



Abbottabad University of Science and Technology Business Incubation Center

BIC Operational Activities during the year:

1. How to start selling on Amazon from Pakistan

In a pursuit of promoting entrepreneurial spirit, the Trade Development Authority of Pakistan (TDAP) in Collaboration with Abbottabad Chamber of Commerce has arranged a Training/Workshop on “How to Start Selling on Amazon from Pakistan” on July 25, 2022. The motive was to Train the Industry / Businesses / Young Entrepreneurs / Students about Amazon trading.

The Vice Chancellor Abbottabad UST welcomed all the guest, highlighted the importance of e-commerce to compete in the global industry/trade, and in last appreciated the efforts of Students Support Center & ORIC for hosting the event at Abbottabad University.

The training covered the following modules and was attended by both students and the faculty / staff of the University.

Module 1: Amazon Seller Registration Procedure

Module 2: Product Project and Account Management

Module 3: Payment Procedures

Module 4: Transport and Logistics

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2. SEE Pakistan – National Championship

On August 06, 2022, in a concerted effort to foster an entrepreneurial spirit among its students and bolster innovative endeavors, Dr. Ali, Assistant Professor and Qazi Khurram Shahzad, Lecturer, Department of Management Sciences, Abbottabad University of Science and Technology (AUST) led a team of students to a Semi Final round of Business Idea Competition of "See Pakistan - National Championship" at Preston University Islamabad. The event served as a platform for eight diverse groups from AUST's Business Incubation Center to showcase their startups and business ideas.

With a keen focus on nurturing the entrepreneurial aspirations of its student body, the university's Business Incubation Center annually organizes events like these to not only highlight the ingenuity and creativity of its students but also to provide them with invaluable opportunities for networking and mentorship.

The Semifinal Round witnessed enthusiastic participation from students who presented a spectrum of innovative ventures spanning various industries. From tech startups to sustainable initiatives, each presentation underscored the entrepreneurial drive thriving within the AUST community.

Such initiatives are integral to the university's commitment to fostering a culture of innovation and entrepreneurship, equipping students with the skills and resources necessary to thrive in today's dynamic business landscape. Through events like the "See Pakistan - National Championship," AUST continues to play a pivotal role in shaping the next generation of entrepreneurial leaders, driving progress and innovation within the nation.

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3. Entrepreneurial Fiesta (Dare to Develop: Dream, Dare, Deliver) – Season 1

Entrepreneurial Fiesta (Dare to Develop: Dream, Dare, Deliver) was organized by the Department of Management Sciences in collaboration with ORIC on January 28, 2023. The event aimed to provide a platform for students to present business ideas, fostering the application of course learning and project completion. It showcased a diverse array of start-up ideas and CSR projects presented by students from the Management Department, English Department, and Computer Science Department.

Ms. Talat Azam Khan, highlighted the significance of entrepreneurial ventures as key drivers of innovation, job creation, and economic growth. The event's primary objective was to equip students with entrepreneurial skills and promote self-employment as a viable career path. Additionally, it aimed to enhance students' creativity, exposure, and readiness for future challenges while shaping their leadership, management, and communication skills.

The event concluded with remarks from the Vice Chancellor, who commended the efforts of the organizers for their proactive initiative in providing students with opportunities to develop and demonstrate essential knowledge and skills for entrepreneurship. Prizes were also distributed to the first, second, and third place winners, recognizing their innovative ideas and entrepreneurial spirit.

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4. Zindagi Prize (Business Plan/Idea Pitch Competition)

The Zindagi Prize, a year-long social entrepreneurship initiative by JS Bank, is dedicated to harnessing grassroots ideas and empowering them with both funding and mentoring to address Pakistan's most pressing issues. As part of this endeavor, campus Directors have been nominated from partner Universities across Pakistan. Among them, Ms. Alveena Farooq, a student of BS English, has been selected as the Campus Director for the 2023-24 term.

The campus round organized by ORIC-BIC in collaboration with Zindagi Prize took place on February 7, 2023, where 11 teams participated in an idea/startup pitch competition. Each team was allotted 4 minutes to present their concept. Mr. Shahab, representing the English Department, clinched the top position and was awarded a cash prize of 30,000 PKR.

