

DISRUPTIVE DISPATCH: NIC KARACHI FOCUSLINE



INSIDE THIS ISSUE

NETWORKING & PITCHING EVENT 3

**STARTUP GROWTH THROUGH DATA
INTELLIGENCE BY DR. SAMANTHA
BUXTON FROM SWANSEA UNIVERSITY**

**VOL.2
ISSUE 9
JUN' 2026**

TOP STORY OF THE MONTH



Networking & Pitching Event 3

Networking & Pitching Event 3, hosted by NIC Karachi, brought together startups, corporate leaders, investors, ecosystem enablers, and industry experts for an exclusive networking event focused on meaningful engagement and collaboration. Representatives from leading organizations across diverse sectors connected with NIC Karachi startups, creating valuable opportunities to exchange insights, explore partnerships, and strengthen relationships within Pakistan's innovation and entrepreneurial ecosystem.

During the event, startups showcased their ventures and engaged directly with participating organizations, demonstrating innovative solutions designed to address real industry challenges. The interactions fostered discussions around commercial partnerships, technology adoption, business development, and future collaboration, reinforcing NIC Karachi's commitment to connecting founders with industry stakeholders and creating pathways for sustainable startup growth and ecosystem development.

Startup Success Blueprint

Session 1: MVP Development

A hands-on session on “MVP Development: Product Development, Iterating and Pivoting” was hosted at NIC Karachi and led by **Imran Batoaq** from YOTTABYTE. Founders explored MVP development, rapid experimentation, and user-driven iteration while creating product one-pagers, refining prototypes, and applying customer feedback to validate ideas and build solutions aligned with real market needs.



Session 2: Understanding Financial Technologies

NIC Karachi hosted an engaging curriculum session focused on strengthening startup growth and innovation. **Mutaher Khan**, Co-Founder of Data Darbar, led the FinTech Track Curriculum Session, where founders explored blockchain, AI-powered finance, embedded banking, digital wallets, and emerging fintech trends.



Session 3: Startup Business Models and Pricing

Shamim Rajani, Partner & COO at Genetech Solutions and Founder of CodeGirls, conducted a full-house session on “Startup Business Models and Pricing,” equipping participants with practical frameworks for business model design, pricing strategy, financial forecasting, and building sustainable revenue models.



Startup Success Blueprint

Session 4: Financial Model Development

NIC Karachi hosted a full-house Financial Model Development session led by **Talha Ameer Khan**, CFA, Managing Director at Burj Clean Energy Modaraba. The session equipped startup founders and aspiring entrepreneurs with practical insights on financial planning, revenue modeling, forecasting, and investor readiness, helping them build stronger foundations for sustainable business growth.



Session 5: Breaking the Bias, Owning the Ask

An insightful session on Understanding the funding landscape for women-led startups, was hosted at NIC Karachi and led by **Kashaf Jamal**, VP Investments & Monitoring at Fatima Gobi Ventures. Bringing together women founders, the session explored fundraising strategies, investment readiness, and effective investor communication, equipping participants with practical tools to confidently navigate the fundraising landscape.



Session 6: Incident Response

An engaging curriculum session on Developing Protocols for Responding to Security Incidents was led by **Muhammad Arshi Wasique** from ThreatCure (Pvt) Ltd at NIC Karachi. Through real-world scenarios and practical discussions, founders gained valuable insights into incident response planning, cybersecurity preparedness, and developing structured protocols to strengthen organizational resilience against evolving security threats.



News Spotlight



NIC Karachi Cohort 12 startup **The Disrupt Labs** appeared on **ARY News Bakhbar Savera**, where Muhammad Umair discussed the growing importance of AI education in schools and the need to prepare students for an AI-driven future. The conversation emphasized AI literacy, responsible adoption, and the essential skills required to equip the next generation for emerging technologies.



Ticket Wala (a startup of NIC Karachi Cohort 5) got featured in **Dawn News** (All Things Money). The Co-Founder & President Rehan Botejue shared the journey of Ticket Wala. The discussion explored the evolution of Pakistan's ticketing ecosystem, digital innovation in the events industry, and how startups are transforming entertainment experiences while driving innovation across the country.



