



DES SHRI. NAVAALMAL FIRODIA LAW COLLEGE, PUNE

presents

SPU Startup Talk Series - Conversations with Young Entrepreneurs

From Idea to Investment: Legal Architecture of Start-ups and Incubation in India

Date- 17th February 2026, Tuesday
Time- 11 AM - 2 PM
Venue- LC 8

Guest Speakers-

Adv. H. B. Keshava

Arica Tech Security LLP

Legal Strategist Entrepreneur | Cybersecurity expert | IPR expert | Psychologist |
Educator | Thought leader

Adv. Uttakarsh Manoj Mattikop

Baskaran Associates LLP

Advocate | Educator | AI ML Law expert | Visionary

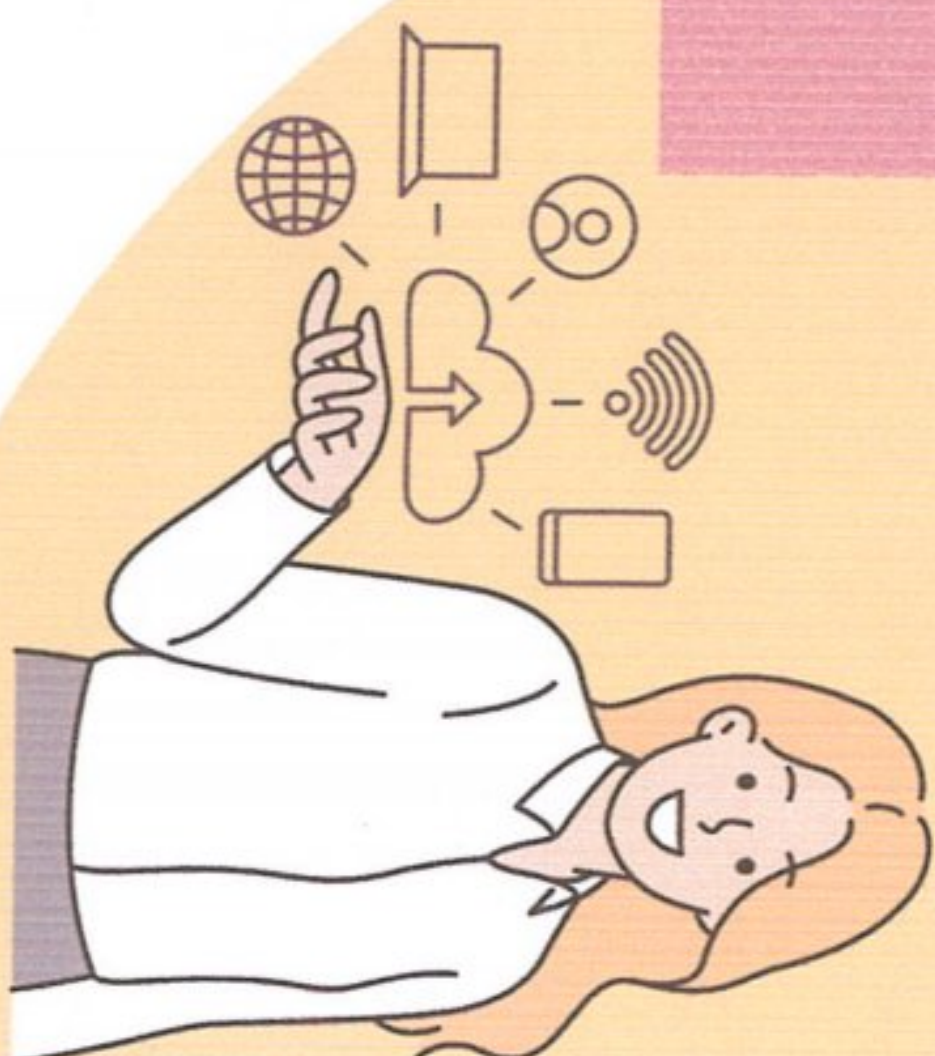
Conveners-

Adv. Ashok Palande

Vice-Chairman, GB & Council, DES
Chairman, CDC, DES SNFLC

Dr. Sunita Adhav

Principal,
DES SNFLC





DES'S SNFLC PRESENTS FROM IDEA TO INVESTMENT: LEGAL ARCHITECTURE OF START-UPS AND INCUBATION IN INDIA

Empowering Founders with Legal Foundations & Funding Strategies



SESSION 1: The 'Zero to One' Journey



Adv. H. B. Keshava

- DPIIT & Policy: Govt. recognition
- Entity Selection: Pvt Ltd vs. LLP
- IP Strategy: Protecting Ideas
- Agreements: Founders' & NDAs
- Live Case Study Dialogue!



SESSION 2: Scaling & The Money Trail



Adv. Uttkarsh Multikop

- Due Diligence: Investor checklist
- Term Sheets & SHA: Decoding funding
- Exit Strategies: M&As, IPOs
- Dispute Prevention: Legal structuring
- Career Pathways: Conclusion



VENUE: LC III | DATE: 17th February 2026 | TIME: 11:00 AM - 2:00 PM | ENTRY: FREE & OPEN TO ALL

CONVEYORS:

Adv. Ashok Palande

Vice Chairman, GB & Council Chairman CDC DES SNFLC

Dr. Sunita Adhav

Principal, DES SNFLC

Ashok
PRINCIPAL
Deccan Education Society's
Shri Navalmal Firodia Law College





DECCAN EDUCATION SOCIETY'S
Shri. Navalmal Firodia Law College, Pune

(Permanently Affiliated to Savitribai Phule Pune University ID No.PU/PN/LAW/207/2004)

Recognised u/s "2 (f) & 12 (B) of UGC Act 1956 "

(Approved by Bar Council of India) NAAC Accredited : B++ ,ISO 9001:2015 certified

ANNEXURE-III

Post-Event Report

SPPU Startup Talk Series – Conversations with Young Entrepreneurs

1. **Name of College:** DES's Shri Navalmal Firodia Law College
2. **Address:** Gate No.3, Tukaram Paduka Chowk, FC Road, Shivajinagar, Pune 411004
3. **Name & Contact of Faculty Coordinator:** Dr. Anagha Baldota

9422700366

Programme Details

4. **Date of Talk:** 17.02.2026
5. **Title of Talk :** From Idea to Investment: Legal Architecture of Start-ups and Incubation in India
6. **Name of Speaker(s):**
 - o Talk 1: Adv. HB Keshava
 - o Talk 2: Adv. Uttakarsh Mattikop
7. **Profile of Speaker(s):** (Startup name, role, brief background) (Attach Biodata)

1. Speaker 1 – Adv. HB Keshava

Arica Tech LLP




1
PRINCIPAL
Deccan Education Society's
Shri Navalmal Firodia Law College
Pune - 411 004.

2. Speaker 2 – Adv. Uttakarsh Mattikop

Baskaran Associates

Participation Details

8. Total Participants:

- UG Students: 117
- PG Students: Nil
- Research Scholars: Nil
- Faculty Members: 06

Outcome & Impact (150–200 words)

➤ **Key learnings for students**

SESSION 1: The "Zero to One" Journey

Speaker: Adv. Keshava

1. Master the foundations that every founder needs.
2. DPIIT & Policy: How to get Govt. recognition
3. Entity Selection: Pvt Ltd vs. LLP (The million-dollar choice).
4. IP Strategy: Protecting the "Next Big Idea."
5. Agreements: Founders' Agreements & NDAs.
6. Live Case Study Dialogue!

SESSION 2: Scaling & The Money Trail

Speaker: Adv. Uttakarsh Muttikop

1. Learn the language of Investors and Venture Capitalists.
2. Due Diligence: What investors look for before signing the check.
3. Term Sheets & SHA: Decoding complex funding documents.
4. Exit Strategies: M&As, IPOs, and long-term sustainability.
5. Dispute Prevention: Real-world preventive legal structuring.
6. Career Pathways: Conclusion & Open Dialogue.

