Pangea Summit

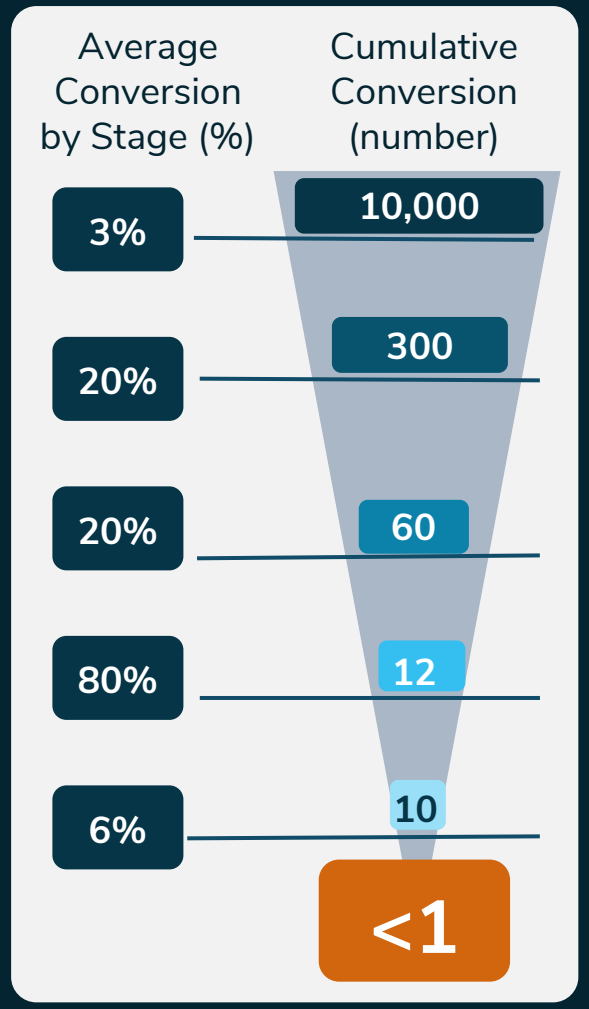
Reimagine Go-To-Market Across Industries

“AI with Human Insight”

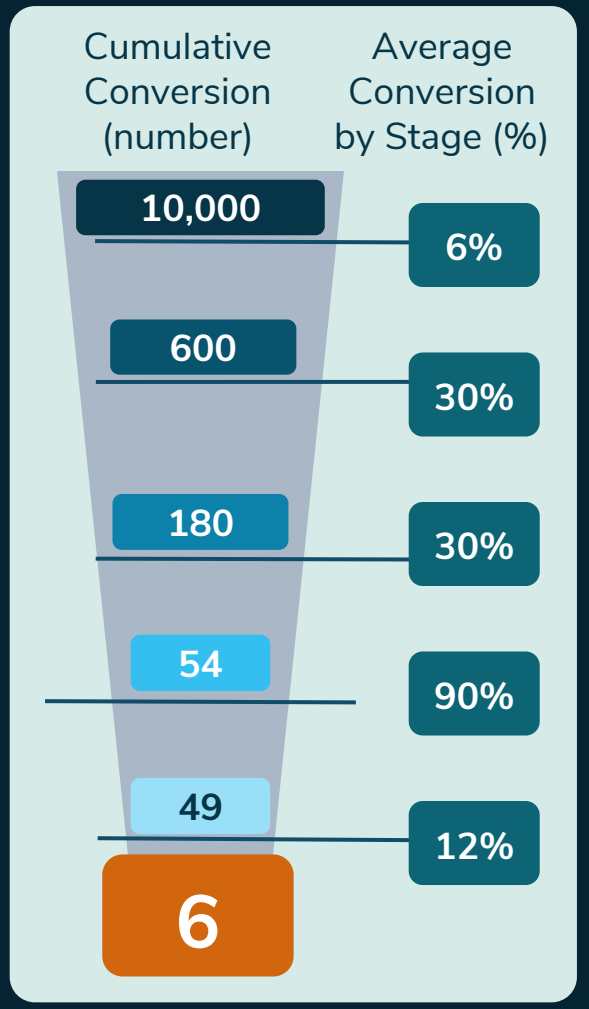
February 2026

Up to 6x improvement in lead generation & pipeline conversion

Without PangeaGTM



With PangeaGTM



By leveraging AI to deliver hyper-personalized messages at every touch points

* Based on Industry data

** Metrics related to outbound cold campaigns

*** Based on customer benchmarking

Why GTM Engines Are Stalling, and How to Fix It

Execution is well tooled. Relevance is not.

