

DISRUPTIVE DISPATCH: NIC KARACHI FOCUSLINE



INSIDE THIS ISSUE

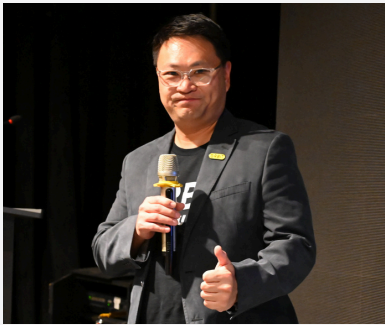
APTECH VISION SOFTWARE
EXHIBITION 2026

ORBIT CONNECT

MAY AT NIC KARACHI

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TOP STORY OF THE MONTH



Orbit Connect & Demo Day

Orbit Connect Karachi, hosted by Orbit Ventures in partnership with NIC Karachi, brought together founders, investors, mentors, industry leaders, and ecosystem partners for an exclusive networking evening focused on meaningful engagement and relationship building. The event created a platform for NIC Karachi startups and Acceleration Cohort 2 participants to connect with key stakeholders, exchange insights, explore collaboration opportunities, and strengthen relationships across Pakistan's entrepreneurial ecosystem.

Orbit Demo Day, organized by NIC Karachi and NIC Peshawar in partnership with Orbit Ventures and supported by the Ministry of Information Technology and Telecommunication and Ignite, showcased the latest acceleration cohort. Startups from SaaS, HR Tech, Retail, Supply Chain, EdTech, and Consumer Goods presented their innovative solutions, creating opportunities for investment, market exposure, and strategic partnerships while highlighting the potential of Pakistan's growing startup landscape.

Startup Success Blueprint

Session 1: Creating Bigger Stories

NIC Karachi's Women-Led Curriculum Track featured a session on "Own Your Narrative, Lead with Purpose" with **Mahwish Saad Khan**, Chief Business Officer at Premier PayFast.

The session focused on founder identity, leadership presence, and personal branding for women entrepreneurs. Participants gained practical insights into storytelling, investor engagement, and building confidence through interactive discussions and peer feedback.



Session 2: Cyberthreat Landscape

Syed Faiq Hasan, SVP – Head Security Operations and Implementations at Bank Alfalah Limited, led an interactive session at NIC Karachi on the evolving cyber threat landscape. He shared insights on emerging cyber risks, cybersecurity readiness, and practical defense strategies, while drawing on real-world experiences and case studies to help startups strengthen business continuity and security awareness.



Session 3: Customer Discovery: Market Validation and Segmentation

Ahmed Ayub, Chief Strategy Officer at Conrad Labs, led an engaging session at NIC Karachi on customer discovery, market validation, and segmentation. He shared practical frameworks for understanding customer personas, validating markets, and identifying scalable opportunities, while drawing on lessons from his entrepreneurial journey to highlight the value of structured execution and customer-centric growth.



The Latest at NIC Karachi



NED Students Visit NIC Karachi

NIC Karachi welcomed students of NED University for an interactive visit focused on entrepreneurship, innovation, and startup learning. The session highlighted NIC Karachi's role in supporting startups through incubation, mentorship, industry connections, and growth opportunities. **Mirza Saad Baig** from RAWTS, an NIC Karachi alumni startup, shared his entrepreneurial journey and practical insights on building and scaling ventures.



Startup Journey With Fulflit

Students from NED University visited NIC Karachi for an interactive session focused on innovation, entrepreneurship, and the startup ecosystem. The session introduced students to NIC Karachi's incubation and mentorship support, while **Fawwad Haider** from Fulflit shared his startup journey, followed by student pitches and an engaging Q&A.



SusHi Tech Journey With Super Butler

NIC Karachi hosted an insightful fireside chat, "From SusHi Tech Tokyo to Karachi: A Founder's Insider Report on a \$5 Trillion Economy – Investment & JV," featuring Waqar Gillani, CEO & Founder of Superbutler.ai ®. The session explored Japan's innovation ecosystem, investment landscape, and opportunities for cross-border collaboration, guiding founders through global scalability, international partnerships, investor expectations, and emerging opportunities for Pakistani startups to expand into international markets.

