



Tuscany  
Mediterranean  
Bridge

# From *Pisa* to *Innovation*

## INTRODUCTION

# Tuscany Mediterranean Bridge

The Tuscany Region officially launches **TMB – Tuscany Mediterranean Bridge**, an international acceleration program that will bring 40 selected founders from Tuscany and the wider Mediterranean area together with countries included in the **Piano Mattei Plan to Pisa, from September 1–5, 2025**, for a week of intensive training, networking, and investor engagement.

The program focuses on Smart Manufacturing and Artificial Intelligence.



Apply by July 14, 2025



Participation is free for selected startups



Apply via [Typeform](#) or [F6S](#)

*With the support of MAECI; MIMIT; AI HUB for sustainability.*

*TMB positions Tuscany as a strategic hub for Mediterranean innovation-connecting cultures, technologies, and opportunities.*



PHASE 1

# PRE-ACCELERATION WEBINAR

## PHASE 1

# Pre-accelerazione webinar

The **Pre-Acceleration Phase** sets the foundation for the TMB journey, offering a curated series of **online sessions** to prepare selected founders for the in-person acceleration in Pisa.

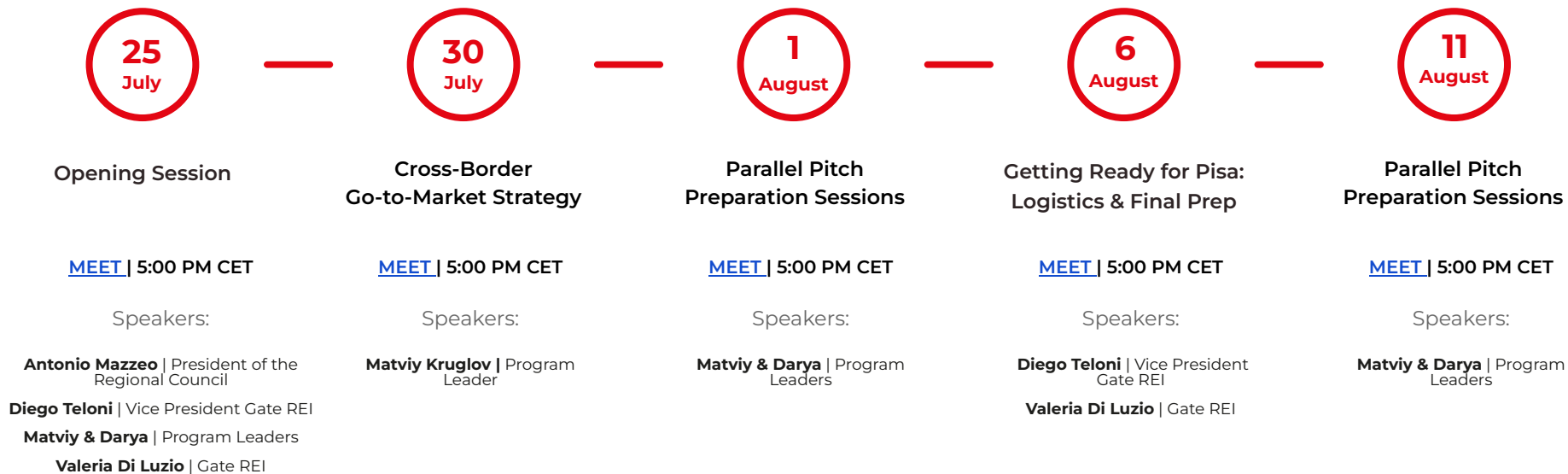
Over the course of July, participants will **engage in expert-led webinars** covering go-to-market strategies, commercialization of deep tech, investor readiness, and pitch development. The sessions are designed to build strategic clarity, enhance presentation skills, and foster early peer connections.

This virtual phase ensures that each startup arrives in Pisa with a clear roadmap and is ready to make the most of the acceleration experience.