	Who	Where	Why	How
Key Question	...should I target based on my ICP?	...is each buyer in their journey?	...should this buyer care, right now?	... do I consistently deliver the right message, at the right time, across channels?
Purpose	Select high-fit personas and individuals	Identify the current stage of each target's buying cycle	Transform insight into engagement by delivering messaging that resonates with each individual's context, role, and emotional drivers	Activate strategic messaging through scalable, multi-channel outreach
Relevance	You need to identify the individuals that map to your ICP with a high degree of precision	Knowing where each buyer is in their journey enables you to engage with appropriate timing and expectations	<2% marketing-to-opportunity reality. Buyers are overwhelmed by generic messages. Only relevance to who they are and what matters breaks through	Without consistent execution, even the right message fails to convert
Relevance	zoominfo, 11x, LinkedIn Sales Navigator	6sense, zoominfo, Bluebirds from Salesforce, DEMANDBASE, G2	PANGEA SUMMIT **Amplifies & complements existing sales tech. This logic is not shared across today's GTM tools!**	Outreach, Salesloft, HubSpot Sales Hub, 11x, Alta

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Scaling Trust: Every Professional Needs a Personal Go-To-Market and Nurturing Engine

“Too many platforms, too little time”

“I need consistent, professional outreach to clients and prospects”

“I want to share my voice and insights - not just generic messages”

“Every post is a compliance risk, and I can’t afford a mistake”

Juggling time, complexity, compliance, and communication has become unsustainable

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Measurable outcomes

Performance levers

Content velocity

Grow qualified pipeline

Consistent messaging

Higher conversion

Compliant AI

Trusted brand

Execution Speed

10 sec. — Buyer snapshot

5 min. — Launch nurture campaign

20 min. — Scale across territory

Always-on

Business Impact

- Win rates up, cycles down
- Cost per opportunity down
- Trusted, compliant brand

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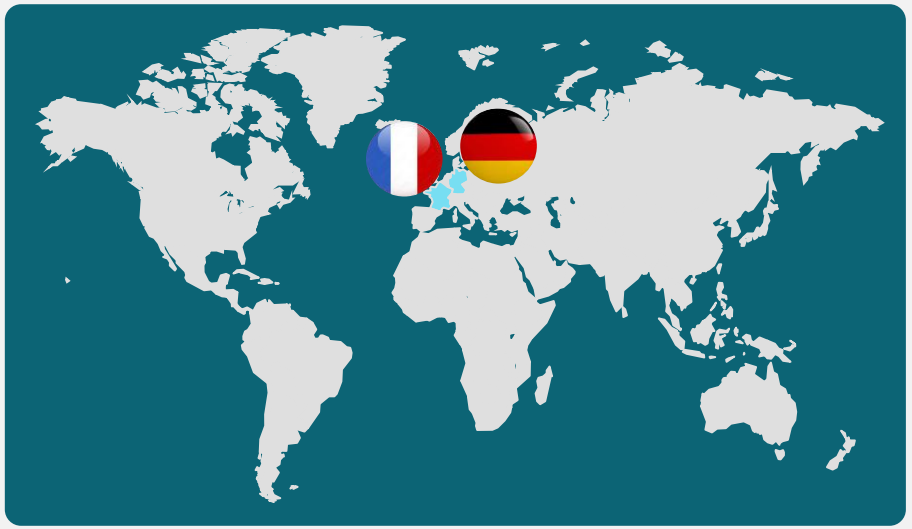
Our Mission

Pangea Summit reimagines **go-to-market (GTM) across industries.** We blend **AI with human connection** to create meaningful, high-impact engagement, turning human insight into action and elevating the quality of every B2B relationship.

