

MASSIMO VANZI

Mentor/Advisor deeptech startup

Massimo Vanzi è manager, imprenditore, business angel, mentor/advisor di Deep-tech startup e PMI. 40 anni di esperienza nel settore elettronico, microelettronico e ICT. Laureato in Ingegneria Elettronica a Genova nel 1976, ha poi ottenuto un Master of Science all'Università di Stanford in California in microelettronica e computer science. Dal 2008 si occupa di innovazione tecnologica, trasferimento tecnologico e strategia aziendale per la PMI e per gli startup tecnologici innovativi.



INFORMAZIONI DI CONTATTO

ESPERIENZA

Milano

Gennaio 2008 - Attuale

● **Membro senior del Comitato di Screening**

Italian Angels for Growth

Senior member e membro del Comitato di Screening di Italian Angels for Growth (IAG), la prima rete italiana di business angels; responsabile di selezionare insieme ai compagni del CS, ad ognuno dei cinque cicli annuali di selezione delle opportunità di investimento, tre startup innovative da presentare ai soci dell'associazione. Analizzate ad oggi circa 300 startup del flusso IAG presentate al CS e selezionate circa 75 per la fase successiva.

Todi (PG), Italia

Giugno 2019 - Attuale

● **Membro indipendente invitato del CdA**

ELES Semiconductor Equipment SpA

- ELES Semiconductor Equipment è leader azienda italiana quotata alla borsa AIM operante nel mercato delle attrezzature e metodologie di verifica delle funzionalità e dell'affidabilità di microchip avanzati nel campo delle memorie a semiconduttore, dei sistemi analogici e dei sistemi per applicazioni automotive.
- Il mio ruolo come membro del Consiglio di Amministrazione è quello di promuovere gli interessi degli stakeholder della società, del CEO e Presidente della società, e di proporre innovazione strategica grazie alla mia quarantennale esperienza tecnologica nel mondo della microelettronica.

Pavia, Italia

Settembre 2015 - Attuale

● **Professore a contratto**

Università di Pavia

- Professore a contratto negli anni 2015-2019 nel corso Innovation Management del MIBE, Master in "International Business and Entrepreneurship" della facoltà di economia a supporto del titolare del corso e direttore del Master prof. Stefano Denicolai
- Professore a contratto nel Master in "Digital Innovation and Entrepreneurship"
- Invited lecturer

Rende (Cosenza)

Maggio 2014 - Attuale

● **Senior Member of the Advisory Board**

GiPSTech Srl

- GiPSTech, Startup/PMI innovativa leader mondiale nel settore delle tecnologie per la localizzazione e navigazione di persone e oggetti sia outdoor sia indoor
- Membro invitato del CdA
- Fornisco suggerimenti strategici e tecnologici, contribuisco alla creazione di contatti strategici per la società e all'individuazione di opportunità di business,

COMPETENZE

- Results-proven growth oriented global leader adept at operating in dynamic and changing markets. Proven Achievements with more than 35 years experience in Electronic Design Automation (EDA), microelectronics and semiconductors, ICT and software industries. Extensive business background in international and multi-cultural environments.
- Senior executive with an excellent track record of year-after-year revenue, profit, and business growth achievements within high-tech start-up and dynamic business environments as well as R&D Division of large multi national Corporation. Highly skilled at building relationships with upper-level decision makers, recognizing critical business drivers and delivering on customer commitments. Board level experience in directing

Varie
2009 - Attuale

contribuisco inoltre alla ricerca di nuove opportunità di finanziamento

Invited Lecturer

UNIPV, UNIGE, MIP-POLIMI, UNIMORE

- Invited Lecturer sul tema del modello imprenditoriale startup e dei modelli di finanziamento di startup innovative
- Membro invitato di giuria per competizioni di startup innovative (SmartCup, StartCup, etc.)

