



**SARVAJANIK EDUCATION SOCIETY**  
**SARVAJANIK UNIVERSITY**



**SSIP**  
**2.0**



# **STARTUP SUMMIT**

LET'S LEARN FROM SCRATCH ABOUT STARTUPS

**Founder Talk: INSPIRE**  
**Investor Session: FUND**  
**Roadmap Workshop: BUILD**

## **REPORT**

“THE STARTUP SUMMIT HELD ON 23/01/2026 ”



CO-ORDINATORS

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## Objective of the Event – Day 1

The Startup Summit was organized with the objective of providing students a comprehensive understanding of the startup journey from idea to impact, enabling them to explore how innovative ideas can be transformed into scalable businesses. It aimed to create awareness about the future of innovation and the essential skills required in the modern startup ecosystem, including adaptability, problem-solving, and technological understanding. The summit also focused on helping students understand what investors look for in early-stage startups, such as market potential, scalability, and strong execution.

Another key objective was to guide students in identifying real-world problems and developing practical solutions through idea validation, building Minimum Viable Products (MVPs), and developing effective business models. The event aimed to provide knowledge about early traction strategies and pitch deck essentials, enabling students to present their ideas confidently and professionally.

In addition, the summit aimed to provide students with exposure to real industry experiences and practical challenges faced by startup founders. By learning directly from experienced entrepreneurs, participants were encouraged to understand the importance of continuous learning, experimentation, and resilience in the startup journey. The event also focused on enhancing students' ability to think critically and take calculated risks while making business decisions.

Furthermore, the summit intended to familiarize students with the formal and legal aspects of starting a business, including startup registration procedures, intellectual property (IP) basics, and compliance requirements. It also aimed to spread awareness about various government initiatives and support systems, such as Startup India, MSME schemes, and incubation programs, which can help early-stage startups grow and sustain in a competitive environment. Our goal was to:

- To encourage innovation-driven thinking among students
- To develop problem-solving and analytical skills
- To build confidence in presenting and pitching ideas
- To promote understanding of market needs and user behaviour
- To inspire students to take practical steps toward entrepreneurship

### Institute wise team who participated in Startup Summit held on 23<sup>rd</sup> February, 2026

Institute Name		No. of Teams Participated
S. R. Luthra Institute of Management	SRLIM	20
Sarvajanik College of Eng. & Tech.	SCET	133
Shree Ramkrishna Institute of Computer Education and Applied Sciences	SRKI	18
<b>Total</b>		<b>171</b>

## **Session 1: Founder Talk – Mr. Akshar Vastarpara**

Mr. Akshar Vastarpara, an alumnus of SCET, delivered an inspiring session by sharing his real-life founder journey and experiences in building a startup. He explained that transforming an idea into a scalable business is not a straightforward process but involves continuous learning, multiple failures, and persistent effort. His journey highlighted that success in startups comes from experimentation, adaptability, and strong technical knowledge.

He discussed his company, Strikelite, which focuses on PC solutions based on FPGA technology. He explained how the company started from a small idea and gradually expanded its capabilities in circuit design and innovation. Over time, the company invested heavily in technical skill development and research, which helped them improve their products and stay competitive in the market.

The speaker emphasized the importance of continuous experimentation with projects and technologies. He shared that startups should never remain static and must keep evolving with changing trends. As an example, he mentioned that the company is working on launching a low-cost computer similar to Raspberry Pi, priced around ₹6000, making advanced computing more accessible. He also highlighted the importance of product design and visual uniqueness, explaining how differentiation plays a key role in standing out in a competitive market.

Mr. Vastarpara also spoke honestly about the challenges of starting a company, stating that it often feels like a gamble due to uncertainty and risks. However, he stressed that persistence, consistency, and continuous improvement are the key factors that drive long-term success. He also mentioned that many major technological advancements today are happening in areas such as personal computing and cloud computing, creating new opportunities for startups.