Times of Karachi featured NIC Karachi's session, "Traction to Investment: U.S. Investor Readiness for Growing Startups," organized in collaboration with the Freedom 250 initiative by the **U.S. Department of State**. Led by **Scott Fox**, the session equipped founders with practical insights on investor readiness, fundraising, pitching, governance, and entering U.S. markets, strengthening their potential for global growth and investment opportunities.

The Latest at NIC Karachi



Academic Well-being Thematic Conference

Wellfolks founder **Hira Shafi** led the Academic Wellbeing Thematic Conference 2026, hosted at NIC Karachi, bringing together educators, professionals, students, community leaders, and industry experts. The conference fostered meaningful dialogue, knowledge sharing, and collaboration around building healthier academic environments, highlighting the importance of collective action in advancing well-being and creating lasting impact across educational communities.



Startup Growth Through Data Intelligence

An insightful session on "Startup Growth Through Data Intelligence" was hosted at NIC Karachi, led by **Dr. Samantha Buxton** from Swansea University and facilitated by **Sheikh Hammad Amjad**, Business Therapist at Q&A Consultants. Bringing together startups, students, and professionals, the session explored how data-driven insights can support smarter decision-making, identify customer trends, and enable strategic business growth through practical data analysis frameworks.



Go-to-Market Strategies

A Go-to-Market Strategies session led by **Muhammad Hashir Fazal**, Chief Executive Officer at Teniqs, was hosted at NIC Karachi for startup founders and entrepreneurs. The session explored AI-enabled growth strategies, product positioning, channel selection, and launch planning, equipping participants with practical frameworks to refine market entry strategies and support scalable business growth.

BUZZ

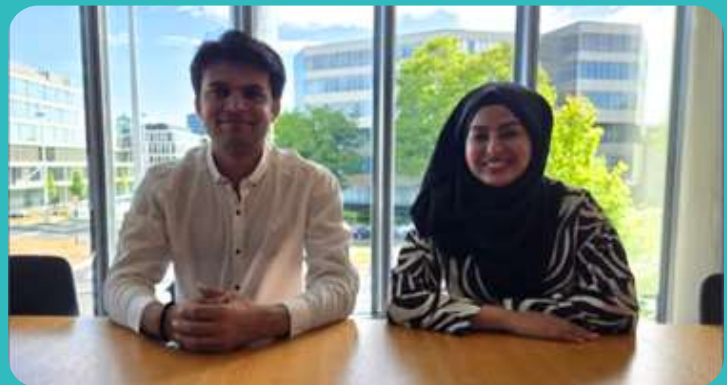
Board

Accelerating NIC Karachi!



NIC Karachi alumni **Muhammad Furqan Karim Kidwai** and **Sarfraz Shahid Hussain**, founders of Plouton AI and previously YPay, were named to the Forbes 30 Under 30 Asia 2026 list. Their achievement reflects a remarkable entrepreneurial journey from building and graduating an NIC Karachi startup to earning global recognition, highlighting the impact of Pakistan's innovation ecosystem and the role of Ignite-supported initiatives in nurturing founders with global potential.

NIC Karachi startup **TrashIt** has been selected for the Climate Finance Accelerator (CFA) Pakistan 2026, funded by the Department for Energy Security and Net Zero and the British High Commission in Pakistan. A graduate of Cohort 1 and the first Acceleration Cohort, TrashIt is advancing sustainable waste management through innovative composting solutions, reflecting the growing impact of Pakistani startups addressing climate challenges through innovation.



Syed Azfar Hussain, Project Director of NIC Karachi, represented Pakistan's startup ecosystem as a panelist at **Startup Village 2026** – International Technology Conference at the Skolkovo Innovation Center in Russia. During the visit, he highlighted the progress of Pakistan's innovation ecosystem while engaging with global leaders on accelerator programs, cross-border collaboration, and technology exchange. A key milestone of the visit was the signing of a strategic MoU between NIC Karachi and the Skolkovo Foundation, strengthening cooperation in startup acceleration, incubation, knowledge exchange, investor connectivity, and international ecosystem development.

