Erasmus for Young Entrepreneurs
Success Story

New Entrepreneur: Alvaro Gonzalez Manzano
Host Entrepreneur: Ale? ?aver

Alvaro Gonzalez Manzano (Spain)
Age: 30
Company: Audits Energy Buildings (Start-up)
Sector of activity:

"I mastered the know-how of the energy audit and became familiar with the software for the energy audits. The best of this experience is learning to adapt to work in other EU countries. This is very important for my future career therefore, I recommend the Erasmus for Young Entrepreneurs to everybody. "

Ale? ?aver (Slovenia)
Age: 48
Company: Eco Consulting d.o.o. / www.eco-con.si (20 years of experience)
Sector of activity:

"Erasmus for Young Entrepreneurs Programme is an excellent opportunity for experienced entrepreneurs to host young and innovative entrepreneurs who have the spirit and drive to learn some new experiences of doing business in other EU countries. It is also a gateway to discover new markets within EU."

The participants in this relationship are Mr. Ale? ?aver as a Host Entrepreneur and Mr. Alvaro G. Manzano as a New Entrepreneur. Alvaro was informed about the Erasmus for Young Entrepreneurs programme during an event organised by the Albacete Chamber of Commerce. This event coincided with his idea of starting a business in energy audits for buildings. Ale? ?aver discovered the Erasmus for Young Entrepreneurs programme via his Intermediary Organisation. As a potential Host Entrepreneur believed that his participation in the Erasmus for Young Entrepreneurs programme will be an opportunity for him to get in touch with new entrepreneurs from energy sector and to become familiar with energy audit business in other EU countries.

The activities undertaken during the relationship were: Observation and involvement in Eco Consultings works, getting

to know the business strategy of a company, introduction to the working equipments: software and working process (methodology) for performing energy audits, energy audits of buildings in practice, preparation of energy audit reports. BothMr. Jernej Rugelj and Mr. Niko Dorovoljc were very satisfied with their cooperation. Additionally, research for new business opportunities was also one of their activities, including identification of needs and characteristics of other EU countries markets something that finally resulted in the preparation of a common EU market strategy. Finally, both entrepreneurs were preparing strategy for a future cooperation between New Entrepreneur company and Eco Consulting company.

Both entrepreneurs have contacted other companies in the field of renewable energies, through the Embassy of Spain and ICEX. On the other hand they have not released in the Spanish market through the JAPTI. They will keep the contacts for future business relationships.

For further information, please contact the local contact points involved in the exchange:

New Entrepreneur's contact point:
Fundacion CEEI Albacete (Albacete)

Host Entrepreneur's contact point:
University of Primorska (Koper)