The session also covered the topic of funding, where he explained that raising funds is a complex and time-consuming process. He shared that his company successfully raised around ₹7 crore, but achieving this required strong planning, credibility, and consistent performance. He also pointed out that in hardware-based startups, profit margins are generally around 15–20%, making efficiency and cost management very important.

Overall, the session provided a realistic and practical perspective on startup building, motivating students to embrace challenges, focus on continuous learning, and develop strong technical and problem-solving skills to succeed in the entrepreneurial journey.



Session 1: Mr. Akshar Vastarpara - Founder Talk

## **Session 2: Mr. Nirav Alagiya – AI, Digital Innovation & Product Building**

Mr. Nirav Alagiya delivered an insightful session on the role of Artificial Intelligence (AI) in shaping modern digital products and startups. He shared his entrepreneurial journey, which began in 2015, and highlighted his experience of working with more than 170 companies across various industries. His products have reached over 50 million users worldwide, demonstrating how startups today can operate globally even from a single office in Surat.

He explained that many successful digital products function like “invisible systems”, where users continuously benefit from the service without necessarily being aware of the people or company behind it. This reflects the importance of building products that integrate seamlessly into users’ daily lives and deliver consistent value.

A major focus of his session was on scaling startups. He emphasized that while building a product is important, it is only the first step. The real challenge lies in reaching users and ensuring widespread adoption. According to him, distribution is where real money is made, and startups must prioritize strategies that help them reach and retain a large user base.

Mr. Alagiya also discussed the impact of the rapid growth of AI. He pointed out that AI has significantly reduced the barriers to entry, making it easier for individuals and startups to build high-quality digital products. However, this also creates intense competition, as ideas can be easily replicated. Therefore, he stressed that founders must go beyond just ideas and focus on execution, innovation, and differentiation.

He highlighted the importance of understanding user behaviour and psychology, stating that successful startups are those that deeply understand their users’ needs, habits, and decision-making patterns. This understanding helps in building products that truly resonate with users and stand out in a competitive market.

Towards the end of the session, he shared five essential skills that every startup founder should develop:

- **Market Sensitivity:** The ability to identify market trends, customer needs, and emerging opportunities.
- **Behavioural Insights:** Understanding how users think, behave, and interact with products.
- **Rapid Validation:** Testing ideas quickly with minimal resources to check feasibility and demand.
- **Distribution Strategy:** Creating effective methods to reach, attract, and retain users at scale.

Overall, the session provided valuable insights into how startups can leverage AI, focus on user-centric design, and build scalable products in today’s competitive digital landscape.



Session 2: Mr. Nirav Alagiya – AI, Digital Innovation & Product Building



### **Session 3: Mr. Sanjay Punjabi – Investor Perspective**

Mr. Sanjay Punjabi delivered an insightful session on how investors evaluate early-stage startups and what founders must focus on while building and scaling their ventures. He explained that investors primarily look at factors such as market demand, scalability, team strength, and uniqueness of the solution before making investment decisions.

To simplify these concepts, he explained key startup realities using well-known principles similar to real-world “laws.” One of the important concepts he used was Murphy’s Law – “Anything that can go wrong will go wrong.” Through this, he highlighted the uncertainty and risks involved in startups, emphasizing that founders must always be prepared for failures, unexpected challenges, and market changes. Proper planning, risk management, and adaptability are essential for long-term survival.

He also explained Parkinson’s Law – “Work expands to fill the time available for its completion.” This was used to stress the importance of time management and productivity in startups. He advised that without strict deadlines and focus, tasks can take longer than necessary, slowing down growth. Startups must work with urgency, set clear timelines, and maintain efficiency to stay competitive.

Another important concept discussed was the Pareto Principle (80/20 Rule), which states that 80% of results come from 20% of efforts. He emphasized that founders should focus on the most impactful activities, such as key customers, core product features, and major revenue sources, instead of wasting time on less important tasks. This helps in maximizing output with limited resources.

In addition to these principles, he highlighted that startups must solve real problems, clearly communicate their vision and business model, and demonstrate strong growth potential to attract investors. A well-prepared pitch deck and a deep understanding of the market significantly increase the chances of securing funding.

