execution.

Teknofest Pakistan



Startup energy, youth-driven innovation, and ecosystem collaboration converged at Teknofest Pakistan 3.0. Team NIC Karachi proudly represented the incubation ecosystem at the Startup Arena, connecting with students, founders, and innovators while highlighting our impact. We were thrilled to have Cohort 14 startups, Wellfolks and Cort Technologies, join us sharing their ideas, receiving real-time feedback, and exploring new opportunities for growth.

Exclusives: From us to you

You're safe. We'll help you find your next, best move.



Innovation and startup teams must iterate quickly, refining both product and business models based on real-time results. Explore strategies that align with 2026 trends, such as subscriptions, platforms, and the circular economy, to ensure your venture stays ahead.



Must-Watch Movie

Silicon Valley Everything you thought was exaggerated about startups... isn't. Satire? Yes. Accurate? Painfully so. From VCs giving you absurd valuations to cofounder fights over equity splits, this show nails startup culture.

Top News

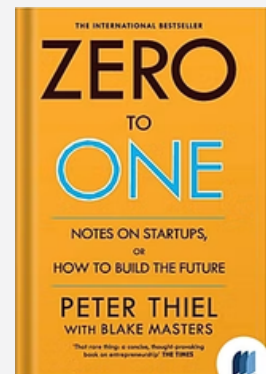
[Britain's growth strategy must start with backing first-time founders by Andy Fishburn on startupsmagazine.co.uk](#)

[The 50 Hottest Fintech Startups In 2026](#)

[The Rising Investors Behind The New Unicorn Class by Gené Teare](#)

Book Recommendation

Explore Zero to One by Peter Thiel, a bold guide to building the future rather than simply copying the past. This essential read dives deep into the big ideas and strategic moves that define successful startups, offering powerful insights for every founder and thinker.



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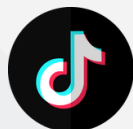
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