



**GUJARAT  
TECHNOLOGICAL  
UNIVERSITY**  
AN INTERNATIONAL INNOVATIVE UNIVERSITY  
(Accredited with A+ Grade by NAAC)  
State Government University



# Report of **GTU Ventures Startup Clinic**

**Organized By**  
GTU Ventures



**Report Made by:**  
Team GTU Ventures

## GTU Ventures Startup Clinic

**Date:** 04/04/2026

**Time:** 11:00 AM Onwards

**Mode:** Offline

**Total Participants:** 18 Startups (50 Members)

### Event Overview

The Startup Clinic was organized under the GTU Ventures initiative to foster and strengthen the startup ecosystem across Gujarat Technological University's network. The event brought together aspiring entrepreneurs, early-stage startups, and ecosystem enablers to provide structured guidance on ideation, validation, and the journey from concept to venture. The clinic focused on helping participants understand the role of incubation, acceleration, and investment in transforming innovative ideas into viable businesses.

The clinic featured expert talks from prominent industry leaders and investors, combined with interactive Q&A sessions and a comprehensive screening of 18 startup ideas. Participants gained actionable insights on customer discovery, product-market fit, venture capital perspectives, and the integration of AI in their startup journeys.

### Expert Speakers

Three distinguished speakers from the startup and investment ecosystem addressed the participants at the Startup Clinic:

- Dr. Tushar Panchal - Group CEO, GTU Ventures
- Mr. Kamal Bansal - Co-Founder, Startup Bootcamp
- Mr. Jimish Kapadia - Co-Founder, Growth Sense Venture Fund & Co-Founder, Growth91

All three speakers brought rich experience from their respective domains - incubation management, entrepreneurship education, and venture capital - providing participants with a holistic perspective on the startup journey from idea to investment.

## Session Highlights

### 1. GTU Ventures Initiative & Role of Incubation:

Dr. Tushar Panchal, Group CEO of GTU Ventures, opened the clinic with an insightful overview of the GTU Ventures initiative and its mission to nurture the startup ecosystem. He elaborated on the tangible benefits of acceleration programs and the structured support GTU Ventures provides to early-stage ventures. Dr. Panchal highlighted the key challenges faced by startups - including resource constraints, market access, and talent acquisition - and explained how incubation acts as a critical catalyst in overcoming these hurdles and guiding startups toward sustainable growth.

### 2. Idea to Market: Customer Discovery, Validation & Investor's Perspective

Mr. Kamal Bansal, Co-Founder of Startup Bootcamp, delivered an engaging session on taking an idea to the market. He walked participants through the structured process of customer discovery and validation, emphasizing the importance of understanding the real problem before building a solution. Mr. Bansal explained the distinction between product-solution fit and product-market fit, sharing practical frameworks and real-world examples. He also offered an in-depth view of the investor's perspective - what venture capitalists and angel investors look for when evaluating startups, including traction, team quality, scalability, and market size.

### 3. Venture Capital Perspective: Idea Evaluation, Sector Focus & AI Integration

Mr. Jimish Kapadia, Co-Founder of Growth Sense Venture Fund and Growth91, provided participants with a deep understanding of how venture capitalists evaluate startup ideas. He explained how VCs assess the viability, scalability, and uniqueness of a concept during the initial idea understanding phase. Mr. Kapadia highlighted the sector-specific focus areas that investors prioritize, helping participants align their ventures with current investment trends. A key highlight of his session was the discussion on AI integration - emphasizing the growing importance of embedding artificial intelligence into products and business models, and how AI-driven innovation is becoming a critical differentiator for attracting investment.

Participants actively engaged throughout the clinic, raising questions on idea protection, fundraising strategies, AI tools for startups, and how to approach early customers. The speakers addressed each query with practical insights and real ecosystem examples, making the session highly interactive and value-driven.

## Participant Feedback & Outcomes

- A total of 18 startups and ideas were screened and evaluated during the clinic. Each participating team received structured feedback and directional guidance for the further development of their ideas, helping them identify the next concrete steps in their startup journey.
- Participants gained clarity on customer discovery, validation methodologies, and investor expectations. Many expressed strong interest in pursuing incubation support through GTU Ventures and applying to acceleration programs to take their ventures forward.

Overall, the GTU Ventures Startup Clinic successfully created a motivated and well-guided cohort of startup founders and aspiring entrepreneurs, equipped with the knowledge, direction, and ecosystem connections needed to transform their ideas into impactful ventures.

## Glimpses of the Startup Clinic:

