



BUSINESS  
INCUBATION  
CENTER  
University of Sargodha-Pakistan



# EXCHANGE PROGRAM

## United States of America

### Capacity Building of Incubators Working in Pakistan

A strategic initiative designed to enhance the institutional capacity, operational effectiveness, and global connectivity of Pakistani incubators through immersive exposure to leading innovation ecosystems and entrepreneurial best practices in the United States.





## East Coast



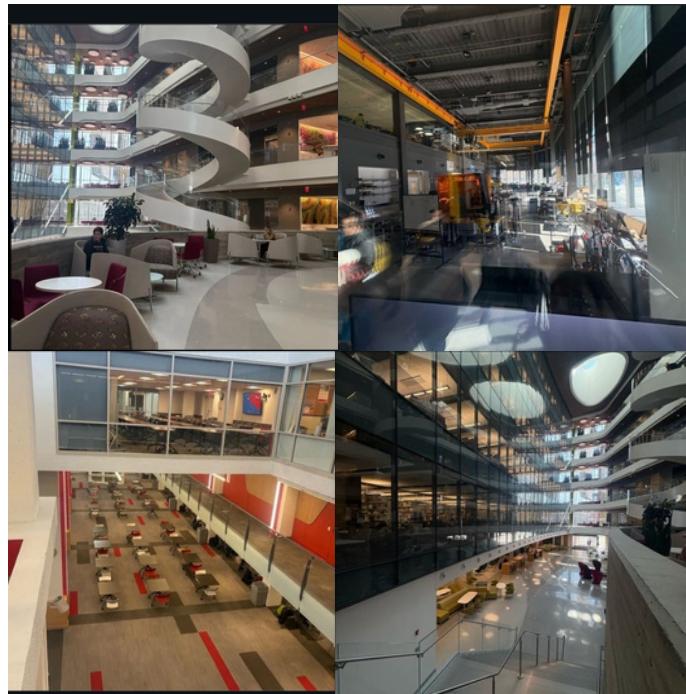
### Key Takeaway's

To strengthen your incubation center, focus on fostering interdisciplinary collaboration among faculty from various fields, to encourage the exchange of diverse ideas. Empower students by ensuring they retain 100% ownership of their intellectual property and establish a student-run support structure who will check the need of session for example if startups need assistance with legal side, mentorship, and resources. Focus on smooth technology transfer processes to efficiently commercialize research outcomes.

A key takeaway is to empower the students startups to run the incubation center. Encourage students to engage in professional leadership classes, select speakers, and drive their own entrepreneurial learning through hands-on programs.

A major takeaway is the importance of focusing on small businesses in Pakistan, particularly in the context of expatriates problems and local market needs. By developing a business model that caters to these needs, such as the import of goods or a franchise model, startups can thrive.

# Visit to North Eastern University, Boston



## Speaker

### Dr. Tucker Marion

A leading expert in AI-driven innovation and digital product development, blending engineering and business expertise to drive transformative design solutions.



Dr. Tucker Marion is a leading expert in innovation, product development, and AI-driven design with over 20 years of experience in engineering and business strategy. He is an Associate Professor at Northeastern University's D'Amore-McKim School of Business and College of Engineering, and serves as Partnership Innovation Director. He co-founded Ada IQ, a Techstars-backed AI design platform, and is Managing Partner at Flash Point Development, which has launched over 100 products. His research appears in top journals, and he is the author of *The Innovation Navigator*. A former NASA and TU Delft Visiting Scholar, Dr. Marion is a recognized voice in digital innovation and emerging technologies.

## KEY TAKEAWAYS

- AI is transforming product design and innovation at every stage.
- Cross-functional collaboration accelerates successful product development.
- Digital tools and platforms are key to navigating modern innovation challenges.





## Meeting with VC's & OPEN New York

**Key takeaways from meeting the venture capitalist and OPEN New York members:**

- Building strong investor relationships requires clarity of vision, scalability, and a solid go-to-market strategy.
- OPEN New York fosters powerful cross-border and cross-sector connections for entrepreneurs and executives.
- Collaborative communities like OPEN accelerate innovation through shared experience, mentorship, and strategic insight.

