Fortino Capital

Silicon Valley & San Francisco

January 11–16, 2026

A leading **European technology investment firm** focused on B2B software and SaaS companies took its portfolio companies to the center of Agentic AI in The Bay Area.

A **leadership** expedition by

nexxworks

👋 Welcome

Once again, we are happy to take you on a new transformative learning expedition we organised for Fortino Capital at the start of 2026 towards the heart of Agentic AI, San Francisco and the Bay Area.

In this 'tour journal', you'll find real-world insights on how technology businesses are scaling through Agentic AI & how they completely reshape current business models.

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

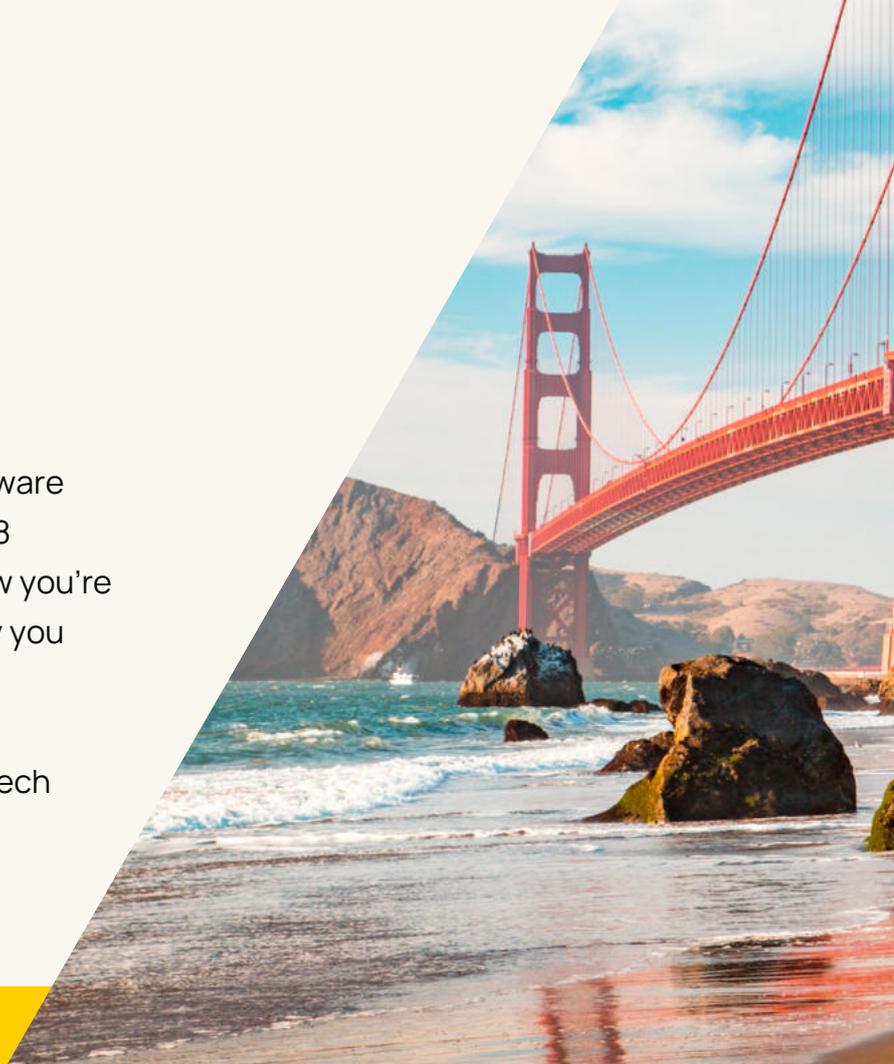A quick guide to what's inside, so you can easily find what matters most to you.

click to jump!

This
program

When an investment firm in B2B software solutions, invites the CEO & CTO of 18 companies to Silicon Valley, you know you're on the verge of transforming the way you think about business success.

The mission? To learn how leading tech companies operate, scale and make decisions in an AI-driven world.

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.

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 best-in-class examples of **AI-powered, service-driven innovation** in action.

✓ **Explore what it takes** to transform B2B SaaS companies to scalable, future-proof businesses

✓ Fully understand **the speed of how Agentic AI** is altering existing businesses

📍 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 **AWS and Google** are operationalizing AI and embedding AI across their products & platforms.

We saw how **Crew.AI, DevRev & Cursor** are completely reshaping how we should think about human-AI teaming.

We engaged in raw, **behind-the-scenes discussions** on culture, scale & speed with local ecosystem pioneers who are experiencing the flow of capital and excitement in the Valley every single day.

Crafting the
storyline

Together with our group of 57 CEOs & CTOs, we shaped the arc around three core outcomes:

✓ A sharper understanding of Agentic AI's role in modern software businesses, with concrete examples from companies already applying it in production

✓ A practical scaling playbook for international growth, drawn from patterns behind high-performing tech companies.