BUZZ Board

Accelerating NIC Karachi!



NIC Karachi Cohort 12 startup **Insijam** signed a strategic MoU with **Shenzhen Newpay Technology Co., Ltd.** during the PAK-China B2B Investment Conference 2026, marking a significant milestone in its global growth journey. The partnership establishes a framework for cross-border payment solutions and digital financial collaboration, reflecting the growing international impact of Pakistani fintech startups and the strength of innovation emerging from the NIC Karachi ecosystem.

NIC Karachi collaborated with **Women Entrepreneurs of Asia (WE Asia)** to launch the first episode of Founder Talks, featuring four women founders from the incubation program. Saba Nisar (**Saheli**), Fakiha Khan (**Two Rings Global**), Rabia Khan (**Safirrah**), and Dua Siddiqui (**Scitforte**) shared their entrepreneurial journeys, highlighting innovative solutions across healthcare, mobility, community platforms, and enterprise technology while showcasing the diversity and impact of Pakistan's startup ecosystem.



NIC Karachi was invited as evaluators for the Computer Science Final Year Project Exhibition 2026 at the **Institute of Business Administration (IBA)** Karachi. The team reviewed innovative student projects, shared feedback from a startup perspective, and engaged with aspiring founders on refining their ideas, validating market potential, and exploring pathways to transform academic projects into scalable ventures through incubation and mentorship.

BUZZ Board

Accelerating NIC Karachi!



NIC Karachi was invited by **Sohail University's** ORIC Department for an entrepreneurship awareness session focused on the startup ecosystem, incubation support, and innovation opportunities. Dr. Asma Tabassum, Director ORIC Sohail University, joined the session, while Abdul Wahab Malik from Aitisaal Technologies shared startup insights and students pitched their final year projects and ideas.

NIC Karachi participated in a collaborative roundtable hosted by the **Sindh Enterprise Incubation Center (SEIC)**, bringing together representatives from Business Incubation Centers, ORICs, and National Incubation Centers across Sindh. The dialogue focused on strengthening the innovation ecosystem, identifying startup needs, fostering collaboration, and advancing a more connected and impactful entrepreneurial support network.



NIC Karachi was invited at the 5th Management Sciences Project Exhibition Spring 2026, hosted by the Faculty of Management Sciences, Salim **Habib University**, where students showcased innovative projects and entrepreneurial ventures. The team evaluated student ideas, shared constructive feedback, and encouraged participants to refine their concepts, strengthen their business potential, and explore pathways for transforming academic projects into scalable ventures.



BUZZ Board

Accelerating NIC Karachi!



NIC Karachi was invited as evaluators at the **100K Challenge**, organized by the Department of Business Administration, **Indus University**, where final-year students presented innovative business ideas as part of their ELP projects. The team evaluated student-led concepts, shared practical feedback, and highlighted pathways for transforming promising ideas into scalable ventures through incubation, mentorship, and ecosystem support.

Fortify Arabia, an NIC Karachi Cohort 8 startup, has been selected for **The Garage | الكراج** in **Riyadh, Saudi Arabia**. The startup is transforming real estate operations through technology-driven solutions and will represent Pakistan's innovation ecosystem on a global platform, reflecting the growing international recognition of Pakistani startups and Ignite-supported entrepreneurship initiatives.



NIC Karachi Cohort 12 startup **Haprow** represented Pakistan at the **Acceleration Week of the Global Youth Development Program in China (2026)**, bringing together innovators from over 70 countries. Founded by Muhammad Ali Abbas, the startup showcased TimTim, an AI-powered social assistive robot, highlighting the global potential of Pakistani innovation and the impact of the NIC Karachi startup ecosystem.

BUZZ Board

Accelerating NIC Karachi!



NIC Karachi in collaboration US Consulate hosted a session “Traction to Investment: U.S. Investor Readiness for Growing Startups” under the Freedom 250 initiative by the **U.S. Department of State**, **The session was led by** Scott Fox, CEO of StartupCouncil.org imparting practical insights on investor readiness, fundraising, governance, pitching strategies, and entering U.S. markets, helping them prepare for international investment and scalable growth.