## Focal Person



### Abdullah Khan

Abdullah Khan is a seasoned business executive with over 20 years of experience in operations, customer engagement, and strategic growth across E-Commerce, Health Tech, FinTech, and Telecommunications. As President of Zohail Consulting and VP of Operations & Member Experience at Uniper, he has led global teams to drive innovation in senior care and wellness. His past roles at Talkspace, FuboTV, Western Union, and DISH Network reflect a track record of operational excellence.

## KEY TAKEAWAYS

- Operational excellence and customer-centric strategies are critical for scaling startups in tech-driven industries.
- Digital transformation, especially with AI, is reshaping health tech and senior wellness care.
- Cross-industry experience strengthens a leader's ability to adapt, innovate, and deliver results globally.



## Session at NYU by Prof. TARIQ KHAN



## Speaker



### Tariq Khan

A leading marketing strategist, leadership expert, and DEI advocate who empowers global businesses and future leaders through corporate, academic, and nonprofit leadership

Tariq Khan is a prominent leader in marketing and leadership with over 30 years of experience across executive roles, consulting, and academia. He has led marketing and business development initiatives at MetLife, Nationwide, and ING, and is the founder of Global Diversity Marketing (GDM), advising Fortune 500 companies on marketing and DEI strategies. As a Clinical Associate Professor at NYU, he teaches graduate-level courses in marketing and leadership. Dedicated to social impact, Tariq has served on numerous nonprofit boards and is a founding board member of APIA Scholars. In 2025, he was appointed President of OPEN Global, supporting Pakistani entrepreneurs worldwide. A published author and speaker, he is known for his insights on inclusive business, leadership, and marketing.

## KEY TAKEAWAYS

- Inclusive marketing and leadership are essential for building trust and driving long-term business growth.
- Diversity, equity, and inclusion (DEI) must be embedded into core business strategy—not treated as an add-on.
- Purpose-driven leadership creates greater impact, both in business performance and community development.



## Session with Ambereen Mirza



### Ambereen Mirza

**A global policy strategist and social innovation leader, known for advancing inclusive economic development through strategic partnerships and public-private initiatives.**

Ambereen Mirza is a seasoned policy strategist and communications expert with global experience in government innovation and social entrepreneurship. As Managing Partner of Polikey, she partners with NGOs, businesses, and social enterprises to drive policy-driven solutions and advocacy campaigns. Formerly President & CEO of OPEN Global, she expanded global mentorship and collaboration for Pakistani entrepreneurs. Her diverse background includes public-private partnerships, media relations, and economic development. A former editor at Thomson Reuters, she has published research on civic engagement and social impact. As a lecturer at Tufts University, she mentors future leaders in policy and strategic storytelling, and is a recognized speaker on leadership, governance, and social innovation.

### KEY TAKEAWAYS

- Strategic storytelling is essential for driving policy change and social impact.
- Cross-sector collaboration amplifies the effectiveness of advocacy and innovation.
- Empowering emerging leaders is key to building inclusive and resilient communities.



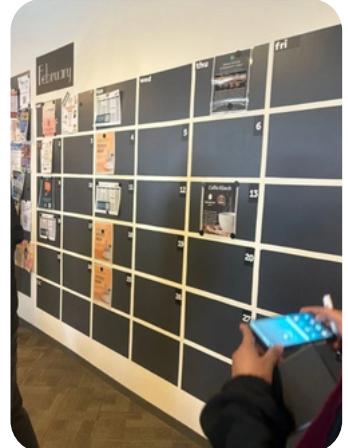
**How do you plan to integrate your learnings into your Business Incubation Center (BIC)?**

My Plan to integrate learnings into the BIC through the following strategies:

- Promote MVP development, customer validation, and rapid iteration.
- Establish mentor networks, peer learning, and expert sessions.
- Guide startups through a step-by-step process from ideation to market readiness.
- Strengthen ties with academia, industry, and funding bodies for enhanced support.



# VISIT TO CAMBRIDGE INNOVATION CENTRE



## Unicorn: Android App

Session at Martin Trust  
Centre For MIT  
Entrepreneurship





## Visit to Harvard Business School

## Reception Dinner by President OPEN Boston



We have backed some of the best startups.