Mr. Shahab introduced an innovative business concept called the 'Eco Printer,' which likely addresses environmental concerns or sustainability issues in printing technology. The second prize was won by startup 'Veena's Collection' presented by Ms. Alveena Farooq of BS English Department.

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5. Hult Prize (Idea pitch competition)

The Hult Prize challenges young people to solve the world's most pressing issues through social entrepreneurship. Every year, one team receives \$1M USD in funding to make their idea a reality. At AUST the event was organized by ORIC-BIC in February 2023 where 13 teams have participated. The first position was secured by Ms. Alveena Farooq startup "Veena's Collection".

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6. Foster Flagship Training Program

Foster Flagship is Pakistan's Largest Leadership & Entrepreneurship Youth Training Program. The two (02) months intensive program was organized by Student Support Center (SSC) and Department of Management Sciences in collaboration with ORIC from February – March, 2023 which helps youth to develop the leadership, interpersonal and entrepreneurial skills, essentially required to have a successful career as a Professional as well as an entrepreneur, through training sessions, practical activities and outdoor projects.

The program modules included

- Growth Mindset
- Leadership
- Personality Development
- Key job skills

- Kickstart Business

The training comprised of physical sessions at university, books training and online sessions. It further included business support, outdoor challenges and personalized coaching. It also included job placements, business profiling and industry experts' sessions.

Total 50 number of students / faculty members registered for the training. In concluding ceremony, the Dr. Mujadad Ur Rehman, Vice Chancellor, AUST appreciated the efforts of Foster Learning and congratulated the participants on completing the training. In the end the Vice chancellor distributed certificates among the participants.

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7. Entrepreneurial Fiesta (Dare to Develop): Dream Dare, Deliver – Season 2

In an exciting endeavor to foster entrepreneurial spirit among students, Dr. Talat Azam, Lecturer Department of Management Sciences in collaboration with ORIC-BIC organized the highly anticipated second season of "Dare to Develop (Dream, Dare, Deliver)," an Entrepreneurial Fiesta, on June 14, 2023.

The initiative showcased the innovative idea and ventures of aspiring young entrepreneurs from different departments. The event witnessed a vibrant gathering of 25 teams, students, faculty members, and esteemed guests from various disciplines. The entrepreneurial fiesta focused on three key themes:

1. Eco-friendly startups
2. Digital entrepreneurship
3. Zero investment

The aim was to inspire students to think creatively, explore sustainable business models, leverage digital technologies, and initiate business endeavors without significant financial constraints.

Students from Department of Management Sciences, Computer Science, and English took center stage, presenting a remarkable array of 25 startup ideas. Each idea demonstrated the students' deep understanding of market dynamics, passion for innovation, and commitment to addressing societal challenges.

Dare to Develop Season 2 proved to be a resounding success, building upon the achievements of the inaugural season. The event not only showcased the entrepreneurial spirit of the students but also fostered an environment of innovation, collaboration and sustainable thinking.

Top three teams were awarded with cash prizes by the Chief Guest Dr. Mujadad ur Rehman, Vice Chancellor AUST.

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8. Eco Aust (Entrepreneurial event)

Green Youth Movement (GYM) under the umbrella of Student Support Center and ORIC successfully organized a remarkable Two Days event *ECO AUST* under the theme of sustainability, clean and green practices, water management, zero waste lifestyle, and plastic reuse. The event brought together enthusiasts and experts in the field, highlighting the importance of eco-friendly practices in today's world. The event featured an impressive lineup of activities, including an exhibition of innovative Eco Startups, a thought-provoking panel discussion on sustainable solutions, Essay writing and Quiz Competition, Painting and Sketching exhibition, a plantation drive to promote green spaces, and engaging Eco sports activities. The winners and participants were awarded with shields and certificates.

Attendees were encouraged to explore practical ways to adopt a zero waste lifestyle and were inspired by the numerous experts and eco startups aimed at reducing plastic waste and conserving water resources. Eco Aust's event provided a platform for collaboration and knowledge sharing, fostering a sense of responsibility and dedication to building a more sustainable future.

At the closing ceremony, the Chief Guest of the Event- Vice Chancellor Prof. Dr. Malik Mujaddad ur Rehman acknowledge and thank the esteemed speakers, panelists, and facilitators particularly Mr. Ali Raza Shah Director Tourism, Mr Zaheer Ahmed Director Agriculture, Dr. Rehmat Zaman Executive member SAARC & Mr Umer Swati representative WSSCA for sharing their expertise, insights, and experiences.