NIC Karachi welcomed a distinguished delegation from **Bangladesh**, comprising university leaders, academic professionals, and innovation ecosystem experts, for a knowledge-sharing visit. The engagement offered insights into NIC Karachi’s incubation model, funding mechanisms, and startup support initiatives through interactive discussions, fostering cross-border collaboration and reinforcing a shared commitment to advancing entrepreneurship, innovation, and higher education.



Nestlé team visited NIC Karachi for an engaging ecosystem interaction focused on innovation, entrepreneurship, and collaboration opportunities. The visit highlighted NIC Karachi’s incubation model and founder support initiatives, while startups showcased solutions in smart water management, packaging innovation, B2B ordering, supplier management, and QR-based product authentication, fostering meaningful discussions on addressing real industry challenges through innovation.

BUZZ

Board

Accelerating NIC Karachi!



NIC Karachi welcomed Dr. Javaid Laghari, Convenor of the HEC Task Force on ORICs and Incubators, along with senior representatives from **NED University of Engineering & Technology**, for a strategic engagement on strengthening Pakistan's innovation and entrepreneurship ecosystem. The visit showcased NIC Karachi's incubation model, startup support initiatives, and impact while fostering discussions on industry-academia collaboration, incubation best practices, and future partnerships to advance the national startup ecosystem.

SmartSphere Technologies, a Cohort 12 startup of NIC Karachi, founded by Rakhshan Zulfiqar, has been selected for the prestigious **Qatar Science & Technology Park (QSTP)** program, backed by Qatar Development Bank (QDB). As a women-led AI startup, SmartSphere is transforming customer engagement through multilingual AI voice agents, and this achievement reflects the growing global recognition of Pakistani startups and the strength of innovation emerging from the NIC Karachi ecosystem.



NIC Karachi was invited as a jury for the Cohort IV Pitching Deck Round at **Iqra University**, Gulshan Campus, where student founders presented innovative startup ideas across diverse technology domains. The engagement focused on evaluating pitch decks, providing constructive feedback, and strengthening students' storytelling and pitching skills, while reinforcing the growing collaboration between academia and Pakistan's startup ecosystem.

BUZZ Board

Accelerating NIC Karachi!



NIC Karachi was invited by **UIT University**, to serve as judges at the Startup Launchpad, where student teams presented early-stage business ideas and innovative projects. The session provided valuable feedback to aspiring entrepreneurs, reinforcing the importance of strengthening collaboration between academia and the startup ecosystem.

NIC Karachi hosted **SpeedUp 2026** in collaboration with **DigiCreates** and **Opti Sphere Network**, bringing together students, industry leaders, creators, developers, designers, and aspiring entrepreneurs. The event fostered meaningful networking, mentorship, and insightful discussions, providing participants with practical guidance, career exposure, and valuable connections to support their entrepreneurial and professional growth.



DigiEstate Pvt Ltd, a Cohort 12 startup of NIC Karachi led by Naeem Ilyas Khanani, won the **Pakistan Digital Awards 2026** in the Distributed Ledger (Blockchain) category for its innovative real estate tokenization platform. The achievement reflects the growing impact of Pakistan's startup ecosystem and highlights how NIC Karachi startups are transforming traditional industries through technology and innovation.

BUZZ Board

Accelerating NIC Karachi!

Coaching Sessions



A coaching session was conducted by **Dr. Danish ur Rehman Khan** (Technical Advisor to VC, NED University of Engineering and Technology) was hosted at NIC Karachi, providing founders with strategic guidance to strengthen business execution and accelerate growth. Cort Tech participated in a one-on-one discussion, receiving practical insights and industry perspectives on refining its strategy, overcoming key challenges, and advancing its growth journey.



Shahan Qamar (Business Development Manager at Wackenhut Pakistan) led a coaching session on at NIC Karachi, providing founders with strategic guidance to strengthen their business strategies and accelerate growth. Telipano and Ata Pata participated in one-on-one discussions, receiving practical insights on business development, operational priorities, and building scalable, sustainable ventures.