## WEST Coast

### Key Takeaway's

#### San Francisco

As part of my capacity-building journey to the United States, the West Coast—particularly San Francisco—offered a transformative immersion into one of the world’s most vibrant and mature innovation ecosystems. This visit enabled deep engagement with global innovation hubs, diaspora leaders, academic institutions, and entrepreneurship support networks. The insights gained are directly relevant to enhancing incubation models, fostering international linkages, and strengthening innovation ecosystems at home.

#### Plug and Play Tech Center – Sunnyvale

The visit to Plug and Play—one of Silicon Valley’s most influential innovation platforms—offered an excellent look into the structure and scalability of sector-specific accelerator models. Their success lies in aligning startups with corporate partners and investors through a highly curated, data-driven process. Key takeaways included the importance of global connectivity, industry-specific programming, and a robust ecosystem of mentors and alumni that collectively drive startup growth.

## **Haas School of Business – UC Berkeley**

Engagements at Haas with representatives from the International Office and the Business Incubation Center provided valuable insights into how academic institutions support innovation through structured venture labs, entrepreneurial education, and interdisciplinary collaboration. The Haas approach to fostering innovation through real-world problem solving, design thinking, and student-driven entrepreneurship offers a model worth replicating.



## **Strategic Engagements with Ecosystem Leaders and Diaspora Changemakers**

### **Breakfast at MEI LI FUNG Home**



### **Mei Lin Fung (Chair, People-Centered Internet)**

Recognized as a Customer Relationship Management (CRM) pioneer, Mei Lin Fung helped shape Oracle's first CRM system. Today, as Chair of the People-Centered Internet, she advocates for digital systems that serve communities and enable inclusive growth. Her insights into people-centered innovation, digital public infrastructure, and cross-border collaboration provided a compelling vision for inclusive and resilient ecosystem design.



### **Alex Wong (Global Innovation Strategist & Public-Private Partnership Expert)**

A seasoned expert in building public-private partnerships, Alex Wong has played a key role in advancing global innovation strategies during his tenure at the World Economic Forum. His work focuses on ecosystem-level thinking—bridging the gap between policy, technology, and entrepreneurship. His strategic lens on innovation governance and international cooperation offered valuable guidance for designing systems-level incubation models.



## Aly Fahad (Founder, PakLaunch)

Aly is leading a powerful movement to connect Pakistani startups with global capital, mentorship, and visibility. Through PakLaunch, he has built one of the most active diaspora-driven startup platforms. His insights into investor-readiness, narrative building, and diaspora engagement were particularly relevant for emerging ecosystems seeking international traction.



## Anita Manwani (President, TiE Silicon Valley)

A highly respected voice in Silicon Valley, Anita Manwani emphasized the importance of mentorship, early-stage support, and gender-inclusive entrepreneurship. Her leadership in TiE Silicon Valley has helped shape one of the most effective diaspora-led innovation networks in the world. Her approach to community-based support and global resource mobilization serves as a strong model for diaspora-driven ecosystem building.



## Mateen Syed (Tech Executive & Innovation Advocate)

Mateen shared insights on corporate innovation, the future of technology, and the importance of culturally contextual mentorship. His work focuses on bridging the knowledge gap between established tech ecosystems and emerging markets, and his perspective on building founder resilience and global thinking was deeply instructive.

## **Muhammad Anwar Khan (Founder, Pak Angels)**

As the founder of Pak Angels, Anwar Khan is helping address the critical funding gap for early-stage startups in Pakistan. His work is enabling angel investors across the globe to discover, support, and fund high-potential startups from Pakistan, creating a much-needed bridge between talent and capital.



## **Dinner By Open San Francisco at Silicon Valley**



The visit to Open San Francisco showcased the vital role of inclusive innovation. The center is committed to supporting underrepresented founders and community-led ventures, providing a model of how innovation and social equity can co-exist. Their grassroots approach to entrepreneurship and ecosystem support highlighted the power of local innovation in solving global challenges.

## **Conclusion**

This West Coast visit provided a multidimensional perspective on how world-class incubation ecosystems operate—through collaboration, inclusivity, access to capital, and global connectivity. From immersive institutional visits to strategic engagements with leading voices in the innovation space, the experience offered rich, actionable insights that will help inform and elevate incubation strategies in our own ecosystem. The diaspora's commitment to innovation and the strength of global partnerships emerged as powerful assets for scaling entrepreneurial impact at home.