The Vice Chancellor has further announced that university is soon opening a Business Incubation Center- A project worth 2 Billions where university will able to support these initiatives.

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9. Impact: Navigating the Entrepreneurial Journey

On August 19, 2023, a one-day training session titled "**From Idea to Impact: Navigating the Entrepreneurial Journey**" was conducted. This session was specifically tailored for students of Entrepreneurship who had previously presented their entrepreneurial ideas at events such as Entrepreneurial Festa, HiTech University, Eco Aust, or any other platform. The aim was to provide them with an opportunity to refine their ideas, thereby enhancing their chances of success in their entrepreneurial journey.

The workshop was organized by YPDC (Young Peace and Development Corps), in collaboration with the University of Lahore and BIC-AUST, and took place at Abbottabad University of Science and Technology.

During the session, participants were introduced to the world of entrepreneurship. They were inspired by the remarkable stories of Pakistani entrepreneurs who began with limited resources and achieved great success. The workshop fostered creativity, encouraged innovative thinking, and equipped participants with practical tools and techniques to transform ordinary ideas into remarkable concepts.

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10. MoU Between Foster Learning and AUST

BIC-AUST and Foster Learning signed an MOU to pave the way for a dynamic leadership and entrepreneurship youth training program on October 10, 2023. The partnership will pave way to empower our students with the knowledge, skills, and opportunities to take on the jobs of today and create the jobs of the future. The program will run for two months each year in which the students and faculty will get practical training including workshops and seminars and the final output will be in the form an idea generation and startup incubation.



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11. BIZCON (Business Idea pitch competition)

A flagship entrepreneurial event, wherein 60 teams from various Universities participated, was organized by Dr. Muhammad Ali, Assistant Professor and Head of Center for Entrepreneurship Development, Department of Management Sciences in collaboration with Business Incubation Center, AUST on December 19, 2023 at AUST.

The primary objective of this business idea pitch competition, BIZCON, was to encourage and nurture entrepreneurial talent within the AUST community. Following the evaluation by the judges, the winners were declared. **Momina Jamal (BBA8) secured the first position with her Makeuptastic App, Tooba Bilawal, Syeda Toheed, and Sibgha Shahnawaz (COMSATS) secured the Second Place with Foodies, and Hafiz Mujtaba (Ms 2) secured the Third Place with Chotu App.**

Cash prizes of 10,000 PKR, 7,000 PKR, and 4,000 PKR were awarded to the first, second, and third-place winners, respectively. Dr. Mujadad ur Rehman, Vice Chancellor AUST graced the occasion and awarded the prizes to the winners. In his address, he emphasized the importance of fostering an entrepreneurial culture within academic institutions and encouraged students to pursue their entrepreneurial dreams with determination and creativity.

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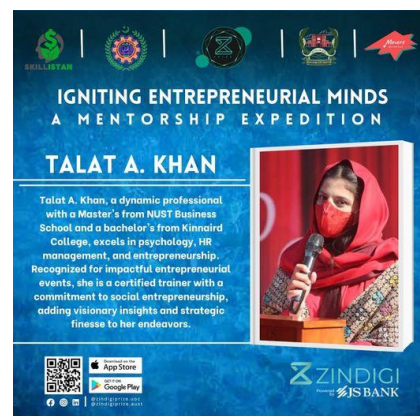
12. 2-day Online Workshop for Entrepreneurs

From December 16-17, 2023, Zindagi Prize in collaboration with BIC, AUST, and Young Entrepreneurs Society organized a two-day workshop on enhancing entrepreneurial skills. The discussion was based on **“Igniting success through visionary insights – empowering minds and businesses with strategic fitness that transforms challenges into triumphs”**

Day 1 features insightful talks by our distinguished speakers, Mr. Sher Shah Khan and Dr. Lorenzo Sablay, both accomplished professionals from Movers. Day 2 featured Ms. Talat A. Khan, who is a dynamic professional at the intersection of psychology, human resource management, and entrepreneurship. Holding a Master's from NUST Business School and a bachelor's from Kinnaird College, she's a recognized leader orchestrating impactful and high-profile entrepreneurial events, showcasing strategic thinking.

