



THE FUTURE IS AGENTIC

We flew 65 international key account managers to **San Francisco** to reset their approach: client-centric, ambitious, and guided by outside-in thinking that goes beyond present limitations.

Real-world lessons from
Silicon Valley's most innovative players

nexxworks

Welcome

We are excited to take you inside one of our most transformative learning expeditions — a journey into the heart of innovation in San Francisco.

In this ‘tour journal’, you’ll find real-world insights on how customer-centric, data-driven innovation is reshaping leadership for the future.

This experience would not have been possible without the brilliant leaders who joined us and the inspiring companies who opened their doors. A big thank you to you all!

We hope it sparks new ideas, challenges assumptions, and helps you shape your company’s Day After Tomorrow.

Enjoy the read!
the nexxworks team



What's Inside



A quick guide to what's inside, so you can easily find what matters most to you.



click to jump!

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This program

A three-day, field-based learning expedition built for senior global account leaders who manage the firm's most strategic client relationships in Oil & Gas, Aerospace & Mobility, Power & Utilities, Mining & Metals, and Industrial Products—plus global leaders in AI, Sustainability, and Consulting.

The agenda mixes confidential briefs, live demos, and synthesis moments that **convert inspiration into executable account plays**.

Inside the breakdown:



The core mission



Building the storyline



Why it earned the spotlight



Our **expert moderators** are more than hosts, they're catalysts.

They connect the dots, push thinking further, and turn insights into action.



Turn to p.9 to meet
Timothy Papandreu,
our incredible moderator.

Exploring the core mission

Before mapping the itinerary or confirming the speakers, we co-designed the ambition.



The program was built around three transformational pivots:

- ✓ Expose leaders to **credible, enterprise-grade AI** where ROI and governance are visible now.
- ✓ **Map agents + data infrastructure** to heavy-industry workflows (safety, maintenance, AR, emissions)
- ✓ Accelerate alignment: leave with **30/90-day account actions and alliance next steps.**





The itinerary

Each visit, each voice, each session was chosen to spark new thinking and challenge old assumptions. Together, we decoded how world-class companies are navigating disruption.

We dissected how corporations like **Nvidia and Microsoft** are operationalizing AI.



We saw how **DevRev, Crew.AI, and some of a16z's premier portfolio companies** are designing intelligent services and experiences from the ground up

We engaged in raw, **behind-the-scenes discussions** on culture, speed, and transformation—with peers who've lived it, scaled it, and are still iterating

Crafting the storyline

Monolithic apps → Orchestration layers →
Agentic work



- ✓ The arc progresses from ecosystem signal (VC + HAI) to agent platforms and enterprise scale (hyperscalers, compute), ending in concrete commitments by account.



This storyline became the backbone of the journey



Every nexxworks journey starts with a narrative. For this program, the story was translation—turning frontier AI into enterprise value. The future of industry isn't just digital or electric—it's intelligent, orchestrated by agents, and deeply human.

Tue	Wed	Thur
Check-in Kick-off	Startups & Academics	Agentic AI

Why Silicon Valley was the **obvious choice**



San Francisco is where the AI stack meets the enterprise stack—venture signal, academic rigor, hyperscaler scale, and startup speed in one place. It's the ideal lab to see how agents, data, and compute translate into safer operations, better services, and human-centered design across mobility and heavy industry. From agentic workflows to governed, real-world deployments, the Bay Area shows not just where ideas start—but how they become systems that work.

Here's why it earned the spotlight:

- ✓ Global hub for AI capital, founders, and research.
- ✓ Direct access to venture portfolios and operating leaders.
- ✓ Dense network effects around agents, data, and compute.
- ✓ A mindset of iteration, resilience, and bold reinvention



Meet the moderator

Timothy Papandreou



Tim is a **pragmatic futurist** who uses his expertise in **policy, emerging technology, and strategic operations** to build the future, today.

Every nexxworks expedition needs someone who can challenge thinking, bridge perspectives, and translate disruption into action. For this program, the person in question was Timothy Papandreou.

A true Silicon Valley insider, Timothy is a global thought leader in the future of mobility, AI, and smart cities. As a former executive at Waymo (Google's self-driving unit) and an advisor to numerous startups, governments, and Fortune 500 companies, he brings a rare combination of strategic foresight and pragmatic insight.

Timothy helped participants:

- ★ Link Silicon Valley AI signal to account-level plays in energy, mobility, utilities, mining, and industrials.
- ★ Make agents, data, governance, and compute clear—and immediately actionable.
- ★ Ask the hard questions on readiness, data, risk, and operating model to drive commitment.

From hundreds of options to one unforgettable week

Curating the perfect learning expedition isn't about packing in visits — it's about finding the right rhythm. We carefully choose from a global pool of cutting-edge companies, visionary leaders, and bold experiences to build a program that flows and inspires.

With our worldwide network, we unlock access others can't: behind-the-scenes labs, honest talks with disruptors, and moments that shift your thinking. Every stop fits the story and leaves a lasting mark.