# President OPEN San Francisco



## Amer Haider

A tech entrepreneur and investor, known for pioneering digital health innovations and leading high-growth ventures in semiconductors, AI, and healthcare.

Amer Haider is a seasoned entrepreneur, investor, and technology leader with deep expertise in semiconductors, digital health, and AI-driven innovation. He co-founded Growing Stronger, a nonprofit that helped secure FDA approval for the first treatment for achondroplasia with BioMarin. Previously, he was CEO and Co-Founder of Doctella, a remote patient monitoring platform acquired by Masimo and now used in over 1,000 hospitals. At Cavium Inc., he led corporate and business development, playing a key role in its IPO and expansion in 5G and data center technologies. Amer continues to drive innovation across sectors, with a focus on AI and healthcare.



### How do you plan to integrate your learnings into your Business Incubation Center (BIC)?

Specific programmatic or operational improvements inspired by the exchange:

The exchange highlighted key strategies that led to several improvements in our operations. These include streamlining data collection through digital tools, enhancing stakeholder communication via regular updates, and introducing a more dynamic monitoring and evaluation system. Additionally, we've improved cross-departmental collaboration and initiated the integration of technology to boost efficiency and responsiveness.

# Conversation with Innovators



## Rehman Kharal

A global sales enablement and GTM strategy leader, known for driving operational excellence and mentoring the next generation of tech professionals.

Rehmat Kharal is a seasoned Global GTM Enablement Leader with deep expertise in sales enablement, strategic communications, and stakeholder engagement in the tech industry. Currently at Envoy, she leads go-to-market strategies that drive operational excellence. She previously served as Global VP of GTM Enablement at Harness and held key roles at BigPanda, Rubrik, AppDynamics, and Cisco. Rehmat is also the founder of The Empowerment Project, a nonprofit focused on professional development, and advises on philanthropy and GTM strategy through GiveLight Foundation and Transparency Imperative. She is recognized for aligning enablement with business transformation and social impact.

### KEY TAKEAWAYS

- Blending strategy with communication is key to successful sales and market execution.
- Empowering others through mentorship and social impact strengthens professional communities.

## Alireza Masrour

A top-tier venture capitalist and startup ecosystem builder, credited with backing over 250 startups—including 15 unicorns—through Plug and Play's global investment platforms.



Alireza Masrour is a prominent venture capitalist and global startup ecosystem leader with over 16 years of experience in venture investing and technology acceleration. As General Partner at Plug and Play Tech Center, he has helped scale over 250 startups, including 15 unicorns and major exits like Truebill and Kustomer. He co-founded several Plug and Play investment platforms, such as the PnP Scale Fund and GVA Fund I, backing high-impact startups like N26, FiscalNote, and Trulioo. Recognized by Business Insider and Silicon Valley's 40 Under 40, Alireza also mentors at top universities including Harvard, Stanford, and UC Berkeley. His expertise spans fintech, AI, and digital transformation, driving innovation across global markets.

### KEY TAKEAWAYS

- Investing early in high-potential startups can lead to massive global impact.
- A strong portfolio strategy helps identify and scale future unicorns.
- Mentorship and global ecosystem building are key to nurturing the next wave of innovators.





## **Faraz Hoodbhoy**

**A technology executive and innovation strategist, recognized for his leadership in edge computing, corporate innovation, and startup mentorship.**

Faraz Hoodbhoy is a seasoned technology leader, entrepreneur, and educator with over 20 years of experience in edge computing, innovation ecosystems, and emerging tech commercialization. As Director of Edge Software Ecosystem at Intel's Edge Computing Group, he leads network edge software development. He previously led AT&T's Palo Alto Foundry and drove innovation in 5G, AR/VR, and AI automation. Faraz also held leadership roles at PARC, focusing on strategic partnerships and commercialization. A startup mentor at UC Berkeley and advisor to Gridware, he has also taught entrepreneurial strategy at Northeastern University. His work continues to shape innovation and global tech growth.

### **KEY TAKEAWAYS**

- Building strong edge computing ecosystems accelerates innovation at the network edge.
- Strategic partnerships are essential for turning emerging technologies into real-world solutions.
- Mentorship and education play a vital role in shaping future tech entrepreneurs.