TIMELINE

# ONLINE PREPARATORY TRAINING





## Matviy Kruglov

Berkeley SkyDeck Fund scout with extensive experience in accelerating global mid-market software companies with Cloud, GPUs and AI solutions, bringing expertise from organizing AI hackathons with major players like OpenAI and Mistral AI



## Darya Krasilnikov Pimentel

Experienced business lead and former Director & CEO of ACE (Amsterdam Center for Entrepreneurship) with proven track record of preparing companies for investor readiness and connecting them with the right venture capital investors

PHASE 2

# ACCELERATION WEEK IN PISA

## PHASE 2

# Acceleration week in Pisa

The **Acceleration Phase** is the **core of the TMB program**: an intensive, hands-on week in Pisa designed to transform promising startups into market-ready ventures.

Through expert-led workshops, pitch clinics, and direct exposure to investors and corporate partners, founders will refine their business models, strengthen their go-to-market strategies, and activate cross-Mediterranean collaborations.

Set within Pisa's unique innovation ecosystem, this phase empowers participants to turn technological potential into concrete opportunities for growth and impact.





## LOCATION

# GATE CENTER

The GATE Center, located in the historic heart of Pisa, is a **hub for innovation and technology** that connects universities, companies, and researchers.

It offers collaborative spaces and programs - such as the “Tuscany Mediterranean Bridge” - to support the development of competitive tech solutions and foster international cooperation across the Mediterranean.

It will host the main activities of the project.



# Welcome Day

## Introduction, Training and Inaugural Networking

### MORNING

09:00 AM - 1:00 PM

#### Mediterranean Innovation Gateway

**9:00 Participants Registration**

**9:30 Official Welcome**

*Fabio Sgaragli & Diego Teloni | GATE REI*

**10:15 Program Presentation and Week Objectives**

*Darya & Matviy | TMB Program Leaders*

**11:00 Coffee Break**

**11:15 "Ice-breaking" interactive session and networking**

**12:30 Q&A and logistics**

*Valeria Di Luzio | GATE REI*

### AFTERNOON

2.30 PM - 6:30 PM

#### Pitch & Scale

**14:30 Perfecting your pitch deck**

*Matviy Kruglov | Program Leader*

**15:15 Business Models for Scaling**

*Darya Krasilnikov Pimentel | Program Leader*

**16:15 Coffee Break**

**16:30 Growth hacking strategies for startups**

*Matviy Kruglov | Program Leader*

**12:30 Pitch Clinic**

*Darya & Matviy | TMB Program Leaders*

### EVENING

6:30 PM - 9:00 PM

#### Tradition Meets Innovation

**19:00 Welcome Speech**

**Antonio Mazzeo** | President of the Regional Council

**Michele Conti** | Mayor of Pisa

**Diego Petrucci** | Office of the President of the Regional Council of Tuscany

Moderated by

**Fabio Sgaragli** | President of GATE REI

**19:45 Welcome Reception and Networking**

# Investment & Technology

## Funding Your Vision: Navigating Tuscany's Ecosystem Landscape

### MORNING

09:00 AM - 1:00 PM

#### Funding Your Vision

**9:00 Panel - Startup Stories: Growth, Challenges, and Exit Paths**

Moderated by **Gabriele Antonelli** | *Serial entrepreneur*

**10:15 Transforming Knowledge into Value: Strategies for Innovation-led Growth**

**Corrado Priami** | *Pro-Rector - University of Pisa*

**11:00 Coffee Break**

**11:30 Trends and prospects for the Italian venture capital ecosystem**

**Francesco Cerruti** | *Italian Tech Alliance*

**12:30 The Tuscany Region as an ecosystem of innovation**

**Paolo Ernesto Tedeschi** | *Tuscany Region*

### AFTERNOON

2.30 PM - 6:30 PM

#### Tech Frontiers for Industry 4.0

**14:30 Title TBC**

**Giuseppe Iannaccone** | *University of Pisa*

**15:15 Data-Intensive Platforms**

**Paolo Ferragina** | *Scuola Superiore Sant'Anna of Pisa - University of Pisa*

**16:00 Coffee Break**

**16:15 Title TBC**

**Paolo Dario** | *Scuola Superiore Sant'Anna of Pisa*

### EVENING

6:30 PM - 9:00 PM

#### Pisa R&D landscape

**17:00 Panel Discussion with Rectors TBC**

**/ University of Pisa  
/ Scuola Normale Superiore of Pisa  
/ Scuole Superiori Sant'Anna of Pisa**

An open discussion on how academic institutions contribute to research, build cross-border collaborations, and promote technology and knowledge transfer.

