



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.



GATE REI TEAM



Matviy Kruglov

UC Berkeley SkyDeck Fund scout (ex-Investor and Director of Global Ecosystem expansion) 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, Intel, AWS, and Mistral AI.



Darya Krasilnikov Pimentel

Experienced executive and venture builder. Long track record in leading growth for top early stage startups from Israel, US, and Europe in business development and strategy roles.

Former Director of ACE (Amsterdam Center for Entrepreneurship)



Fabio Sgaragli

President and Co-founder of GATE REI and GATE Spa. Urban policy expert who has led innovation projects in over 30 countries.



Diego Teloni

Vice President and Co-founder of GATE REI, GATE Spa, and SET. With 20+ years of international experience in innovation, human capital, and economic development across public, private, and civil society sectors.

GATE REI TEAM



Marta Pellegrino

Head of Operations with 12 years of experience in project management. She specializes in entrepreneurship education and open innovation.



Gerardo Gervasio

Junior Innovation Officer. He collaborates with organizations focused on developing young talent and supports the Entrepreneurship area to promote opportunities for young entrepreneurs.



Valeria Di Luzio

Innovation Program Specialist at GATE REI, focused on entrepreneurship. She supports the design and operational management of incubation and acceleration programs.



PHASE 1

PRE-ACCELERATION WEBINAR

PHASE 1

Pre-acceleration 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 and August, 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



Opening Session

[MEET](#) | 5:00 PM CET (1H)

Speakers:

Antonio Mazzeo | President of the
Regional Council

Diego Teloni | Vice President Gate REI

Matviy & Darya | Program Leaders

Valeria Di Luzio | Gate REI



Commercialization Strategies for Deep Tech

[MEET](#) | 5:00 PM CET (1H)

Speakers:

Darya Krasilnikov Pimentel |
Program Leader



Cross-Border Go-to-Market Strategy

[MEET](#) | 6:00 PM CET (1H)

Speakers:

Matviy Kruglov | Program
Leader

TIMELINE

ONLINE PREPARATORY TRAINING



**Parallel Pitch
Preparation Sessions**

[MEET](#) | 5:00 PM CET (1.5H)

Speakers:

Matviy & Darya | Program
Leaders



**Getting Ready for Pisa:
Logistics & Final Prep**

[MEET](#) | 5:00 PM CET (1H)

Speakers:

Diego Teloni | Vice President
Gate REI

Matviy & Darya | Program
Leader

Valeria Di Luzio | Gate REI



**Parallel Pitch
Preparation Sessions**

[MEET](#) | 5:00 PM CET (1H)

Speakers:

Matviy & Darya | Program
Leaders

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.

Its main goals are to make each founder investor-ready, to refine their market entry strategy across the Mediterranean, and to activate strategic partnerships.

Participants gain tailored mentoring, pitch clinics, and direct access to venture capitalists and corporates. They leave with concrete opportunities for funding, pilot projects, and long-term collaborations, fully immersed in Tuscany's vibrant tech ecosystem.



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.




PHASE 1


About the first TMB Cohort


Diverse Origins


 Morocco (1)


 Spain (1)


 Kenya (2)


 Lebanon (4)


 Turkey (4)


 Nigeria (4)

 Tunisia (10)

 Egypt (1)

 21 from Italy:

 15 from Tuscany

 6 from other Italian regions

Focus Areas

AI & Data • Smart Manufacturing •
Agritech • Green Economy •
HealthTech

Stage

60% early-stage (MVP/prototype)
25% with revenue or clients
15% pre-MVP with strong teams

Founder Profiles

50% tech backgrounds | 50%
business/impact
30% female founders
70% with international experience

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

Frida Scarpa | Councillor for Sport, Youth Policy and University Relations- Pisa Municipality

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 Filippo Bedini | Cultural and Heritage Councillor - Municipality of Pisa

12:45 Q&A and logistics

AFTERNOON

2.30 PM - 6:00 PM

Pitch & Scale

2:30 Perfecting your pitch deck

Matviy Kruglov | TMB Program Leader

3:15 Business Models for Scaling

Darya Krasilnikov Pimentel | TMB Program Leader

4:15 Coffee Break

4:30 Growth hacking strategies for startups

Matviy Kruglov | TMB Program Leader

5:15 Pitch Clinic

Darya & Matviy | TMB Program Leader

EVENING

6:15 PM - 7:45 PM

Tradition Meets Innovation, Magic is the link

6:15 Ferdinando Buscema | Magic Experience Designer

7:00 Welcome Speech

Michele Conti | Mayor of Pisa

Antonio Mazzeo | President of the Regional Council of Tuscany

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

Andrea Serfogli | President Sviluppo Toscana S.p.A.