**Explore
the
schedule**

Tuesday	Wednesday	Thursday
	Internal event	Keynote presentation
	Company visit	Company presentations
Program kick-off	Campus Tour	Company visit
Keynote Timothy Papandreu	Academic Session	Company visit
Dinner & connecting	Good People Dinner	Wrap up and ending



Behind closed doors

Handpicked by a16z for this executive cohort, four portfolio leaders offered closed-door depth.

Crux showed how finance-grade data and transaction rails channel capital into decarbonization—tax credits to structured energy deals. ElevenLabs demonstrated enterprise voice AI that localizes tone, language, and compliance in real time. HappyRobot revealed agentic operating systems that automate end-to-end workflows across logistics and service. Stuut unpacked AI-native finance operations—AR, cash application, dispute resolution—plugged directly into ERPs and banks.

Together, the sessions mapped a pattern: agents + data + governance turning AI from demos into operational infrastructure across energy, mobility, and industrials, with pathways to measurable ROI.

★ Spotlight

ANDREESSEN HOROWITZ

Handpicked founders briefed this cohort on agentic AI turning industry workflows into governed infrastructure today.



Decoding the AI index report

Nestor Maslej, Research Manager at Stanford's Institute for Human-Centered Artificial Intelligence (HAI) and lead author of the AI Index, provided a data-driven assessment of global AI progress. Drawing from the AI Index and HAI's Global AI Vibrancy Tool, Maslej outlined trends in research, investment, and governance, revealing how nations and corporations are racing to establish leadership positions.

Nestor's insights provide a macroeconomic lens. They affirm the opportunities that exist to help governments and global enterprises close the "AI governance gap"—through standards, audits, and cross-sector frameworks that enable responsible and inclusive adoption.

★ Signature session



Nestor Maslej



AgentOS for Enterprises in practice

Behind closed doors, DevRev unpacked AgentOS—their product-to-revenue operating system—for this executive cohort. CEO Manoj Agarwal showed how product signals, customer conversations, and support workflows converge in one data model, enabling AI agents to triage issues, suggest fixes, trigger follow-ups, and surface expansion opportunities with humans in the loop. We explored governance controls, audit trails, and role-based guardrails designed for regulated, enterprise environments. The discussion moved from demos to deployment patterns: which data to connect first, how to phase pilots, and what good looks like in cycle-time, CSAT, and cost-to-serve improvements.

A rare, practical view of AI-native operating models at enterprise scale.

★ Spotlight



Exclusive session decoding AgentOS unifying product, support, and revenue into AI-native enterprise workflows with governance.



Conclusion

End-to-end experience design

An immersive learning expedition isn't just about what happens in the room. It's also about the moments in between — the conversations over lunch, the ideas sparked during dinner, the shared experiences that bring people closer and turn colleagues into co-creators.

From carefully chosen restaurants that encourage real connection to hands-on activities that bring the mission to life, every detail is planned to deepen engagement and make learning stick. Our team doesn't just organize trips. We design experiences that create real transformation.



Interested in how this could work for your organization? Let's chat!



Nils Demanet

Business Development @ nexxworks

[Book an intake call >](#)

[Send an email >](#)

About



At nexxworks, we don't predict the future—we dive straight into it. The world is shifting fast, and outdated strategies won't cut it.

We challenge leaders to unlearn, rethink, and embrace what's next.

We skip the dull lectures and take you to the heart of disruption. Our learning expeditions throw you into real-world innovation—**meeting pioneers, disruptors, and visionaries shaping tomorrow.**

How are we different? We curate chaos. We make you question assumptions, debate with the best, and rethink everything—no fluff, no filters—just raw insights that push you forward.

Buckle up!

[Explore our approach >](#)



What we offer



Tailor-made Programs

We co-create **fully customized programs** to tackle your specific business challenges, from immersive learning expeditions and strategic offsites to in-company bootcamps tailored to your needs.



Open Programs

Ideal for individuals or small teams, our open programs take you to the frontlines of innovation. Join expeditions to global innovation hubs like Silicon Valley or Singapore or attend one of our forward-looking masterclasses.



Keynote Speakers

Our world-class speakers, including Steven Van Belleghem, Nancy Rademaker, Rik Vera and others, **bring bold energy and razor-sharp insights to your stage.**

Curious in how this could work
for your organization? Chat with us!



Nils Demanet

Business Development @ nexxworks

[Book an intake call >](#)

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Tailor-made programs



No two companies are the same — and neither are our tailor-made programs. At nexxworks, we don't believe in off-the-shelf inspiration. Our tailor-made programs are co-created with you, built around your strategic goals, cultural DNA, and leadership ambitions.



Who's already rewiring their **Day After Tomorrow?**



Discover our
tailor-made solutions
for leadership teams

[Learn more](#)



We'd love to stay in touch!
Whether you have questions or just want to
share your thoughts & challenges, don't
hesitate to reach out.



An aerial night view of a city skyline, featuring several prominent skyscrapers. A large yellow rectangular overlay is positioned in the center, containing the title text. The text 'THE' is in pink, 'FUTURE' is in large black letters, 'IS' is in small pink letters, and 'AGENTIC' is in large white letters.

THE FUTURE IS AGENTIC

A leadership expedition by
nexxworks