# Investor Day

## Investor Magnetism: Mastering the Art of the Pitch

### MORNING

09:00 AM - 1:00 PM

### Investor Magnetism: Mastering the Art of Pitch

#### 9:00 Investor Readiness and Storytelling

*Darya Krasilnikov Pimentel | Program Leader*

#### 9:30 Perfecting Your Pitch for Investors on stage

*Matviy Kruglov | Program Leader*

#### 10:00 Coffee Break

#### 11:15 Pitch Clinic on stage

*Darya & Matviy | TMB Program Leaders*

#### 12:30 Q&A and Feedback on Pitch

*Darya & Matviy | TMB Program Leaders*

### AFTERNOON

1.30 PM - 9:00 PM

### Pitch & Shark Tank Challenge

#### 1:30 Pitch Decks Refinement with Mentors

*Darya & Matviy | TMB Program Leaders*

#### 4:30 Shark Tank Pitching Session

#### 6:30 Networking Aperitivo

### INVESTMENT PARTNERS

**Paola Giovanna Torre** | Aquillius Ventures

**Sharon Ambrosio** | Tamar Ventures

**Thomas Neubert** | Transatlantic AI eXchange

**Daniele Viappiani** | GC1 Ventures

**Marco Marinucci** | Essentia Ventures

**Rani Nagpal** | Mesh

**Lorenzo Padella** | Azimut

**TBC** | Terna Spa

**TBC** | Cisco

**Marco Nannini** | Impact Hub

**Gabriele Antonelli** | Business Angel

# Demo Day

## MORNING

09:00 AM - 1:00 PM

### Founders' Focus Time

#### 9:00 Final Pitch Clinic On Stage

*Darya & Matviy | TMB Program Leaders*

#### 11:00 Business Meetings

## AFTERNOON

2.30 PM - 4:00 PM

### Institutional Bridges Panel

**Sergio Strozzi** | Ministry of Foreign Affairs and International Cooperation

**Eva Spina** | Ministry of Enterprise and Made in Italy TBC

**Vincenzo Del Monaco** | Ministry of Enterprise and Made in Italy TBC

**Filippo Giabbani** | Tuscany Region

**Marco Valentini** | Engineering Group

Chaired by **Andrea Gumina** | President TIC

## DEMO DAY

4.00 PM - 6:15 PM

### Startup Pitches & networking

#### 4:00 Introduction to Demo Day

**Michele Conti** | Mayor of Pisa

**Leonardo Marras** | Tuscany Region

**Antonio Mazzeo** | Tuscany Region

**Diego Teloni** | Gate REI

#### 4:45 Startup Pitches

#### 6:15 Network Aperitivo

## Closing Day

### MORNING

09:00 AM - 1:00 PM

#### **Innovation in Action: Study Visit**

**10:30 Transfer**

**11:00 Visit**

**1:00 Lunch**

### AFTERNOON

2.30 PM - 5:00 PM

#### **Connecting the Dots**

**3:30 Wrap-up session** at Gate Center  
focusing on next steps and ongoing  
support mechanisms

**4:30 Farewell**

## A Regional Vision, A Mediterranean Mission

The *Tuscany Mediterranean Bridge (TMB)* is a strategic initiative promoted by the Tuscany Region, under Regional Law n.10/2025, with the goal of strengthening Mediterranean cooperation in the fields of innovation and entrepreneurship.

Operational management is entrusted to Sviluppo Toscana, the regional development agency supporting enterprise growth, innovation policies, and EU-funded initiatives.

The program powered by GATE REI takes place at GATE Centre in Pisa, Tuscany's regional hub for advanced technologies, startup acceleration, and international innovation exchange. [www.gaterei.it](http://www.gaterei.it)

With the support of MAECI, MIMIT, AI HUB for sustainability.

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