- Founded: June 2024
- Headquarters: Paris, France
- Focus: AI-driven Industry Go-To-Market (GTM)
- Built by ex-leaders from Oracle, SAP, IBM, Deloitte, Capgemini, with deep industry GTM expertise



French-German Deep-Tech Startup

Pangea website

Pangea Demo link

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Turning Complexity into GTM Precision

PangeaGTM is an execution grade AI platform that transforms how organizations go to market

- **Orchestrates compliant GTM actions**
- **Leverages Digital Knowledge Twins**
- **Accelerates and elevates GTM**
- **Enhances emotional connection**

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Fixing Go-To-Market Has Become a Business Imperative

1 MARKET URGENCY

90% of B2B marketers are adopting AI for personalization, but **sales teams** still **struggle to activate expert knowledge at scale**.

2 HIGH-STAKES PAIN

CMOs and CROs face **unstainable GTM complexity**: too many tools, not enough contextual impact, and shrinking trust.

3 COMPLIANCE GAP = BRAND RISK

AI **without governance** leads to **legal, and reputational crises** - from false stats to reputational risks.

4 MASSIVE MARKET OPPORTUNITY

$65B - professional branding market in 2025

$20B - AI in marketing in 2024

(CAGR 25% to 2030)

Gartner

"By 2025, 30% of outbound marketing messages from large organizations will be synthetically generated."

IDC

"Industry-specific AI use cases reach 27% of spend, with top investment areas in customer service, sales process augmentation, and security."

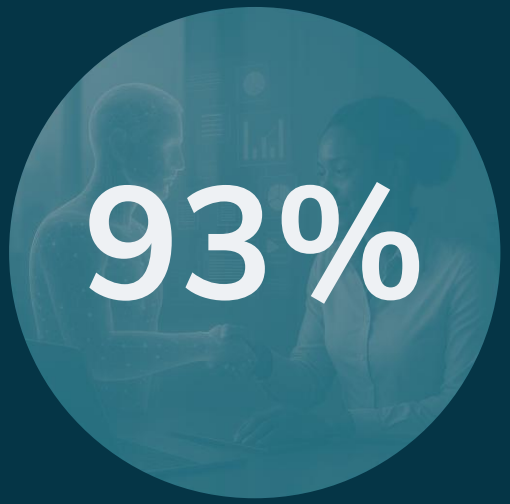
Winning Teams Unlock AI-Human Synergy - and leave the rest behind

Personalization drives growth

McKinsey & Company

MQL-to-SQL uplift through relevance

MARTAL GROUP



Greater fulfillment with AI collaboration

REPLY ZEST

Productivity boost through AI-human teaming

REPLY ZEST

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Our team today: global, multi-disciplinary, multi-generational, augmented by AI workforce

Co-founders

Ulrich Schell (COO)
Enterprise GTM, leadership and talent development

Gerald Poncet (CEO & CMO)
Consumer industries growth, CX and cloud

Eric Prevost (CTO)
Manufacturing, automotive, finance, GTM transformation

Elmar Rode (R&D Lead)
Telco industry, CX & cloud, innovation

ORACLE · SAP · Deloitte. · Capgemini · IBM

Advisors & Board Members

Frank Gutsche
Corporate lawyer, startup business angel, investor

Bernard Goor
Veteran B2B software executive across GTM, sales, customer success

Students and Academic Partners

aivancity
Paris Île-de-France · Nice Côte d'Azur

Nivid Desai
AI & Data Science Student @aivancity

Siddharth Taurani
AI & Data Sciencec Student @aivancity

+22 students in the **Pangea Lab AI Clinic** Agentic AI, Ethics, and Digital Twins Innovation

Global Network of Industry Experts

Agentic AI Workforce

- AI Developer Agent
- AI Marketing Agent
- AI *Compliance Agent*
- AI *Personalization Agent*

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Protected Differentiators

Purpose built

Unlock the expert knowledge that LLMs, ERP, or CRM systems can't capture: sales plays, proposals, and human judgment, powering true industry GTM intelligence.

Activate your organization's real intelligence, not just LLM data

Human-centric GTM at scale

Turn knowledge into 1:1 hyper-personalized GTM assets at scale, from emails and proposals to industry-specific campaigns.

