

Erasmus for Young Entrepreneurs

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SUCCESS STORY

New Entrepreneur

Name and Surname: Katarzyna Kempaska

Country: Poland

Age: 26

Status: Would-be entrepreneur

Sector: Water distribution, Sewage, refuse, cleaning and environmental services

Picture:



Host Entrepreneur

Name and Surname: Davide Fernandes

Country: Portugal

Age: N/A

Picture: N/A

Experience: Executive Manager at Floradata. Davide has a long experience in ecology, geology and hydrogeology, particularly in scientific studies, spatial planning projects, strategic environmental evaluation, stream water quality assessment, environmental responsibility and environmental impact evaluation studies for many types of projects. Currently serves as a managing partner for Floradata, coordinating multiple planning, environmental assessment and nature tourism projects. Davide has a scientific research background as (co-) author of ecotoxicology studies, published as scientific papers and panel communications.

Sector: Water distribution, Sewage, refuse, cleaning and environmental services

Name of business/website: Floradata - Biodiversidade, Ambiente e Recursos Naturais, Lda. Campo 24 de Agosto 129, 4300-504 Porto. <https://floradata.pt/en/home/>

Details of exchange:

Date of exchange: 2023-02-16 – 2023-04-16

Duration of exchange: 2 months

Brief introduction (max. 1.000 characters): Who are the participants, how did they discover EYE, why did they decide to participate, what were the expected benefits,...

Host entrepreneur (Davide) is the executive manager at Floradata – one of the biggest environmental consulting companies in Portugal. Me, as a new entrepreneur I'm planning to run my own company providing similar type of services.

I heard about EYE from my friend, few years ago he was also participating in EYE as a new entrepreneur. I decided to apply because I wanted to learn how to run this type of company, get to know what are the biggest difficulties. My second goal was to assess a possibility for international cooperation. I also wanted to get to know some new tools or programmes/software which would be helpful in my future company – to reduce the amount of time required for some tasks and therefore increase a productivity and overall income.

Davide learned about EYE from me – I sent an e-mail asking about the possibility of cooperation. My profile fits to Floradata so he decided to take part in EYE because wanted to have some fresh view on his own company and was interested in the possibility of entering other markets within the EU.

Activities undertaken (max. 1.000 characters): Examples, description of the relationship between the two entrepreneurs,...

Together with Davide we wanted to accomplish all the planned activities we established in *Commitment* document. I wanted to have a closer look on the work itself so I took part in work in the the projects won in public contests, regarding Natura 2000 sites.

I could see how to organise different actions in such a big project, together with Davide we could also share some knowledge about defining and mapping management measures. During this activity I also learned about few useful tools.

On the other hand Davide wanted to get some knowledge about the specificity of environmental consulting market in Poland. Therefore, one of my activities during the collaboration was preparing some databases on this subject. Information prepared by me and our discussion on topic provided Davide a closer look on polish market. Above all, we discuss mainly the costs of running a company in Poland and chances to win a contract in public contests.

Benefits achieved (max. 1.000 characters): Future prospect of cooperation, skills developed, contacts made...

Thanks to everyday collaboration with Davide I had an opportunity to get insight into company management issues, especially I could learn how to organise a work among different tasks. I also broaden some skills in terms of using some (both – new and previously known) tools which can be helpful in increasing efficiency.

Davide provided me a lot of practical information about specificity of portuguese market, I could then asses my own ability to operate in a foreign market. UE projects will be probably the main sources of income for my future company, Floradata was conducting few EU projects so Davide also shared with me some practical knowledge and tips regarding winning such contracts.

Davide, as an executive manager of Floradata has already some experience in contacting and negotiating with a clients from abroad and he is considering to continue this international path. Therefore, my staying at Floradata was an occasion for him to get some closer look into markets in eastern Europe. He gained a specific knowledge about direct recipients, who may be interested in the services provided by Floradata.

Quotation regarding the experience: (NE max. 300 characters)

Thanks to this cooperation, I gained confidence that starting my own business is the right path for me. Regardless of the country it is always a difficult and demanding undertaking but thanks to the acquired knowledge and experience, I hope it will be much easier for me.

Quotation regarding the experience: (HE max. 300 characters)

This cooperation gave me the opportunity to better assess my company's chances on other European markets. Thanks to the new information from Kasia, I will be able to better assess our chances and possible risks while considering foreign contracts.

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