A major focus of his session was that investors are highly experienced and knowledgeable, and founders cannot fool them. He emphasized that when pitching, the ask must be clear, realistic, and well-justified. Investors already understand market dynamics, financials, and business risks, so any unclear or exaggerated claims can reduce credibility. Therefore, founders should be honest, precise, and confident while presenting their ideas.

Overall, the session provided a practical understanding of the investor mindset, showing that success in startups depends on managing risks, using time effectively, focusing on high-impact actions, and maintaining transparency while dealing with investors.



Session 3: Mr. Sanjay Punjabi – Investor Perspective



## **Session 4: Workshop on Roadmap to Startups by Mr. Chetan Patel**

Mr. Chetan Patel conducted an engaging and interactive session on the growing startup culture and provided a practical roadmap for building a startup. He explained the concepts of sustainable innovation and disruptive innovation, highlighting that disruptive innovation can create entirely new markets and business models.

He emphasized a very important idea that “passion without profit is not a startup.” A successful startup must not only solve real problems but also generate value and revenue to sustain and grow in the long run.

A key highlight of the session was his honest and practical approach, where he clearly stated that not everyone is meant to build a startup. Through a series of interactive questions, he helped classify the audience into three categories: startup founders, entrepreneurs, and job-oriented individuals. This activity helped students understand their own mindset, risk-taking ability, and career direction, encouraging them to choose paths that align with their strengths rather than blindly following trends.

He then explained a structured roadmap to building a startup. The process begins with understanding the problem deeply, ensuring that the idea addresses a real need. This is followed by creating an idea and developing a Business Model Canvas to define the structure of the business. The next step involves building a Proof of Concept (POC) to test feasibility, followed by testing the hypothesis using a working model. Based on feedback and results, the idea must be continuously refined through iteration and improvement. This entire process requires proper planning and decision making, along with regular tracking of progress to ensure consistent growth and development.

In addition to the roadmap, he also explained the practical process of registering a startup and securing government seed funding. He highlighted that founders should incorporate their company as a Private Limited or LLP, as these structures are preferred for funding, while sole proprietorships are generally not suitable for startups seeking investment.

He stressed that obtaining DPIIT recognition through the Startup India portal is essential, as without it, startups are not eligible for government funding. He also pointed out that many startups fail at the preparation stage due to lack of clarity in problem statements, weak business models, poor pitch decks, and unrealistic financial projections.

Furthermore, he explained the Startup India Seed Fund Scheme (SISFS), where funding is provided through government-approved incubators rather than directly to startups. Typically, startups can receive funding ranging from ₹20 lakh to ₹50 lakh, but only after successfully pitching their idea. He emphasized that incubators evaluate startups strictly, and without clarity, innovation, and execution capability, applications are often rejected.



**Session 4: Mr. Chetan Patel - Workshop on Roadmap to Startups**



## Outcome of Startup Summit

- Students developed a clear understanding of how startups are built, scaled, and funded.
- Gained practical insights into real challenges, risks, and failures involved in startup journeys.
- Learned the importance of problem-solving, innovation, and continuous improvement.
- Understood the role of AI, user behaviour, and digital innovation in modern startups.
- Realized that distribution, execution, and user adoption are key to startup success.
- Gained clarity on investor mindset, including what investors look for and how to pitch effectively.
- Learned important principles like risk management, time management, and focusing on high-impact tasks.
- Understood the step-by-step process of building a startup, from idea validation to execution.
- Became aware that not everyone is suited for startups, helping them make informed career choices.
- Increased confidence and motivation to transform ideas into real business opportunities.





- We are grateful to **SU-SSIP and Sarvajani University** for extending moral, financial support for the event.
- We extend our thanks to all **Dean of Institutes** to motivate the students to participant in Idea Pitching.
- We extend our special thanks to **Dr. Kiran Pandya, Provost of Sarvajani University** and **Shri. Ashish Desai, Registrar of Satrvajanik University** for their support for the event.

*"Every successful startup starts with a bold idea and the determination to make it."*

*Report Compiled by Dr. Kaushika Pal*