Leverage AI to scale human-quality communication across every opportunity

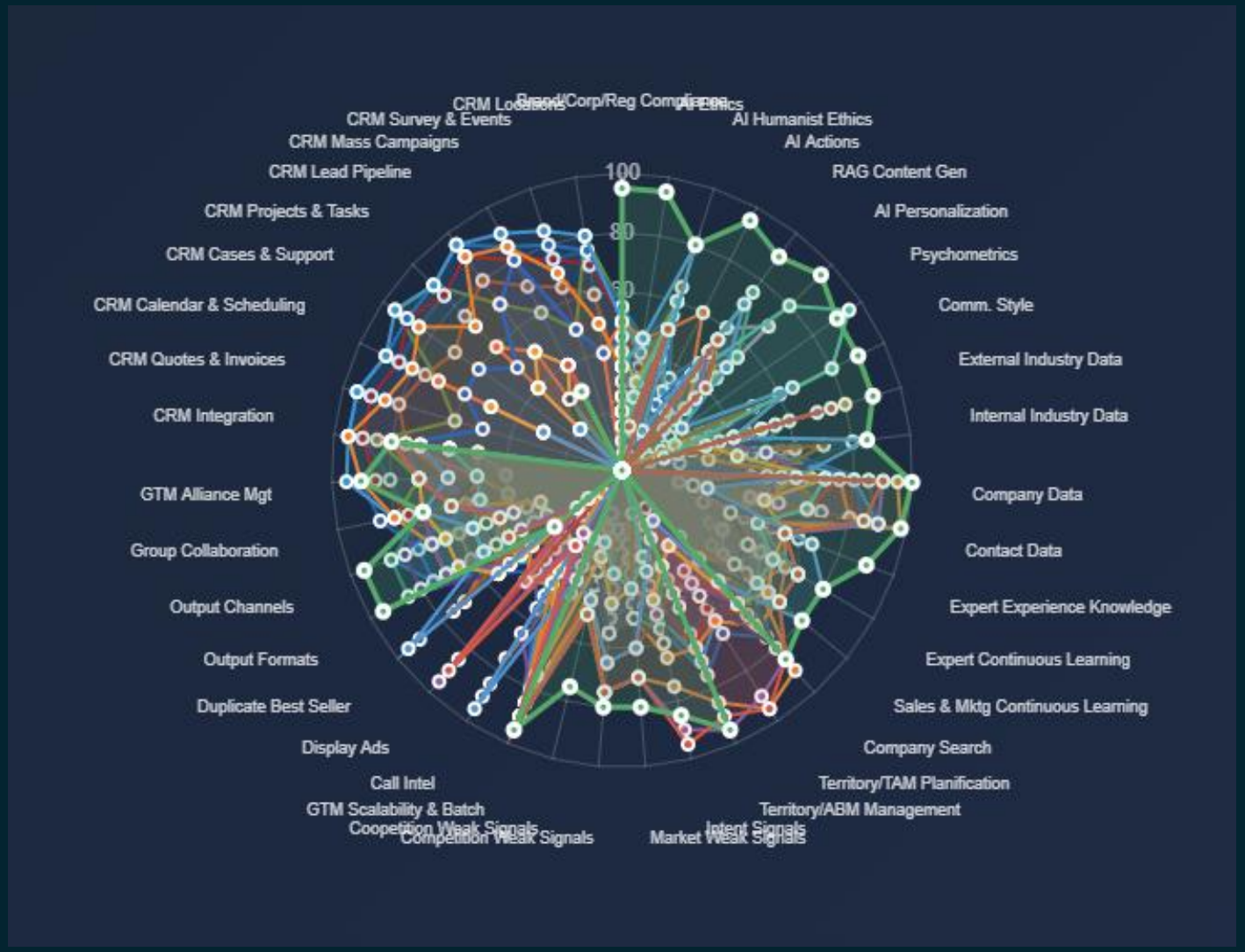
Compliance by Design

Ensure every message meets **brand, legal, and compliance standards** across inbound and outbound communication.

Every GTM message is compliant by default

Strengthened by academic validation, hyperscaler programs, and institutional trust

Competitive Dashboard – Hyper link Below



Comprehensive Comparison - PangeaGTM vs Competitors <> Password: NewVCPangea$

MVP Validated Across Industries and Geographies

ICP Focus

Technology

Exploration Layer (tactical & proven traction)

- Sustainability
- Education
- Life Sciences
- Manufacturing
- Cosmetics
- Digital/Mkg Agency

Intentional breadth to define focus

We validated our MVP across industries and geographies to identify where urgency and scale are strongest, leading to a clear focus on our core ICP: Technology Vendors & Systems Integrators.

Strong founder–market fit

B2B SaaS GTM demands verticalization and personalization at scale – a direct founder–market fit.