Varie
2010 - Attuale

Voluntary Mentor

Varie

- Mentor volontario di numerosi Acceleratori di startup innovative quali LUISS Enlabs (Roma), Wylab (Chiavari), Impact Hub (Milano)
- Membro del Programma Virgilio del Rotary Milano che aiuta a far partire idee imprenditoriali innovative con modello startup in ottica "service"

Genova
Giugno 2020 - Attuale

Membro Consiglio Direttivo

Rotary Genova Golfo Paradiso

- Responsabile della Commissione Comunicazione per il club
- Contribuisce a sviluppare negli anni rotariani 2020-2022 il service "Negozi in Tasca" con l'obiettivo di promuovere nel territorio Golfo Paradiso (GE) la cultura e le tecnologie digitali a supporto delle micro-attività commerciali di paese e di quartiere

Brussel (Svizzera)
Luglio 2019 - Luglio 2019

Professore a Contratto

EU

- Professore a contratto invitato nella Scuola Avanzata ACACES di High Performance Computing (HPC) della UE tenuta a Fiuggi nel luglio 2019
- Sul tema: "Developing and Funding DEEP TECH startup"
- Votato dai 250 studenti come miglior teacher del corso imprenditoriale

Milano
1995 - 2019

Board Member

Stanford Alumni Club of Italy

- Membro dell'Associazione dal 1995 ad oggi, membro del Consiglio Direttivo fino al 2019
- L'Associazione degli Alumni della Università di Stanford riunisce gli italiani laureati a Stanford ed è associata a numerose altre associazioni di ex-studenti quali Bocconi, Harvard, MIT, etc.

Genova
Giugno 2015 - Dicembre 2018

Membro Consiglio Scientifico

ISICT

Scuola avanzata della facoltà di Ingegneria dell'Università di Genova

Losanna (Svizzera)
Giugno 2011 - Giugno 2013

Part Time CEO

Inocs sarl

Part time CEO of Inocs, spin-off of EPFL (École Polytechnique Fédérale de Lausanne), EDA startup focused on Network on Chip design technologies.

private international businesses. Fund raising experience with venture capital, private equity and capital market investors. Proven management, technical and strategic leadership specifically oriented to large teams of highly skilled engineers. Led and motivated worldwide teams of more than 150 employees and managed P&L for businesses exceeding €15 million revenue.

- Keywords: R&D Management : Engineering & Innovation : Strategic Vision and Planning : Strategic Partnerships Operations Management : Marketing & Business Development : Raising Capital Commercial & Customer Support : Acquisitions & Integrations : Corporate Governance EDA : ASIC : SoC : Microelectronics : Semiconductors : IC Design Services : Silicon Based Solutions

LINGUE

Inglese

Livello avanzato. TOEFL, GRE, anni di studio e lavoro negli USA

Francese

Livello base. Sviluppato in società italo-francese, responsabile per 5 anni di un team di ingegneri presso STMicroelectronics Grenoble

Pistoia
Giugno 2009 - Giugno 2011

Part time AD
Montalbano Technology S.r.l.

Amministratore Delegato part time di Montalbano Technology, startup innovativa nel mercato delle tecnologie di reti di sensori wireless e tecnologie RFID attive.

Vimercate (MB)
Gennaio 2006 - Febbraio 2008

Amministratore Delegato
Accent S.p.A.
Accent S.p.A. Global provider of Advanced Electronic Products Design and Manufacturing Services.

Nominated Accent S.p.A. Chief Executive Officer while also having been appointed to Accent S.p.A. Board of Directors after having completed a spin-off from STMicroelectronics majority control (LBO). The spin-off process was completed after about 10 months of research of new financial and strategic investors and after having raised €10,6M in funding.

Vimercate (MB)
Gennaio 1993 - Dicembre 2005

Direttore Generale
Accent S.r.l.
Accent S.r.l. Global provider of Advanced Electronic Products Design and Manufacturing Services.

Technical Director in the period 1993-1996 and Founder of the Company in 1993.