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13. COMSATS Intra-University Business Plan Competition

On December 26, 2023, COMSATS Abbottabad hosted the Intra-University Business Plan Competition 2023. The BIC-AUST and Dr. Muhammad Ali, Incharge Centre for Entrepreneurship Development (CED) led six teams, each consisting of 3 to 5 members showcased its entrepreneurial prowess. With a concise four-minute pitch time allocated to each team, students passionately presented their innovative ideas and startup concepts. The event provided an invaluable platform for students to gain exposure and receive constructive feedback from the esteemed panel of judges. Following the conclusion of the competition, the Director of COMSATS Abbottabad honored the winners with well-deserved awards, inspiring them to continue pursuing their entrepreneurial endeavors.



14. PAF-IAST Intra-University Business Idea Competition

Highlighting the vibrant entrepreneurial spirit thriving within Abbottabad University of Science and Technology (AUST), an 8-member team of student led by Business Incubation Center (BIC) and Dr. Muhammad Ali, Incharge Centre for Entrepreneurship Development (CED), showcased exceptional talent at the Inter-Varsity Business Idea Competition hosted by PAF-IAST on January 9, 2024.

Out of 39 competitive teams, AUST proudly presented 8 teams, standing out among esteemed institutes such as PAF-IAST, UET Taxila, GIKI, and NUML. While NUML emerged victorious and GIKI secured the 1st Runner-up position, two teams from PAF-IAST jointly claimed the 2nd Runner-up spot.

A special mention goes to 'Veena'z Collection' from AUST, spearheaded by Ms. Alveena Farooq, Hadia Farooq, and Warda Khan. Although narrowly missing the top three, their project received a well-deserved special prize/recognition, reflecting their remarkable performance and competitive edge.

Acknowledging the dedication and ingenuity of all participating teams, each member was honored with certificates, recognizing their invaluable contributions to the competition.

These initiatives aim to foster a culture of entrepreneurship and innovation, empowering our university community to excel in the ever-evolving landscape of business and technology.

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15. Google Career Certifications

On 19 March 2024, an MoU has been signed by ORIC-BIC and TechValley Pakistan according to which, the Business Incubation Center (BIC) at Abbottabad University of Science and Technology proudly announced a strategic partnership with Tech Valley Pakistan, a distinguished Google for Education partner.

The Google Career Certificates program, hosted on Coursera.org and developed by Google experts, equipped learners with essential job skills in high-growth fields, empowering them to thrive in the competitive job market. Recognizing the increasing digitization of businesses today, it became evident that young entrepreneurs needed to be equipped with skills essential for running businesses on social media platforms.

Skills such as graphic designing, video editing, digital marketing, e-commerce, artificial intelligence, data analysis, and project management emerged as crucial in this digital landscape. The Google Career Certificates program responded aptly by providing training and certification courses in these vital areas.

By offering these specialized courses, BIC and Tech Valley Pakistan addressed the evolving needs of entrepreneurs, ensuring that they were equipped with the requisite skills to navigate and succeed in today's digitally-driven business environment. This partnership not only facilitated skill development but also exemplified our commitment to fostering entrepreneurship and innovation within our university community.

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16. Little Entrepreneurs

On January 24, 2024, the "Little Entrepreneurs" event provided a platform for students from various departments to showcase stalls featuring different business ideas. Organized by Department of Computer Science in collaboration with Management Sciences and BIC, the event allowed students to exhibit their entrepreneurial ventures.

Stalls presented a diverse range of concepts, including food, IT-related innovations, and other innovative ideas. Zindagi Prize utilized this opportunity to engage with students and promote registration for their upcoming event.

During the event, winners were selected by the judges and awarded certificates, providing recognition for their entrepreneurial efforts and motivating them to further pursue their aspirations.



17. BIZCON 2.0 – Business Plan Competition

A flagship entrepreneurial event, wherein 55 teams participated. All the teams were from AUST. This event was organized by “Centre for Entrepreneurship Development (CED), Department of Management Sciences in collaboration with Business Incubation Center (BIC) on June 13, 2024.

The primary objective of this business idea pitching competition, BIZCON, was to encourage and nurture entrepreneurial talent within the AUST community. Following the evaluation by the judges, the winners were declared. Imdad Ullah (BBA8) with his idea (Conversion of domestic waste such as plastic, rubber and glass into reuseable materials) secured the first position, Khadija Sajjad (BS Economics4) with the idea (Safety App) secured the second position and Osama Mehboob (Mgt. Sciences) with the idea (Auto Electric Vehicle) secured third position.

