

IEEE Gujarat Section

IEEE Entrepreneurship & Innovation

Founder's Talk Series

"Journeys in Technology Entrepreneurship"

Date: 4th April, 2026

Event Details

Date: 4th April, 2026

Time: 11:00 AM – 12:00 Noon (IST)

Venue: Online (Google Meet)

Professional Volunteers: Dr. Sachin Gajjar, Dr. Dipali Kasat, Dr. Miral Desai, Dr. Sunil Lavandya

Student Volunteers: Harmit Prajapati, Naiya Patel, Kavya Patel, Ridham Joshi, Yashvi Jain, Dharmil Vyas

Total No. of Participants: 25

Session Summary

The Founder's Talk Series, organized by IEEE Entrepreneurship & Innovation Team, IEEE Gujarat Section in association with IEEE Student Branch, Nirma University was held on 4th April, 2026 via Google Meet. The session was conducted from 11:00 AM to 12:00 Noon (IST) and witnessed enthusiastic participation from young professionals, students and aspiring entrepreneurs.

Objective :-

The primary objective of the event was to provide participants with real-world insights into technology entrepreneurship — from ideation to execution. The session aimed to bridge the gap between academic learning and practical startup experience, inspiring students to think and act like entrepreneurs.

Key Topics Covered :-

The session was conducted by Mr. Darshil Mavadiya, Founder & Director of Hirvexa Tech Pvt. Ltd. and Co-Founder of OkDeal24 and MD Impex.ai. The following key topics were discussed during the session:

- **The Startup Myth vs. Reality:** Mr. Mavadiya opened with a powerful reframing — entrepreneurship is not about one brilliant idea or securing funding, but about execution. He emphasized the principle of '1% Idea + 99% Execution,' urging participants to solve real pain points rather than chase trends.
- **My Journey – The First Spark:** The speaker shared his personal entrepreneurial journey across his ventures — Hirvexa Tech Pvt. Ltd., OkDeal24, and MD Impex.ai — illustrating how each venture taught invaluable lessons through failure, pivoting, and perseverance.
- **The Power of AI in Business:** Through a case study on MD Impex.ai, Mr. Mavadiya demonstrated how integrating AI into D2C e-commerce operations led to data-driven decisions, automation at scale, and accelerated business growth.
- **The MVP Mindset:** The session covered the importance of launching a Minimum Viable Product (MVP) early, validating with real customers, and iterating rapidly based on feedback rather than waiting for a perfect product.

- Sales – The Engine of Growth: He emphasized that sales is not about selling but about serving — understanding customer psychology, consistent follow-up, and building trust as the oxygen of a startup.
- Your Network Is Your Net Worth: Mr. Mavadiya stressed the importance of building meaningful professional relationships through communities like IEEE, open-source projects, and university clubs, and the role of mentorship in accelerating growth.
- Roadmap for Students: A practical action plan was shared for students — mastering one core skill deeply, building side projects beyond internships, and leveraging LinkedIn for professional networking and visibility.

Q&A Session :-

The session concluded with an open Q&A segment where participants engaged actively with questions on topics such as bootstrapping versus fundraising, finding co-founders, validating startup ideas, and navigating early-stage challenges. Mr. Mavadiya addressed each query with practical clarity, fostering a highly interactive exchange with the audience.