**How do you plan to integrate your learnings into your Business Incubation Center (BIC)?**

Any new tools, resources, or methodologies you plan to adopt:

Inspired by the exchange, we plan to adopt human-centered design approaches to better understand and address the real needs of communities in Sargodha. This includes conducting field-based interviews, co-creation sessions with youth and local entrepreneurs, and testing low-cost prototypes before full implementation. Additionally, we aim to leverage simple, accessible tools like WhatsApp groups and Google Forms for community engagement, data collection, and feedback—keeping in mind local digital literacy and resource availability.





## Caroline Simard

Caroline Simard is the Regional Dean of Northeastern University Silicon Valley, a seasoned academic leader and social impact advocate with deep expertise in diversity research, higher education strategy, and organizational transformation.

Caroline Simard is an esteemed academic leader and advocate for inclusive excellence, currently serving as Regional Dean of Northeastern University Silicon Valley. She oversees campus strategy, academic programs, and industry partnerships, driving innovation and access in higher education. Passionate about social mobility, she champions career pathways for underrepresented communities in tech and business. Previously, Caroline held key roles at Stanford University, including Managing Director of the VMware Women's Leadership Innovation Lab, and led research on gender equity and institutional change. She also served as VP of Research at AnitaB.org, advancing women in computing globally.

### KEY TAKEAWAYS

- Higher education can be a powerful tool for social mobility and equity.
- Aligning academics with industry needs prepares students for real-world success.
- Inclusive leadership and research-driven strategies drive lasting institutional change.

## Shea Tate-Di Donna

A veteran venture strategist and author known for empowering emerging fund managers and shaping startup ecosystems through innovation, mentorship, and investment leadership.



Shea Tate-Di Donna is a veteran venture strategist, entrepreneur, and author with over 20 years of experience in venture capital, startup growth, and fund formation. She co-authored The Venture Fund Blueprint and played a key role in building True Ventures as a founding team member and SVP. Shea founded Zana, later acquired by Startups.com, and has served as Entrepreneur-in-Residence at Storm Ventures. Her leadership spans advisory roles with CEREBRA, Mythos Ventures, and BEMI, where she mentors emerging fund managers and founders. She also led innovation initiatives at First Republic Bank and Pivotal Ventures. Deeply committed to social impact, Shea serves on the Board of Trustees at Bowman School and supports entrepreneurial literacy through the Reading & Writing Ventures Foundation.

### KEY TAKEAWAYS

- Build a strong, clear strategy when starting a venture fund.
- Success comes from strong alignment between founders and investors.
- Supportive communities and mentorship strengthen the startup ecosystem.





## Susan Giesecke

A global leader in international relations and innovation, known for advancing economic development through strategic academic and cross-sector partnerships.

Dr. Susan Giesecke is an expert in international relations, innovation, and economic development. She is the Director of International Relations at the Technical University of Munich (TUM), leading global partnerships to enhance research and impact. Previously, she held leadership roles at UC Davis and UC Berkeley, focusing on innovation and international relations. With a Ph.D. in Political Science from UC Berkeley, Dr. Giesecke has played a key role in fostering academic-industry collaborations and advancing global technological development.

### KEY TAKEAWAYS

- Global partnerships are key to advancing research and innovation.
- Collaboration between academia, industry, and government drives economic growth.
- Strategic international engagement strengthens institutional impact worldwide.



**How will you transfer the acquired knowledge and skills gained during exchange to your team? What methodology will you use?**

Training sessions, workshops, or mentorship initiatives

To ensure effective knowledge transfer, I plan to use a mentorship-based approach, where I will regularly guide my team through practical sessions and real-life scenarios based on the insights gained during the exchange. I will also incorporate expert opinions by organizing virtual talks and interactive Q&A sessions with professionals from the Silicon Valley network, helping the team gain global perspectives. Additionally, knowledge-sharing workshops and peer learning circles will be conducted to nurture a culture of continuous learning and local adaptation.





## Gregory La Blanc

A renowned academic and fintech expert shaping global business strategy, innovation, and digital transformation through teaching, research, and executive advising.