BUZZ Board

We love connecting our startups with industry legends

Team NIC Karachi visited **PN Engineering College, NUST** as part of its outreach engagement initiatives aimed at connecting with emerging student innovators and strengthening academia–industry linkages.

During the visit, the team explored several student-led projects, including innovative AI-powered solutions developed by talented young innovators working on real-world problem solving. The engagement highlighted the creativity, technical excellence, and innovation-driven mindset of students actively applying technology to address practical challenges.

The interaction reinforced NIC Karachi's commitment to nurturing early-stage talent and fostering a strong pipeline of future innovators contributing to Pakistan's growing tech ecosystem.



BUZZ Board

Accelerating NIC Karachi!



NIC Karachi visited the **FYDP Expo at NED University of Engineering and Technology**, organized by the Department of Software Engineering.

The team explored a diverse range of innovative final year projects showcasing technical excellence, and problem-solving skills across multiple domains. The expo highlighted emerging student innovators presenting industry-relevant solutions with clear real-world potential and impact.

NIC Karachi conducted an engaging session on “Digital Entrepreneurship for Journalists & Storytellers” at the **Karachi Press Club (KPC)** as part of its outreach initiatives, organised by the Skill Development Committee of KPC.

Andeel Ali, Head of Planning & Development, introduced NIC Karachi and highlighted its role in fostering startups, innovation, and entrepreneurship through incubation, mentorship, and industry linkages. Trainer Sheikh Hammad Amjad delivered an interactive session covering the startup fundamentals and practical insights into building and scaling ventures.



NIC Karachi participated in a project evaluation and startup engagement session at **Dawood University of Engineering and Technology**, where students and early-stage founders presented ideas across Machine Learning, Web3, HealthTech, EdTech, FinTech, Industrial Automation, and Cybersecurity.

A NIC Karachi team member served as a panelist, offering feedback to help refine projects into scalable ventures. The Higher Education Commission also acknowledged NIC Karachi’s role in the incubation ecosystem, with discussions held on strengthening collaboration and identifying high-potential startups for future incubation.

BUZZ

Board

Accelerating NIC Karachi!



NIC Karachi team was invited at **Aptech Vision Software Exhibition 2026** to evaluate student-led projects across AI, ML, mobile apps, web development and robotics.

The exhibition showcased student-led technology projects and startup ideas focused on addressing real-world challenges through innovation and practical solutions.

Shujaat Ali, Chairman of Asad Ali Group, **Farooq H. Sikandar**, Director at Al Rahim Group, **Zia Khan** from Panacloud Pvt Ltd, and **Daniyal Nagori** from PIAIC visited NIC Karachi and engaged with startups through insightful discussions on innovation, growth, and emerging technologies

The visit provided founders with an opportunity to showcase their ventures, receive valuable feedback, and gain perspectives on scalability, investment readiness, and the future of technology-driven businesses, fostering stronger connections between industry leaders and the startup ecosystem.



Ali Sohaag, Incharge of SPAARC – Sindh Police Accident Analysis & Research Centre, and **Fizzah Khan**, CEO of Creative Brains Production, visited NIC Karachi for discussions on innovation, public safety, and community impact.

The meeting explored potential areas of collaboration, including the role of technology, research, and awareness initiatives in promoting road safety and reducing accidents, while identifying opportunities for engagement between NIC Karachi startups and public sector stakeholders.



BUZZ Board

Accelerating NIC Karachi!



NIC Karachi team 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.

Council Meeting

NIC Karachi convened an **EdTech Council** meeting, bringing together founders, industry leaders, and ecosystem enablers to discuss the future of education technology and innovation.