Clear market signal

Less than 2% of marketing converts into qualified opportunities. Generic messaging fails.
Relevance cuts through.

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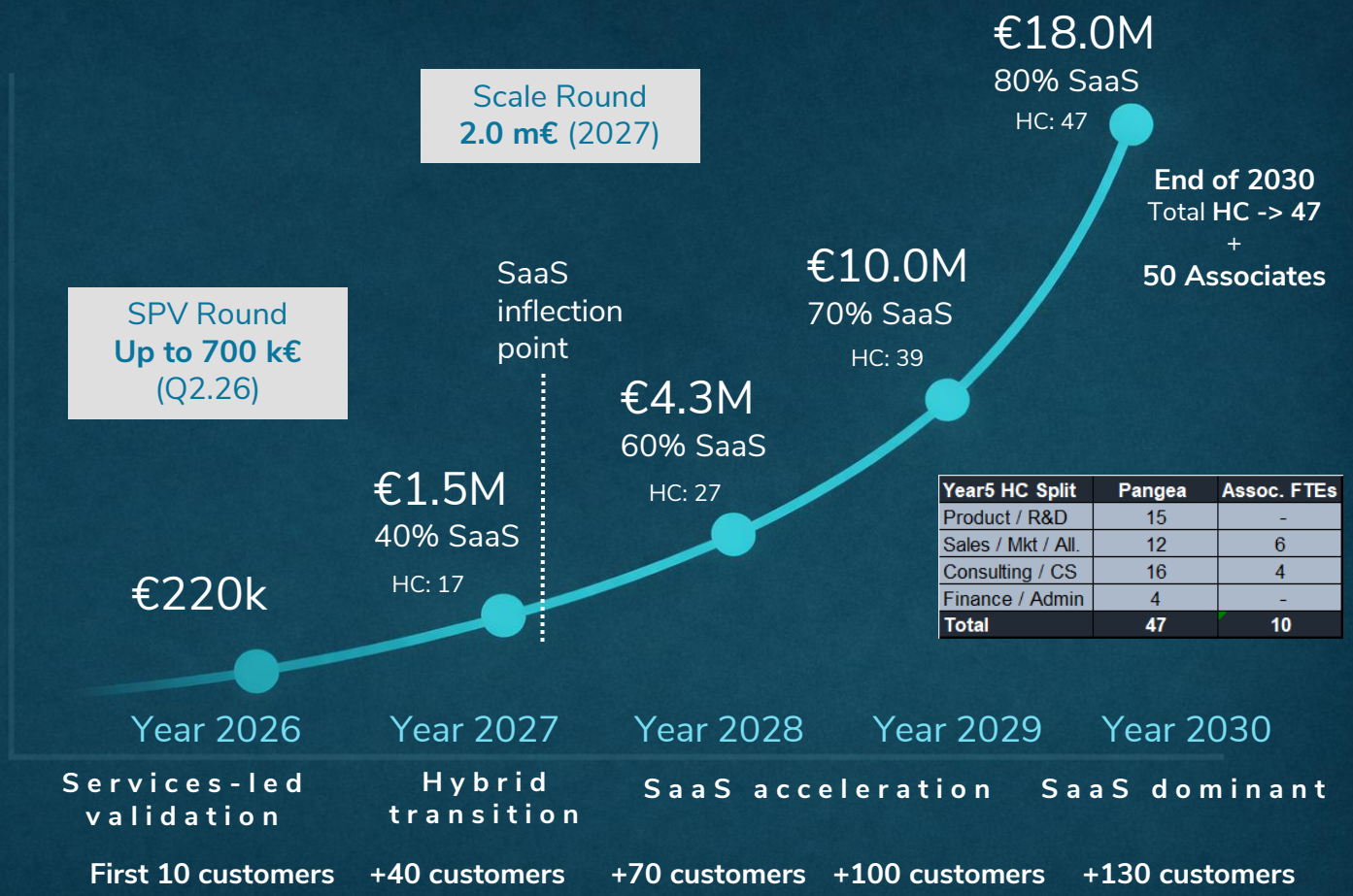
Designed for SaaS Scale

2030+ Strategic Scenarios :
Series B/C • Growth Equity • Strategic Acquisition



Year5 HC Split	Pangea	Assoc. FTEs
Product / R&D	15	-
Sales / Mkt / All.	12	6
Consulting / CS	16	4
Finance / Admin	4	-
Total	**47**	**10**

Business Angel-/SPV Round

- Up to 700 K€

Seed VC Funding:

- 2.0M€

Fund Usage:

- Grow the team, R&D focus
- Refine and expand PangeaGTM©
- Scale go-to-market efforts

Equity Offered:

- tbd -> based on funding sequence

Planning Year1:

→ started January 1st, 2026

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Join Us in Reimagining AI-Powered Industry Go-To-Market !