Gregory LaBlanc is a renowned academic and expert in business strategy, fintech, and digital transformation. A Distinguished Teaching Fellow at UC Berkeley's Haas School of Business and Lecturer at Stanford University, he teaches across disciplines including venture capital, blockchain, and financial innovation. He also contributes to executive education globally through HEC Paris and Berkeley's Fintech Institute. Outside academia, Gregory advises startups and corporations on data strategy, market disruption, and innovation. He hosts the Unsiload podcast, engaging global thinkers on the intersections of business, tech, and policy.

### KEY TAKEAWAYS

- Interdisciplinary thinking is essential for navigating business and tech disruption.
- Strategic decision-making and innovation drive competitive advantage in today's markets.
- Education and real-world application must go hand-in-hand to shape future leaders.

## Raj Shekhar Singh

A visionary entrepreneur, venture capitalist, and technology strategist with a track record of founding, scaling, and investing in transformative startups across healthtech, B2B SaaS, electric vehicles, and AI-driven mobility.



Raj is a dynamic entrepreneur, investor, and thought leader at the intersection of technology, innovation, and venture capital. As Founder and General Partner of Z21 Ventures, he supports early-stage startups across healthtech, AI, SaaS, and autonomous mobility with strategic capital and deep operational expertise. He has co-founded ventures like International Battery Company and Hyperspec AI, and served in leadership roles at Innovaccer and McKinsey & Company. Raj is also an active advisor and seed investor in high-growth startups including OpsLyft and Explorex. A frequent speaker and mentor, he is known for guiding founders in scaling impactful, tech-driven solutions globally.

### KEY TAKEAWAYS

- Early-stage startups thrive with the right mix of capital, strategy, and operator support.
- Hands-on leadership and deep market insight are critical for scaling emerging tech ventures.
- Building innovation ecosystems accelerates impactful solutions to global challenges.





## **Jay Ruparel**

**A tech entrepreneur and AI innovator, known for pioneering voice commerce solutions and leading global ventures in data analytics and digital transformation.**

Jay Ruparel is a seasoned entrepreneur, investor, and business leader with over 20 years of experience in AI, data analytics, and digital transformation. He is the Co-Founder and CEO of VOICEplug AI, which provides AI-powered conversational solutions for the voice commerce industry. Jay is also a Co-Founder and Board Member at Azure Knowledge Corporation, a global insights firm. He contributes to education and startup growth as Adjunct Faculty of Entrepreneurship at Northeastern University and as a Charter Member of Entrelliance. Jay has held leadership roles in innovation ecosystems, including Board Member at YPO SF Bay and Co-Chair of the Startup Bootcamp at TiE Silicon Valley.

### **KEY TAKEAWAYS**

- Voice AI is transforming customer experience and driving the future of commerce.
- Scalable data and AI strategies are key to digital transformation across industries.
- Entrepreneurship and mentorship fuel innovation and global business growth.



**How will you transfer the acquired knowledge and skills gained during exchange to your team? What methodology will you use?**

Internal knowledge-sharing mechanisms (presentations, reports, discussions):

Knowledge will be shared through presentations, summary reports, and team discussions. We will also use tools like Input-Output Diagrams to simplify complex ideas, conduct Validity Testing to ensure practical relevance, and explore different Business Models through collaborative workshops, making the learning process more interactive and focused.





## P.K. Agarwal

P.K. Agarwal is a visionary leader in education, technology, and public service, with a career spanning government, academia, and global entrepreneurship initiatives. He currently serves as the Dean of UCSC Silicon Valley Extension, where he oversees the development of cutting-edge educational programs that bridge the gap between academia and industry, preparing professionals for the rapidly evolving tech landscape.

P.K. Agarwal is a distinguished leader with expertise in education, technology, and public service. He is the Dean of UCSC Silicon Valley Extension and previously served as the Founding CEO and Regional Dean of Northeastern University Silicon Valley. As CTO for California under Governor Schwarzenegger, P.K. led IT consolidation efforts, saving over \$60 million. He also served as CEO of TiE Global, managing a network promoting mentorship and startup incubation. P.K. is Chairman of the Board at Future 500, focusing on environmental sustainability and innovation.

### KEY TAKEAWAYS

- Bridging academia and industry creates powerful opportunities for innovation and workforce development.
- Public-sector leadership can drive impactful change through smart technology and governance.
- Mentorship and global networks are key to fostering entrepreneurship and sustainable growth.