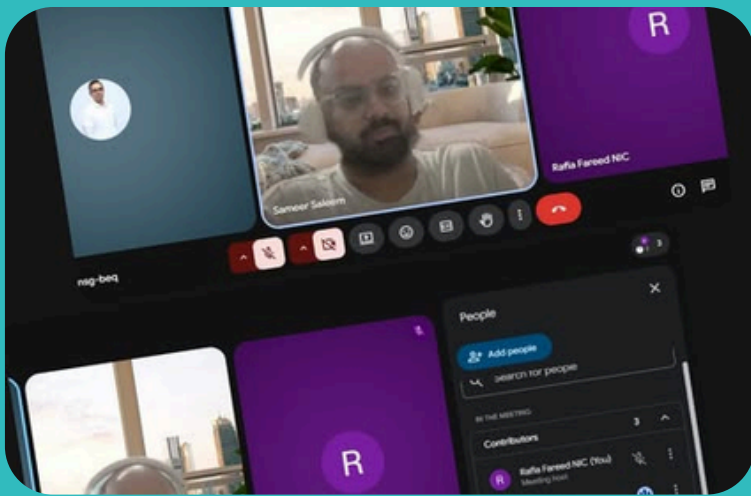
The session focused on emerging trends, sector challenges, and opportunities for collaboration, fostering stronger connections between startups and industry stakeholders while exploring practical pathways for growth and impact in the EdTech ecosystem.



BUZZ Board

Accelerating NIC Karachi!

Coaching Sessions



Rafiq Malik, COO and Co-Founder at **Bykea**, led an online coaching session for NIC Karachi startup Jobsterx as part of the incubation center's founder enablement initiatives.

During the session, founder **Sameer Saleem** shared insights into the venture's growth plans, business model, and operational challenges. Drawing from his extensive industry experience, Rafiq Malik provided practical guidance on business growth, execution, and strategic decision-making, helping the startup identify opportunities to strengthen and scale its venture.



NIC Karachi hosted a coaching session with **Kashaf Jamal**, Vice President - Investments & Monitoring at Fatima Gobi Ventures, centered on helping startups strengthen their business strategies, tackle operational challenges, and refine their growth direction.

Startups (**HiringMine**, **Visibii**, and **Saheli** - Pregnancy Tracker) participated in one-on-one discussions focused on their solutions, key obstacles, and areas for improvement. During the session, Kashaf Jamal shared practical insights, investment perspectives, and strategic guidance to support founders in building stronger and more scalable ventures.

BUZZ Board

Accelerating NIC Karachi!

KIBTF EXPO



NIC Karachi startups showcased their innovative solutions at **KIBTF 2026** held at the Expo Center, highlighting the creativity and entrepreneurial spirit of emerging founders. The event provided a platform for startups to present their journeys, connect with audiences, and demonstrate the impact of technology-driven ideas. Muhammad Ali Abbas (Founder: **Haprow**), Hira Shafi (Founder: **Wellfolks**), Ammar Zaidi (Founder: **NeuraGeek**), and Haddiqua Siddiqui (Founder: **E for Etiquettes**) represented NIC Karachi with their inspiring ventures.



Exclusives: From us to you

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



What helps startups build successful and scalable ventures? Explore how customer validation, market research, feedback loops, and agile strategies enable founders to refine their solutions, solve real problems?



Must-Watch Movie

BlackBerry tells the story of a company that once dominated the mobile world but struggled to adapt when technology and customer expectations evolved.

Top News

[Top 100 Rising Startups of 2026](#)

[How to Get and Evaluate Startup Ideas | Startup School](#)

[How an Ex-Netflix Marketer Built a \\$3 Million Drone Show Startup](#)

[Top 30 Tech Startups Redefining AI, Robotics & Others in 2026](#)

Book Recommendation

Will It Fly? is a practical guide for founders who want to test their business ideas before investing time and resources. The book emphasizes the importance of market validation, understanding customers, and aligning ideas with real opportunities. A valuable read for entrepreneurs looking to build smarter and avoid costly mistakes.



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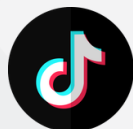
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