✓ A clear map of the Bay Area ecosystem and where value concentrates - from platforms an infrastructure to applied breakthroughs.

This storyline became the backbone of the journey

Mon	Tue	Wed	Thu	Fri
Agentic Scale	**Compute Reality**	**Applied Intelligence**	**Frontier Control**	**Wrap-up**

Why Silicon Valley was the **obvious choice**

Fortino has chosen the Bay Area for this learning expedition because this region remains the global reference point for scaling technology companies, shaping AI-first business models and translating innovation into durable market leadership.

Here's why it earned the spotlight:

✔ The birthplace of the digital revolution, and the current epicenter of AI
✔ Home to giants (Google, Salesforce, Nvidia) and radical newcomers (Crew.AI, Cursor,PromptDriven.AI)
✔ Culture of urgency: where "done is better than perfect" fuels progress
✔ A mindset of iteration, resilience, and bold reinvention

Meet the
moderator

Peter Hinssen

Author of five bestselling business books — Peter is one of Europe's most respected thought leaders on innovation, leadership, and the impact of exponential change.

Peter Hinssen is a global thought leader on how organizations adapt—and win—in a world shaped by exponential technology and constant disruption.
He combines the rare trio of operator experience, strategic advisory work and compelling storytelling, which makes him a strong guide for a week in the Bay Area's "build, ship, scale" ecosystem.

Peter spent more than fifteen years building technology ventures. Between start-ups, he served as an Entrepreneur in Residence at McKinsey & Company, focusing on digital and technology strategy. He is also the co-founder of nexxworks, originated to help organizations thrive in what he calls the "Never Normal."

As an author, Peter writes about innovation, leadership and long-term thinking. His books include The Network Always Wins, The Day After Tomorrow, The Phoenix and the Unicorn and his most recent title The Uncertainty Principle.

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

Sun Kickoff	Mon Agentic Scale	Tue Compute Reality	Wed Applied Intelligence	Thu Frontier Control	Fri Wrap-up
	AI Landscape Sessions	Nvidia Visit Lunch	C3 AI Visit	Expert sessions x 3	Future of Healthcare through AI
	AI Scale-ups		AI Start-ups	Venture Capital Visit	Wrap-up session Peter Hinssen
Program kick-off	Lunch	Lunch	AWS Visit + Lunch	Lunch	
Keynote Peter Hinssen	Google Visit	Expert Sessions	UC Berkeley Visit	AI Scale-ups	
Dinner & connecting	Dinner	Dinner	Good People Dinner	Closing Dinner	

Robotics as the ultimate AI stress test

Ken Goldberg

Wednesday, 4.00-5.30 PM

At UC Berkeley, the group joined Ken Goldberg, one of the world's most cited researchers in robotics and automation, for a session that used robotics as the ultimate stress test for AI ambition.

Ken focused on where AI breaks—and why; In the physical world, actions are irreversible, environments are noisy and mistakes are costly. Robotics reveals what software-only systems often hide: brittleness, overconfidence and false assumptions about autonomy.

He challenged common AI narratives: progress in robotics is incremental, not exponential; simulation accelerates learning but never replaces reality; and fully autonomous systems remain the exception, not the rule.

For leaders navigating AI adoption, one message stood out: AI creates value fastest when ambition is matched with constraint awareness. Robotics doesn't slow innovation—it forces it to grow up.

nexworks

From AI curious to AI confident

At AWS, the focus shifted from experimentation to execution.
The team showed how enterprises are moving beyond pilots toward AI that operates at scale. The message was clear: AI initiatives are no longer approved to explore, only to transform.
The discussion emphasized orchestration over augmentation. Copilots deliver incremental gains; real impact comes from small teams supervising fleets of agents. This forces a rethink of traditional software lifecycles, team models and how work is governed at scale.
Now, control emerged as the defining theme. As AI systems gain autonomy, success depends less on model quality and more on governance: identity, permissions, observability and context. Without these foundations, AI confidence never materializes.

⭐ **Spotlight**

AWS showed us what it takes to move from ambition to production—turning AI into an operating system, not an experiment.

The end of coding as we knew it

After being name-dropped in nearly every conversation that week, ending with Cursor felt inevitable.

Cursor showed how software development is already shifting—from writing code to orchestrating intelligence. AI is embedded directly in the workflow, used continuously by engineers to reason, refactor, test and ship faster.

