

Transcript

Title: Luminare program - Pitch night 2024
Creator: Swinburne University of Technology
Year: 2024

Audio/video for this transcript available from: <http://commons.swinburne.edu.au>



JOAN NORTON: Tonight was the Luminare pitch night, the culmination of our six-week pre accelerator program at Swinburne Innovation Studio. It was a chance for these startup founders to pitch their idea to a live audience to get their idea out there in the world and to ask for support, mentorship, and even funding.

OREN CIVIER: It was very good because it let me like re-examine my original ideas, it just pushed me aside here and here, like to question my assumptions. So actually, it gave me some ideas actually to new direction I can explore.

GAURAV KRISHNA: So the six-week program was extremely beneficial. I'm a very hands-on learner. So getting that mentorship from real life people that have sold businesses or are currently founders of them, as well as law firms and previous executives is very helpful.

ABS SETH: The pre-accelerator program is where participants get to kind of validate what their idea and thinking is look at what their market definition is going to be. Is there a customer that sits in terms of the opportunity or also even get probably more market validation in terms of where this idea could be present into a revenue generation for them going forward.

NAVJEET SINGH NAYYAR: Doing the program, you know, I got lots of information about the legal aspects, about the financial aspects, about how to look for our customers. Like it was just like a research about every aspect of a start-up, every aspect of a business basically.

MAURICE SCHILL: With a start up, often, you don't have staff, you don't have all of these other issues, but it's the very beginning of that. And so starting to think about all of the things that will come into play sooner or later or maybe today is really important to get people just thinking in the right way about what it is that they have to do as a founder, not just focusing on the product or the idea, but everything that goes around that, that will be important for it to get into customers' hands or to get into someone's hands who will use it and hopefully pay for it one day.

[END OF TRANSCRIPT]