

**Success Story :** RLT183206

**New Entrepreneur (NE)**

**Name & surname:** Anecto A. Falcón

**Cabrera**

**Country:** Spain

**Age:** 28

**Status:** *Would-be entrepreneur*

**Sector:** IT

**Name of business:**

**Website:**

**Host Entrepreneur (HE)**

**Name & surname:** Ladislav Balon

**Country:** Czech Republic

**Age:** 24

**Experience (years):** 6

**Sector:** IT, Software

**Name of business:** VipTrust s.r.o.

**Website:** [www.viptrust.com](http://www.viptrust.com)

**Details of the exchange**

**Period of Exchange:** 05/02/2018 – 17/07/2018

**Duration of Exchange:** 5,5 months

**Brief introduction:**

Just before I joined EYE I felt that I had the knowledge, background and resources to start my own business, but I missed the experience of working in an international environment, which would allow me not only to have an enriching personal experience, but also to get to know new working environments within my sector and to develop new professional relationships.

I discovered the EYE program thanks to the recommendation of a friend who has heard of success stories of other entrepreneurs.

Thanks to EYE I found that I could have the opportunity to get the experience that I lacked, and also benefit from the help and guidance of another entrepreneur who already had passed through the challenge of creating his own business.

That is how I met my host, Ladislav, who owns a software development company in Prague and who gave me the opportunity to work with him on Czech and European projects, and with whom I hope to maintain both personal and professional relationship for many years to come.

**Activities undertaken:**

In our case, we had the common idea of being able to participate in tenders from public organizations both in our countries of origin and in the rest of the European Union. Therefore, we worked together to evaluate the types of possible projects in our sector in which we could participate, carrying out a more exhaustive market study in this field and preparing offers to participate in these tenders.

We also evaluated other European programs in which we can participate through the development of a joint projects with other companies.



### Benefits achieved:

Without a doubt, the greatest benefit was the opportunity to meet and work with a great professional who has an extensive knowledge of the sector.

This experience has allowed us to know how we work in each of our countries, to discover new professional opportunities and to lay the foundations for future collaboration on projects that may arise.

On a personal level, I believe that it has helped me to develop in other environments and cultures, improve my communication skills, increase my technical backup, meet great people and discover such a beautiful city as Prague.

### Quotation regarding the experience:

**NE:** *“This experience has not only allowed me to know and to work in an emerging country in my sector as the Czech Republic, but has also given me the opportunity to meet excellent people and professionals.”*

**HE:** *“This experience gave me know-how in tenders from public organizations, also I got information about doing business in another country and a lot of other interesting informations.”*

### For further information about the exchange:

- HIO, Bohemia EU Planners, raymova@bohemiaeuplanners.eu
- NIO, Instituto Tecnológico de Canarias, eye@itccanarias.org

### For information on the programme and details on how to enroll visit:

[www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)

Photos:



HE: Ladislav



NE: Anecto