Cash prize of 10,000 PKR, 7,000 PKR, and 4,000 PKR were awarded to the first, second, and third placed winners, respectively. Vice chancellor AUST Dr. Mujadad ur Rehman graced the occasion and awarded the prizes to the winners.

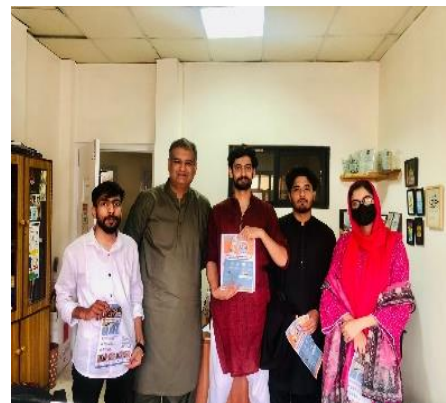
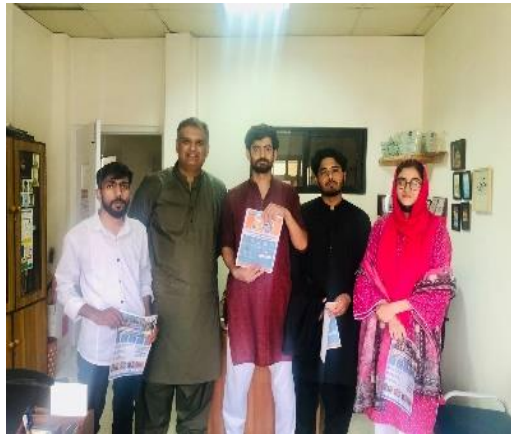




18. Orientation / Outreach Activities for “Foster Learning Flagship Program” – a 4 week entrepreneurial training Program / Bootcamp

An outreach activity for “Foster Learning Flagship Program” by the students of AUST held on July 19, 2024 at Abbottabad University as well as visited COMSATS Abbottabad. The team met the students, faculty members and distributed flyers among and provided detail information about the role of Business Incubation Center in entrepreneurial and innovative ventures at AUST and its forthcoming Bootcamp by Foster Learning.

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19. Zindagi Prize Business Idea Competition 2024 (Campus Round)

On May 22, 2024, the Zindagi Prize Business Idea Competition (Campus Round) was organized by the ORIC-BIC in collaboration with YES society and Centre for Entrepreneurship (CED). The competition attracted over 40 startup registrations, with 15 teams showcasing their innovative ideas. The event was judged by Mr. Yasir Lodhi, Manager of BIC-AUST, and Dr. Muhammad Jahangir, Associate Professor / Director BIC, Haripur University. The winners were honored by the judges, with the top prize going to the team "Mahol Dost," led by Sania Rehman, a student of Pakistan Studies (8th semester). The team received a cash prize of 30,000 PKR. The team "Career Craft" secured second place, while "EMP" (Environmental Management Program) took third place.

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20. One day Workshop on “AI-Powered Research and Data Analysis – From Ideation to Commercialization”

Organized by Department of Management Sciences in collaboration with Business Incubation Center (CED) on July 23, 2024





21. Orientation session by TechValley on important of Google Career Certification for “Skills for Entrepreneurs”

On August 6, 2024, the Business Incubation Center (BIC) in collaboration with Young Entrepreneurs Society (YES) hosted a session on the Google Career Certificate Scholarships. Ms. Najm us Sehar, Program Manager at TechValley Pakistan, addressed the students, announcing that 500 free licenses for Google Career Certificate courses had been provided exclusively for AUST students.

Ms. Sehar emphasized the importance of these courses in today’s job market, highlighting their role in equipping students with in-demand skills in IT support, data analytics, project management, and UX design. She pointed out that these skills not only enhance employability but also support entrepreneurial ventures by providing a strong technical foundation.

She urged students to take full advantage of these scholarships, noting that the knowledge gained would make them more competitive in the job market and better prepared to contribute to the entrepreneurial ecosystem. The session highlighted the crucial role these certificates play in bridging the gap between academia and industry, preparing students for success in a technology-driven world. <https://www.facebook.com/share/v/DaRVA9Gsksn2FxMR/?mibextid=oFDknk>



