

**New Entrepreneur**

**Name & surname:** Jan Göbel  
**Country:** Germany  
**Age:** 21  
**Status:** Would-be entrepreneur  
**Sector:** IT  
**E-mail:** jan.goebel@in.tum.de

**Host Entrepreneur**

**Name & surname:** Juan Vallecillo Morales  
**Country:** Spain  
**Age:** 64  
**Experience (years):** 35  
**Sector:** IT and tourism  
**Name of business:** Viajes Niza S.L.  
**Website:** www.canarias.com

**Details of the exchange**

**Period of Exchange:** 05/11/2015 - 31/12/2015

**Duration of Exchange:** 2 months

**Brief introduction:**



**Host Entrepreneur:** Juan Vallecillo is a business man with over 35 years experience in the travel business. He is the founder and chairman of the Canarias.com group that comprises a Rent a Car Fleet, a premium chauffeur service and an Online Travel Agency. Canarias.com has grown based on the solid grounds of a good understanding of the Travel Business in General and the incoming business in Tenerife specifically. Always looking ahead and being in the loop of all that goes on in the new technologies arena that can improve its service and enhance its businesses. Juan Vallecillo heard of the EYE Program from local officials and also contacted the local IO and found this project a great showcase for the company and a way to share the know how while bringing NE with fresh ideas and new perspectives.

**New Entrepreneur:** Jan Göbel is a German student who majors in Computer science. He started developing his affinity for software and the New economy at school by becoming a prize winner of a Germany-wide computer science competition (Bundeswettbewerb Informatik). After getting his high school degree, he started studying Computer Science at the Technical University in Munich while working for several companies such as SAP, IBM and BMW. He is mainly interested in creating easy to use apps and websites.

**Activities undertaken:**

**Host Entrepreneur:**

- Knowing own webservice in depth to be able to understand the integrations as a whole and to learn from a really state of the art brand new booking engine that has been internally developed and designed.
- Developing an IOS App for own car rental business based in the design of the already existing App for Android.
- Providing his feedback and perspective on several issues allowing us to improve our service e.g.

- Giving us feedback on a way to develop a system that can allow us to add a search criteria based on geographical points of interests.

#### New Entrepreneur:

- Deepened skills in iOS development.
- Learn how to design a great webservice API so that arbitrary clients such as apps or other webservices can use them.
- Learn methodologies on how to get feedback and on how to run alpha and beta tests.
- Developing the inner mindset it takes to become an entrepreneur.
- Understand and apply an agile software development.

#### Benefits achieved:

#### Host Entrepreneur:

- Rely on Jan for further enhancements and improvements of the IOS App for our car renting.
- Rely on Jan for new App developments such as an app for our chauffeur service.

#### New Entrepreneur:

- Get to know the mindset of an entrepreneur. Experience and learn a new way of approaching problems.
- Learn how to build a remote webservice that will be needed for my own app.
- Deepen skills in iOS development.

#### Quotation regarding the experience:

**New Entrepreneur** *“The Erasmus program has helped me to gain insights into the activities of an entrepreneur. I experienced a completely new way of approaching challenges and got to know the technology I am going to use for my own business.”*  
Jan Göbel

**Host Entrepreneur:** *“Jan is truly a great professional that has rapidly adapted to our working environment and with a smooth treat and a good understanding of what we expected from him. He is quick at grasping the concepts and a great and hard worker. We think that Jan has been the best out of all the NE that we have had along with us these years and we look forward to cooperate with him in the near future”* Juan Vallecillo Morales.

#### For further information about the exchange:

- NIO, UnternehmerTUM GmbH, Sabine Mattern: [Mattern@unternehmertum.de](mailto:Mattern@unternehmertum.de)
- HIO, Instituto Tecnológico de Canarias, Lucía Dobarro: [rempart@itccanarias.org](mailto:rempart@itccanarias.org)

For information on the programme and details on how to enroll visit  
[www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)