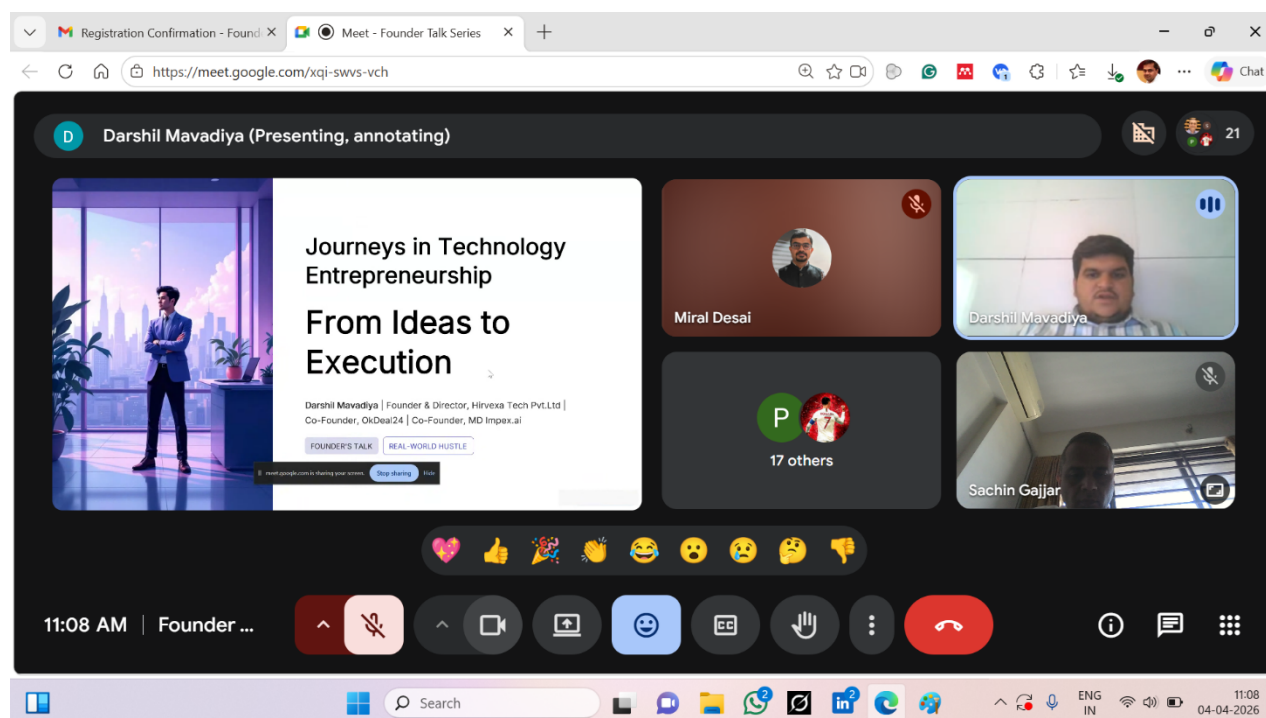
Highlights & Participant Feedback :-

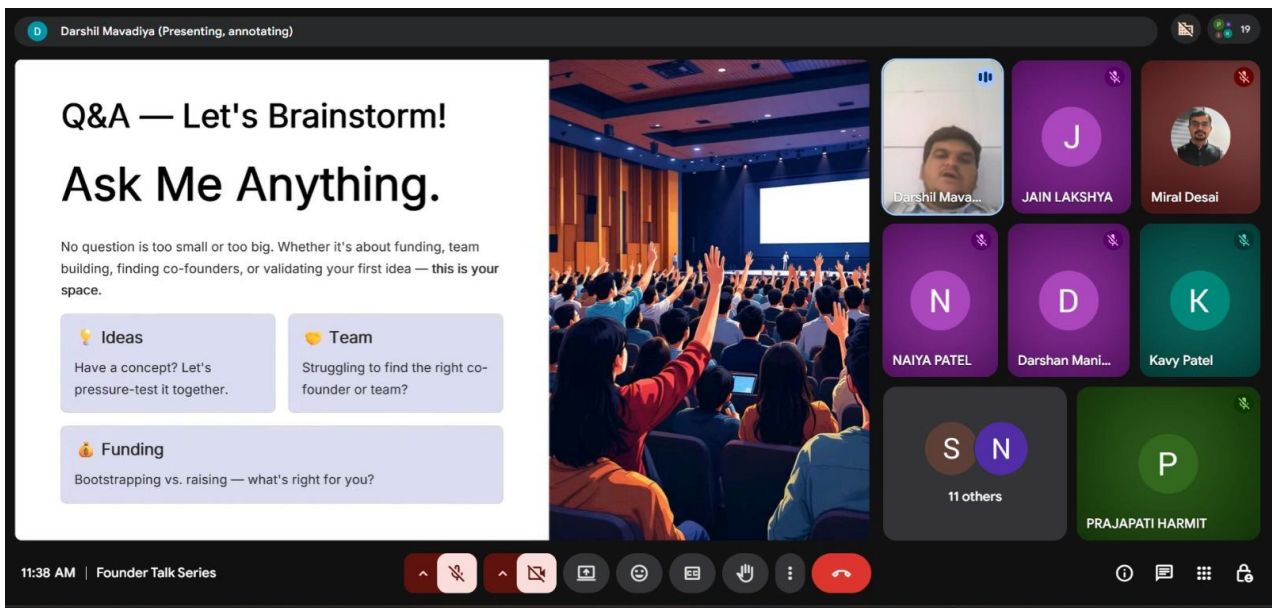
The session was particularly well-received for its clarity and accessibility. The speaker presented complex entrepreneurial concepts in a simple, relatable manner without unnecessary complexity. The real-life experiences shared by Mr. Mavadiya resonated deeply with participants, many of whom found the challenges he described reflective of their own entrepreneurial journeys. Participants remained highly engaged and connected with the speaker throughout the session.

Vote of Thanks :-

The vote of thanks was graciously delivered by Dr. Miral Desai, IEEE Entrepreneurship and Innovation Team, IEEE Gujarat Section, who acknowledged the speaker's valuable contribution and expressed gratitude to all participants for their active involvement and enthusiasm throughout the session.

Photographs





Submitted By

Name: (i) Sachin Gajjar and (ii) Harmit Prajapati

Designation: Chair (i) IEEE Entrepreneurship and Innovation and (ii) IEEE Student Volunteer