**How will you transfer the acquired knowledge and skills gained during exchange to your team? What methodology will you use?**

We will implement clearer role definitions, a performance-based review system, and open communication channels to strengthen team coordination. A key focus will be on employee empowerment through inclusive decision-making and skill-building opportunities. Additionally, we aim to foster student empowerment by allowing students to identify their own mentorship needs and choose relevant mentors—ensuring personalized, impactful learning experiences.





## **Dr. Manel Camps**

**A microbiologist, biotechnology innovator, and entrepreneurship education leader whose work advances our understanding of microbial evolution while empowering underrepresented students through inclusive innovation ecosystems.**

Dr. Manel Camps is a Professor of Microbiology and Environmental Toxicology at the University of California, Santa Cruz, where his research focuses on microbial evolution, enzyme function, and antibiotic resistance. With a DVM from the Autonomous University of Barcelona and a Ph.D. from Stanford University, Dr. Camps has made significant contributions to microbial genetics and antimicrobial resistance. He also led UCSC's Innovation & Entrepreneurship program and serves as the Kapany Director of the Center for Innovation and Entrepreneurial Development. A passionate advocate for social mobility, he champions underrepresented students in STEM and entrepreneurship. Dr. Camps is a sought-after speaker on microbial evolution, synthetic biology, and academic entrepreneurship.

### **KEY TAKEAWAYS**

- Microbial evolution research is vital to solving challenges in antibiotic resistance and synthetic biology.
- Experiential innovation programs empower students to apply science in real-world entrepreneurial settings.
- Inclusive mentorship and education can drive social mobility and diversify STEM innovation.

## **Alan Eng**

**A seasoned technology executive with over two decades of experience in the software industry, currently serving as the Vice President of Engineering at Salesforce, where he leads the development and delivery of innovative cloud-based solutions.**



Alan Eng is a technology executive with over 20 years of experience in the software industry. As Vice President of Engineering at Salesforce, he leads the development of innovative cloud solutions. Previously, he held leadership roles at Oracle and Microsoft, significantly advancing enterprise software products. Alan holds a Master's in Computer Science from Stanford and a Bachelor's in Electrical Engineering from UC Berkeley. Known for his expertise in scalable software architectures, he emphasizes collaboration, innovation, and continuous improvement in engineering leadership.

### **KEY TAKEAWAYS**

- Strong engineering leadership is rooted in collaboration, innovation, and continuous improvement.
- Scalable software architectures are key to meeting the evolving needs of enterprise customers.
- Building high-performing teams fosters long-term success in tech-driven organizations.





## Kumar Sripadam

**Kumar Sripadam** is a seasoned entrepreneur, angel investor, and technology strategist with over 25 years of experience in venture investing, startup incubation, and emerging technology development. As the Chair of TiE Angels Silicon Valley, he has played a pivotal role in early-stage investments, mentorship, and fostering innovation ecosystems, helping startups raise millions in funding and scale successfully.

Kumar Sripadam is an experienced entrepreneur, angel investor, and technology strategist with over 25 years of expertise in venture investing and startup incubation. As Chair of TiE Angels Silicon Valley, he has helped early-stage startups raise millions in funding. He is also a General Partner at Elevate Capital Fund, investing in AI, SaaS, and deep-tech industries. Kumar has served on executive committees and as an advisor for several tech companies, and co-founded Bluewave Networks and Righttag Inc., both of which were acquired. His extensive experience spans telecommunications, networking, cloud computing, and investment strategy.

### KEY TAKEAWAYS

- Early-stage funding and mentorship are critical for scaling innovative startups.
- Strategic investing in AI and deep-tech drives long-term impact and growth.
- Ecosystem building through angel networks accelerates entrepreneurial success.



**How will you leverage the professional network built during the exchange?**

I plan to actively leverage the professional network built during the exchange to create long-term collaborative opportunities. Key individuals such as Abdullah Khan (OPEN New York), Mumtaz Cheema, Shiea Tait, Raheel Bodla, Nayab Siddiqui, Waqar Hashim, Imran (OPEN Boston), Anita Manwani, Mateen Syed, and Aly Fahd will be engaged for strategic advice, mentorship connections, and resource-sharing. Their diverse expertise will support initiatives in entrepreneurship, innovation, and student empowerment—particularly by facilitating virtual sessions, expert panels, and cross-border collaborations tailored to local needs in Sargodha and beyond.