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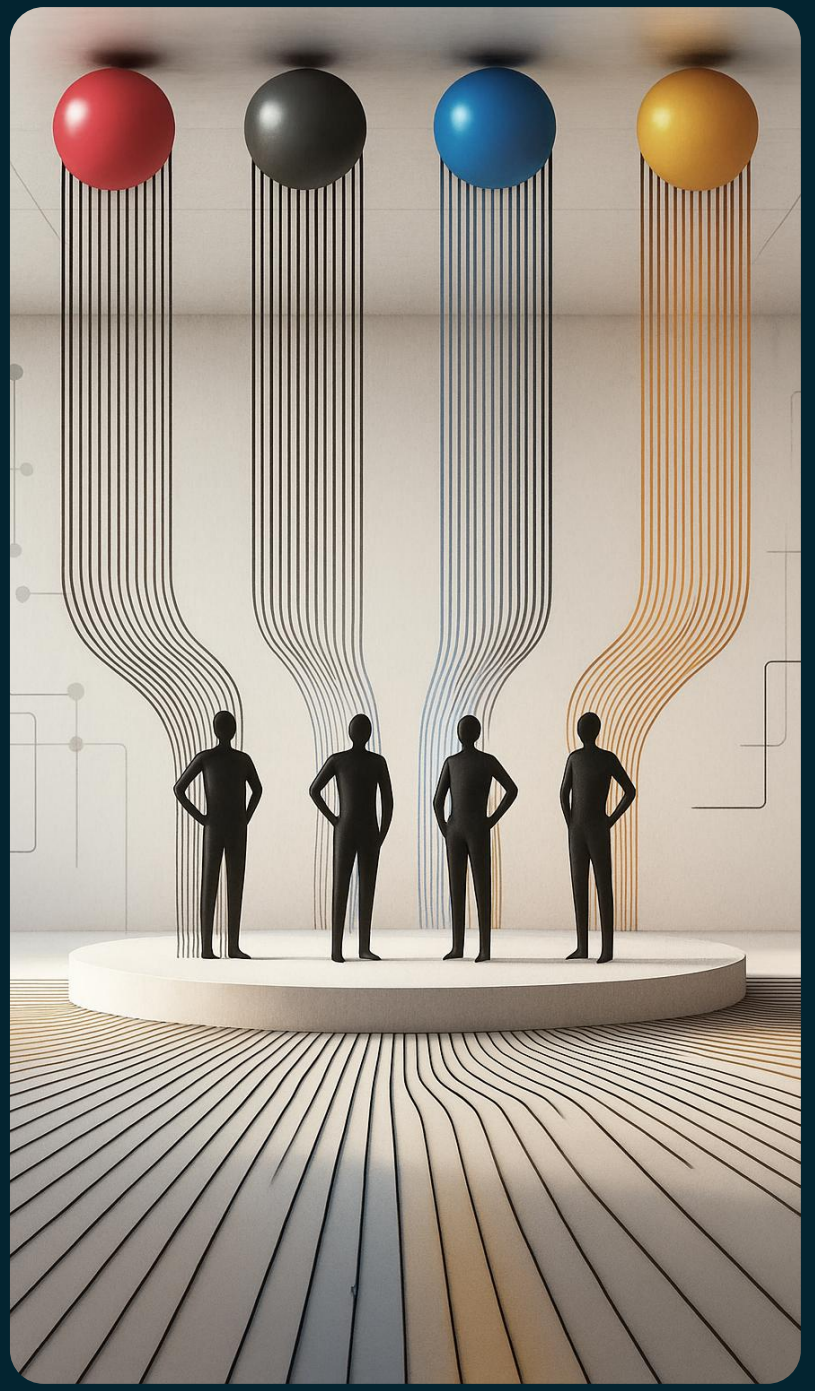
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