Accent was incorporated in 1993 as a Joint Venture between STMicroelectronics S.r.l. and Cadence Design Systems Inc. Accent provided a full turnkey solution for microelectronics product design and realization, from concept definition through complex architecture and design implementation to supply chain management for medium/large volume production. Drawing on its various design platforms, including ARM and sensor-based platforms, Accent worked closely with IDMs, OEMs, fabless and chipless companies alike as well as with non-electronics companies that needed access to electronics expertise as part of their product innovation processes. Accent contained a wide range of analog, RF, digital, low-power design, SoC and embedded processor expertise in a broad range of markets from telecommunications to multimedia, from automotive to biomedical and from industrial control to home automation.

Primary Challenge:

Establish a small Italian start-up company as a Global world-wide player in the semiconductor domain in direct competition with companies in Europe, North America and Far East.

Selected Results:

- Strengthened operational performance improving revenues constantly Year over Year in the period 1993 to 2004 and with a CAGR greater than 53% for non captive business in the period 2001-2006. Annual orders were increased from €250K in 1993 to €16 million over this period.
- Fund Raising including €10,6M in June 2006 and €2,5M in June 2007, from Venture Capital Firms, Private Equity Firms and business angels.
- Established a new strategic plan and strategic vision composed of three basic business models, i.e. IC Design

Services, Turn-Key Chip realization and Turn-Key Product realization.

- Established access to world class pure play silicon foundry partners including TSMC, UMC, Chartered (now Global Silicon) and SMIC and established partnerships with leader semiconductor companies like STMicroelectronics and Infineon.
- Established access to world class silicon Intellectual Property Providers like ARM, MIPS, ARC, Chipidea, Synopsys, Mentor, Virage, and many others.
- Redeployed and redirected the sales and marketing team from selling T&M dedicated teams to selling value based and project based customer solutions. Consolidated the sales organization with a network of representatives on a world-wide scale.
- Replaced in two years (2004-2006) €10M of revenues from the controlling company with an equivalent amount of revenues from 25 new customers spread all over Europe, Israel and North America.
- Developed a silicon Supply Chain Management business model based on world leader manufacturing services providers like ASE, STAT, UTAC, UNISEM, etc.
- Made of Accent one of the two leader companies in Europe and one of the top 6 companies in the world in this Business Model.
- In the period 1993-1999 Accent was majority owned by Cadence Design Systems Inc.(Milpitas, CA, U.S.A.); during those years Accent was established as one of the key Cadence Design Factories, developing design projects for Cadence customers in Europe.

Agrate Brianza (MI)
Gennaio 1988 - Gennaio 1993

Director CAD Development and Services

STMicroelectronics S.r.l.

Responsible of 110 engineers and 16 external design/software contractors. Responsible of the architecture definition, development, support, maintenance, training and documentation of the internal Integrated Circuits design automation software/library/PDK system, both for semi-custom (ASIC) and full custom integrated circuits development. Originator of STMicroelectronics internal CAD system integration strategy (UNICAD) based on technology partnerships negotiated with world leader companies in the EDA business (Cadence, Synopsys, Mentor, etc.) and internal developments focused on adding value to the external commercial offering. Many years of experience on Framework based software systems. Extensive experience on customization and tool integration with the purpose to generate solutions for the different internal needs in terms of design methodologies and disciplines. Responsible of selling, delivering and maintaining the new technology to the world-wide internal Corporate community.

Primary Challenge:

Establish an internal Corporate Division as a standard provider of quality design services for internal and key customer needs. Focus on quality of service, strategic vision and reliability of deliverables.

Selected Results:

Defined a mixed strategy of use of commercial tools and techniques together with internal ad-hoc developments. Strategy that was since then applied and sustained also in the following years and todate.

Agrate Brianza (MI)
Giugno 1986 - Giugno 1988

Director CAD and Libraries/PDKs

Innovative Silicon Technology S.r.l.

IST, Company spin-off of SGS-THOMSON responsible of the ASIC business for the SGS-THOMSON Group.
Responsible of the development, maintenance and support of the internal ASIC design, library and physical design kit (PDK) system. Managing a technical team of 16 people.

Agrate Brianza (MI)
Gennaio 1980 - Giugno 1986

Electrical CAD Manager

SGS-THOMSON S.r.l.