Aditya
PRINCIPAL

Deccan Education Society's
Shri Navalmal Firodia Law College
Pune - 411 004.



➤ **Interaction & Q&A highlights**

1. Ishita Choudhary from IIBBALLB raised a query regarding possible risks & remedies in the startup adventure, which was addressed by Adv. HB Keshava. He mentioned that he had to struggle a lot for raising funds for startup & then to maintain it functioning during covid 19, he had to sell his favourite bike which was a kind of lesson for the students as to how they should plan finances while running a business.
2. Kartik Bhapkar inquired about documentation process at various stages during the business. Adv. Mattikop guided about the deeds like contracts & agreements, founder's deed, employer-employee documentation, partnership deed, company laws & possible legal disputes & appropriate jurisdiction in case of any discrepancy.
3. The sessions were interactive & the resource persons tried to resolve the doubts of students from various classes. The doubts were mainly based upon the documentation, funding, incubation facility & strategic management etc.

➤ **Exposure to start-up / innovation ecosystem**

Adv. HB Keshava, in Session-1, shared that the Covid 19 pandemic encouraged him to begin with a start-up providing variety of services like legal help, documentations, astrology, tarot card reading, cyber crime resolutions etc. He also shared how knowledge of multiple skills may lead to founding of start-up; however maintaining multiple units at a time & simultaneously progressing qualitatively & financially are the real challenges.

Adv. Uttakarsha Muttikop stressed upon the same factor & guided the students about the financial management & recycling the resources as per the demand of the situation. He further added that start-ups are not merely business models but reflections of resilience, innovation & adaptability. He encouraged students to view AI not as a threat but a transformative tool that enhances productivity & legal efficiency. His storytelling approach, blending law, technology & lived experiences deeply resonated with the audience. The sessions concluded with thought provoking questions from students regarding start-up sustainability & regulatory compliances.


PRINCIPAL
Deccan Education Society's
Shri Navalmal Firodia Law College
Pune - 411 004.



Photographic Evidence

3-5 photographs (with captions)



INTRODUCTION OF THE GUESTS ON DIAS



ADV. HB KESHAHA DELIVERING THE SESSION-1


PRINCIPAL
Deccan Education Society's
Shri Navalmal Firodia Law College
Pune - 411 004.





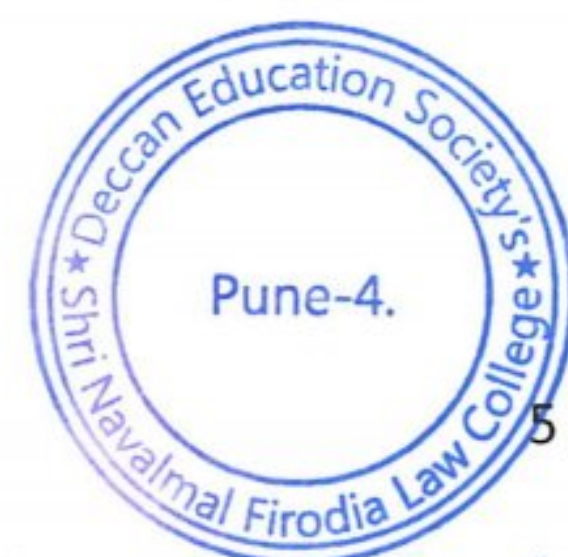
*ISHITA CHOUDHARY (IIBBALLB) INTERACTING WITH ADV. UTTAKARSH
MATTIKOP*



TRISHA ABHANG (IBALLB) INTERACTING WITH ADV. UTTAKARSH MATTIKOP

Handwritten signature in purple ink.

PRINCIPAL
Deccan Education Society's
Shri Navalmal Firodia Law College
Pune - 411 004.





AUDIENCE ENGAGED IN THE CONVERSATIONS

Declaration

The above information is true and the programme was conducted as per SPPU guidelines.

ASB

Signature of Faculty Coordinator

Adhew

Signature of Principal with Seal

PRINCIPAL
Deccan Education Society's
Shri Navalmal Firodia Law College
Pune - 411 004.