## **June Bower**

A marketing innovator and executive coach known for transforming corporate communication and leadership through strategic storytelling and digital branding.

June Bower is a marketing expert, executive coach, and communications leader with over 30 years of experience in technology and digital strategy. She is the Founder of TalkShop, where she helps professionals enhance communication skills, personal branding, and virtual collaboration. June has held executive roles at Cisco, Apple, Nokia, and Openwave, including VP of Webex Online Business at Cisco, managing \$70M in revenue. She has also served as CMO at iPass and Financial Engines, specializing in brand development and market expansion. June is a sought-after mentor and speaker, focusing on leadership and business transformation.

### **KEY TAKEAWAYS**

- Effective communication and personal branding are essential for leadership success.
- Digital storytelling drives customer engagement and brand influence.
- Workshops and coaching can unlock professional growth and confidence.



#### **How will you leverage the professional network built during the exchange?**

Potential Collaborations, Partnerships, or Knowledge-Sharing Opportunities:

To build on the relationships formed during the exchange, I plan to initiate virtual meetups, joint webinars, and collaborative pilot projects with key connections. We aim to explore partnerships focused on entrepreneurship, education, and student mentorship programs. To maintain and expand these ties for sustained impact, we will:

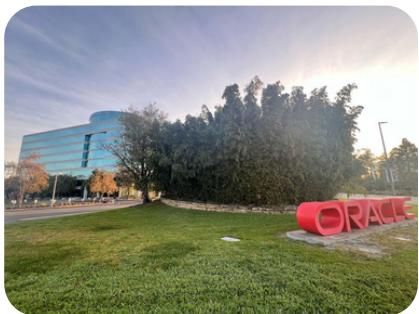
- Establish a monthly communication loop via emails or LinkedIn.
- Create a shared digital workspace for ongoing collaboration.
- Involve network members in local capacity-building initiatives through guest sessions or advisory roles.
- Invite them to co-design or support student-centered programs tailored to local needs.



# VISIT TO STANFORD UNIVERSITY



## VISIT TO Google, Apple & ORACLE



# VISIT TO VALLEY LIFE SCIENCES BUILDING



Visiting the Valley Life Sciences Building at UC Berkeley offers a glimpse into world-class research and breathtaking architecture, with its grand atrium and renowned dinosaur fossil exhibits. The experience blends scientific discovery with historic academic ambiance.

# Focal Person of Exchange Program At USA



## Naeem Zafar

A seasoned Silicon Valley entrepreneur, educator, and investor who has led multiple startups to success, including exits and IPOs, while mentoring global innovators.

Naeem Zafar is a prominent technology entrepreneur and investor based in Silicon Valley with a track record of leading five companies as CEO and raising over \$100 million in venture capital. He founded TeleSense, an IoT company acquired by UPL in 2022, and has played key advisory and investment roles in startups like Luminar (IPO, 2020) and Electiphi (acquired by Ford, 2021). With an electrical engineering background from Brown University and a master's from the University of Minnesota, Naeem began his career at Honeywell and played instrumental roles at XCAT and Quickturn Design Systems (IPO and later acquired by Cadence). He has held CEO roles at Veridicom and Bitzer Mobile (acquired by Oracle). A Professor of Practice at Northeastern University and long-time faculty member at UC Berkeley, he has taught entrepreneurship and innovation for over 18 years and authored five books on the subject.



 **Receiving Certificate** 



This report is dedicated with profound respect and gratitude to Prof. Dr. Qaisar Abbas, Vice Chancellor, University of Sargodha, whose visionary leadership, mentorship, and academic guidance have been instrumental in shaping this scholarly endeavor. I also extend my sincere appreciation to Dr. Ahmad Raza Bilal, Director, Office of Research, Innovation and Commercialization (ORIC), for his continued encouragement and institutional support. Moreover, I express my heartfelt thanks to the LUMS Center for Entrepreneurship for providing the invaluable opportunity to participate in the exchange program in the United States of America. Their collective commitment to academic excellence and professional development has greatly enriched this experience.



**Prof. Dr. Qaisar Abbas**  
Vice Chancellor  
University of Sargodha



**Prof. Dr. Ahmad Raza Bilal**  
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