NIC Karachi hosted a coaching session with **Shahzaib Zulfiqar**, providing founders with strategic guidance to strengthen their business strategies and accelerate growth. Saheli and Visibii participated in one-on-one discussions, gaining practical insights on market positioning, overcoming business challenges, and identifying growth opportunities to build scalable and impactful ventures.

BUZZ Board

Accelerating NIC Karachi!

Coaching Sessions



A startup coaching session was conducted by **Mehmood Lodhi** at NIC Karachi, providing founders with strategic guidance on strengthening business models and driving sustainable growth. Stellysis and FZJ participated in focused discussions, receiving practical feedback on their solutions, market opportunities, and scaling strategies to support informed business decisions.



NIC Karachi hosted a coaching session on Business Model & Strategy with **Shahbaz Khan**, helping founders strengthen their business models and refine their growth strategies. Visibii, Cervana AI, and Ezee Insure participated in one-on-one discussions, receiving practical guidance on addressing business challenges, improving execution, and building stronger, scalable ventures.



Aryan Rajput conducted a coaching session on Legal, Compliance & Governance at NIC Karachi, helping founders strengthen their legal foundations and governance practices. SOCByte and EforEttiquetes participated in one-on-one discussions, receiving practical guidance on compliance, governance frameworks, and building resilient, investment-ready ventures.

BUZZ Board

Accelerating NIC Karachi!

Mentoring Sessions



A mentoring session led by **Zuhair Aziz Qidwai** (Technology Partner at Friesland Campina Malaysia) at NIC Karachi, providing founders with strategic guidance to refine their business direction and accelerate growth. Ata Pata and Epsilon participated in one-on-one discussions, receiving valuable insights on market opportunities, business strategy, and scaling their ventures for long-term success.

Syed Asif Hassan carried out a mentoring session on FinTech at NIC Karachi, providing founders with strategic guidance on business growth and emerging opportunities in financial technology. Credvestor and Ezee Insure participated in one-on-one discussions, gaining practical insights on market opportunities, growth strategies, and building scalable fintech ventures.



Exclusives: From us to you

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



What is the most important factor in turning a startup idea into a successful business? Explore how customer discovery, product-market fit, rapid iteration, and continuous feedback help founders build scalable ventures.



Must-Watch Movie

The Social Network explores the founding of Facebook while highlighting the realities of building a high-growth startup. Beyond its portrayal of innovation and rapid success.

Top News

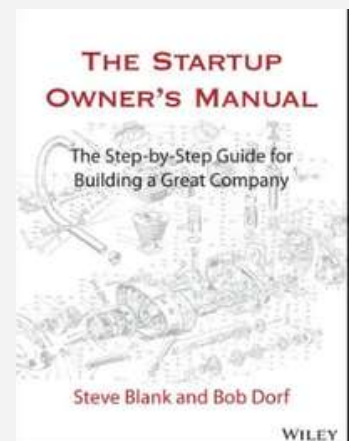
[The Global Startup Ecosystem Report 2026](#)

[6 Profitable AI business ideas for 2026](#)

[Crunchbase Data: Global Startup Investment Hit Record \\$510B In H1 2026 As AI Boom Accelerates Funding And Exits](#)

Book Recommendation

The Startup Owner's Manual by Steve Blank is a practical guide to building successful startups through the Customer Development methodology and Lean Startup principles. The book provides founders with step-by-step frameworks for validating ideas, identifying customers, testing business models.



BE A PART OF US



Get the Inside
Scoop on
WhatsApp



Tap to Join

Let's Stay Connected!
Keep up with what's new



LinkedIn



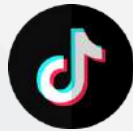
Facebook



Instagram



Youtube



TikTok



Threads

Level up your productivity!

Secure your spot at NIC Karachi's co-working space today

Call to book a spot: +92 336 8567124



Funded By Ignite, MoITT



www.nickarachi.com



info@nickarachi.com



National Incubation Centre, NED university, main university road,
Karachi. Sindh 75270 Location



Ministry of
IT & Telecom

Ignite
accelerating innovation



YBG

MKT



LUCKY LANDMARK

ORBIT
VENTURES