Moderated by

Fabio Sgaragli | President of GATE REI

7:45 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** with **Giacomo Filippo Porzio** (Hyntelo) & **Tonee Ndungu** (Kitabu & Tribbe)

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

Corrado Priami | Pro-Rector - University of Pisa

11:00 Coffee Break

11:30 Wireless for the Robot Era – The Fluidmesh Journey to Building What Cisco Could Not Ignore

Alessandro Erta | CISCO Systems (Italy)

12:15 The Tuscany Region as an ecosystem of innovation

Paolo Ernesto Tedeschi | Tuscany Region

Chaired by **Diego Teloni** | Gate REI

AFTERNOON

2.30 PM - 5:45 PM

Tech Frontiers for Industry X.0

2:30 The hardware advantage: silicon in AI, cybersecurity and healthcare

Giuseppe Iannaccone | University of Pisa

3:15 Data-Intensive Platforms

Paolo Ferragina | Scuola Superiore Sant'Anna

4:00 Coffee Break

4:15 What's the smart operator feeling about smart manufacturing

Luigino Filice | University of Calabria

5:00 Wearable robotics - From lab to market

Nicola Vitiello | Rector of the Scuola Superiore Sant'Anna

Chaired by **Matviy & Darya** | Program Leaders

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 | TMB Program
Leader*

9:30 Perfecting Your Pitch for Investors on stage

Matviy Kruglov | TMB Program Leader

10:00 Coffee Break

10:15 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 - 6:30 PM

Venture Simulation Room

1:30 Pitch Decks Refinement

Darya & Matviy | TMB Program Leaders

4:30 Venture Simulation Room

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

Alessandro Lerro | Avvocati.net

Alessandro Erta | Cisco

Marco Nannini | Impact Hub

Gabriele Antonelli | Business Angel

Salvatore E. Bonaccorso | Fincantieri
Open Innovation & Ecosystem

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 Networking Time

Startups &

CISCO - TERNA - FASTWEB - Autorità Portuale
Mar Tirreno Settentrionale - AZIMUT -
Engineering Group - FINCANTIERI - COMAU -
Autorità Portuale Mar Tirreno Centro
Settentrionale

12:00 Fireside chat

12.00- **Alberto Babbini** | Baker Hughes Nuovo
Pignone

12.20 - **Antonella Querci** | Autorità di Sistema
Portuale del Mar Tirreno Settentrionale

Chaired by **Matviy & Darya** | Program Leaders

AFTERNOON

2.15 PM - 4:00 PM

Building Bridges across Innovation - Panel

Sergio Strozzi | Ministry of Foreign Affairs
and International Cooperation

Maria Chiara Di Benedetto | Ministry of
Enterprises and Made in Italy

Filippo Giabbani | Tuscany Region

Marco Valentini | Engineering Group

Elinor Wahal | EU AI Office

Stefano Pesce | Comau

Salvatore E. Bonaccorso | Fincantieri

Raffaele Latrofa | Port System Authority
Tyrrhenian Sea CS

Lucia De Siervo | Tuscany Region

Chair **Andrea Gumina** | President THF

DEMO DAY

4.15 PM - 6:15 PM

Startup Pitches & networking

4:15 Introduction to Demo Day

Michele Conti | Mayor of Pisa

Leonardo Marras | Tuscany Region

Antonio Mazzeo | President Tuscany
Regional Council

Diego Petrucci | Tuscany Regional Council
Chaired by **Diego Teloni** | Gate REI

4:45 Startup Pitches

Chaired by **Matviy & Darya** | Program
Leaders

6:15 Network Aperitivo

Closing Day

MORNING

09:30 AM - 1:00 PM

Innovation in Action

9:30 Pisa your Place

Diego Teloni & Fabio Sgaragli | Gate REI

10:30 Coffee Break

**11:00 Collaboration in Practice:
Building the Community**

Marco Bertola | Gate REI

Marta Pellegrino | Gate REI

1:00 Lunch

AFTERNOON

2.30 PM - 4:30 PM

Connecting the Dots

2:30 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 and Piano Mattei's countries 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

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

Promoted by



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