The session made one thing clear: productivity no longer scales with headcount. Individual engineers increasingly manage fleets of agents, while quality, governance and review become the real bottlenecks. In this world, teams don't write more code—they design better systems for intelligence to operate inside.
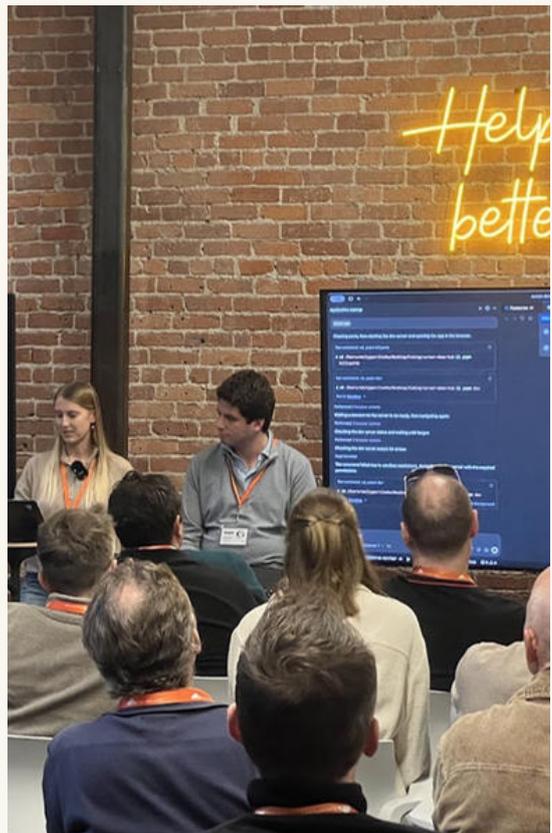
Coming at the end of the week, Cursor crystallized a recurring theme across Silicon Valley: the biggest AI advantage isn't better models, but how deeply they're integrated into daily work.

★ **Spotlight**

Cursor showed what AI-native software development actually looks like—today, not someday.

Where software ambition meets physical reality

Spotlight

NVIDIA revealed what sits beneath every AI strategy—compute, constraints, and compounding advantage.
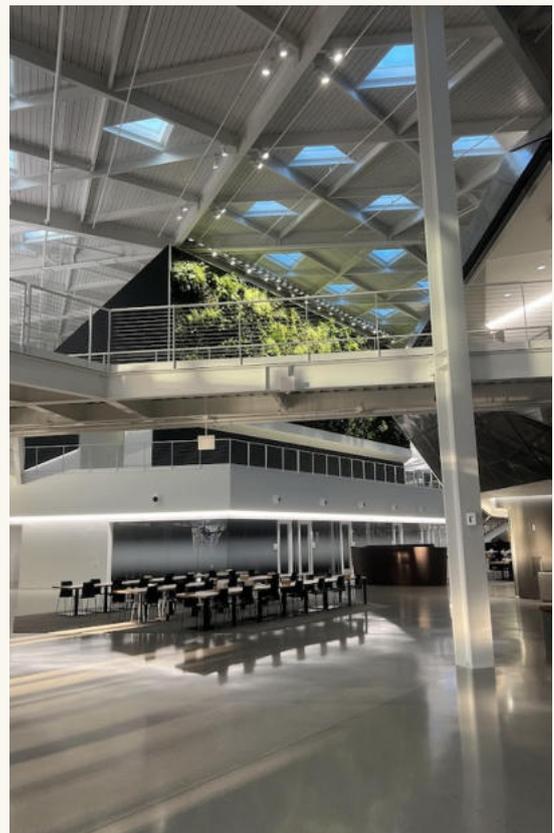
Tuesday, 09 AM-12 PM

At NVIDIA, the conversation dropped below software—and into fundamentals. NVIDIA showed why AI has become a race for compute, power, and physics. Their dominance isn't about chips alone, but about developer lock-in, accelerated computing, and a software stack that turns raw hardware into leverage.

The session made clear that AI ambition is increasingly constrained by real-world limits: energy, cooling, supply chains, and access. This is where strategy meets physics—and where many AI narratives quietly break. NVIDIA also expanded the lens beyond software. Through simulation, digital twins, and physical AI, they showed how intelligence is moving from screens into factories, logistics, robotics and infrastructure—domains where mistakes are costly and realism matters.
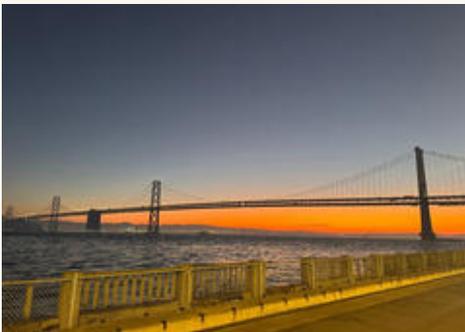
Tailored program to Fortino's B2B SaaS context

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 our participants 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. Nexxworks is not a travel agency, we design learning experiences for leadership teams that create real business 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

nexxworks

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 masterclasses 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 ❯   Send an email ❯

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.