Within the central CAD team responsible of simulation and optimization of silicon processes and of semiconductor devices, CAM and IC fabrication modelling, circuit design optimization and simulation.

Sunnyvale, California, USA
Ottobre 1978 - Giugno 1980

CAD Research and Development engineer

Signetics Inc.

Stanford, California, USA
Settembre 1977 - Luglio 1980

Research/Teaching Assistant

Stanford University

Part time research and teaching assistant while also following the Master's classes. Paid by the University for the part time work and fully supported by the University for the tuition fees.

Genova (GE)
Gennaio 1976 - Marzo 1980

Research/Teaching Assistant

Genoa University

Teaching and research assistantship in the fields: Silicon process technology and semiconductor device modeling and simulation.

ISTRUZIONE

Genova, Italia
- 1976

Laurea in Ingegneria Elettronica

Università di Genova

Stanford, California, USA
- 1979

Master of Science

Stanford University

Electrical Engineering and Computer Science

Several Management
Development Courses
1982 - 1993

Executive Management Training

SDA Bocconi

RICONOSCIMENTI E PREMI

- Research assistantship from 1977 to 1980, Stanford University, Stanford, California
- Invited Professor University of Pisa 1983
- Invited panelist at many international Conferences and Workshops on IC design, EDA, design and product realization services, Fabless IC Market, etc.
- Research Program reviewer for the Italian Ministry of Research
- Reviewer for several Technical International Conferences and Workshops (ICCAD, DAC, EDAC, DATE, ESSCIRC, ESSDERC, etc.)
- EU reviewer of international research projects, 1995 to 2000
- Associate Editor of the IEEE Transactions on CAD of Integrated Circuits and Systems, 1988 to 1992
- Cadence Finish Line Award for Customer Results 1995 and 1997
- President of the Italian Association of Electronic Designers, 2000 to 2005

- Keynote Speaker at the IP- SoC Conference, Grenoble, France. Dec. 2006

PUBBLICAZIONI

Published more than 20 scientific papers on IEEE or other scientific magazines and several papers on journals with numerous additional white papers and industry interviews.

SELECTED ACHIEVEMENTS HIGHLIGHTS

- Technical Team Builder and Motivator. Established a very successful and motivated 130+ highly talented engineering team as an internal service Division within a large Semiconductor Corporation. The team was responsible to serve both internal R&D Product Division requirements as well as key customers needs. Technical and project management excellence achieved together with strong and durable team spirit and cohesion. The team reached several Corporate excellence targets and achievements. Team motivation periodically measured with employee satisfaction surveys.
- General Management and CEO Excellence. Transformed a small start- up of five engineers into one of top Electronic IC Design House in Europe and one of top 20 in the world. Revenues from start to € 16M+, non captive revenues CAGR greater than 53% in the period 2001-2006. Reached a 44%+ gross margin in DS business in the period 2004/ 2006. Impressive track record of customer satisfaction, first time silicon success and product time- to- market. Very motivated and skilled engineering delivery team. Established diversified tier1 customer base together with high tech small/ medium size companies and start- ups.
- Strategic Vision and High-Tech Funding Results. Developed and sold to new investors a new company strategic vision leading to increase both revenues, profits and overall company value in a 3 to 5 years time within the competitive and challenging SoC based product development market. Raised € 13M+ in two funding rounds from high tech Venture Capital firms, Private Equity firms and business angels.
- After having retired in 2012 Massimo dedicates his professional life to helping the birth and growth of innovative startup in the form of business angel, mentor, advisor; Massimo is also involved in teaching about the startup entrepreneurial model and about models of financing innovation.

PERSONAL INFORMATION AND INTERESTS

Place of birth: Bologna, Italy

Marital Status: Married, a son and a daughter, two granddaughters

Personal Interests: Family, friends, digital/ analog photography, music, reading, sports, trekking, watches, vegetable garden.

Lover of photography with a personal web site, [REDACTED], passioned of history of photography, author photography books collector, vice-president or president of major photography associations, published photo books and winner of photo contexts.

LIBERATORIA

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