

Brief introduction (max. 1000 characters):

Who are the participants, how did they discover EYE, why did they decide to participate, what were the expected benefits...

The participants discovered EYE through the main communication channels like social media and internet. They both decided to participate in the programme in order to create an international social network aiming specific skills and strategies about sustainable architecture. Particularly for the HE, an important objective was to realize design model which represents the best solution for the construction of sustainable and healthy buildings (Passivhaus), as well as the recovery of existing fabrics with relative adaptation in terms of energy saving.

For the NE, one of the main objectives was to come into contact with a mediterranean architecture reality, in this particular case the Catalan one. During this experience he wanted to acquire the best methodologies from a studio that works in bioclimatic architecture projects; working for a successful company hallowed him to know how to lay the foundations for future entrepreneurial projections.



Activities undertaken (max. 1000 characters):

The relationship between the two entrepreneurs started from the knowledge of the office's organization, specially how the work methodology is divided between manual and digital strategies. In fact, the daily work used to jump from hand drawing to digital. Also, one of the first steps, was to involve the NE into the passive house strategies through the study of the PHPP manual (Passive House Planning Package); this step was crucial in order to get the NE into the Passivhaus context. Then, the two entrepreneurs started to work together on the Passivhaus certification of some buildings in Catalonia, especially residential buildings, keeping in touch with the Passivhaus certifiers as well.

Starting from the residential buildings concept, the two parts got involved into the first steps of an architectural relief of a house near Barcelona. This part of the exchange was very important because of the fact that it included how a B2C relationship starts.

HE and NE took part in construction site meetings, developing relationships between manufacturing company and designers on the field.

Another important step of the relationship was the participation in an architectural competition at the end of the exchange. It gave more autonomy to the NE after all the previous collaborations with the HE. Furthermore, was the occasion where the two parts

collaborated daily and quickly.

Benefits achieved (max. 1000 characters):

The two parts reached all the objective of the programme and they developed new skills about this type of job.

First of all, they have deepened a new international relationship by exploiting cooperation opportunities with each other, based on the refurbishment of existing buildings and Passivhaus and its principles. For this reason they did lay the foundations for a possible future collaboration. Furthermore, they could deliver dossiers for the certification of several passive houses establishing a professional relationship based on a common interested in Passivhaus.

The collaboration hallowed the two entrepreneurs to gain new skills like digital ones (BIM, 3D modeling, technical drawings, graphic representation), social (communication and team building), technical (building structures, passive and active project strategies, facilities), organizational (working focusing on deadlines and cleanliness), customer relationship.

New Entrepreneur:

Name & surname: Simone Murru

Country: Italy

Age: 29

Status: *Would-be entrepreneur/Start-up*

Sector: Architecture

Name of business: --

Website:--

Host Entrepreneur:

Name & surname: Pilar Calderón

Country: Spain

Age: 48

Experience (years): 23

Sector: Architecture

Name of business: *Calderon-Folch Studio*

Website: www.cfs.cat

Quotation regarding the experience:

NE (max. 300 characters): *“When I applied for the programme I wanted to gain all the possible skills, the technical, the management, the organizational, the social ones; but, actually, the summary of all of them was the responsibility. The responsibility is the main skill for an architect and during this exchange I learned that it will be the first rule of my future business”* **Simone Murru, New Entrepreneur**

HE (max. 300 characters): *“This experience was particularly interesting, mainly because we got a new international relationship and the advantages that the NE brought to the office. Thanks to the exchange we have reinforced the team, we gained more communication skills, the work environment got better and finally, the NE gained more responsibility and this fact hallowed us to delegate and work in a better way”* **Pilar Calderón, Host Entrepreneur**

For further information about the exchange:

- NIO/HIO, ____, ____: ____
- HIO/NIO, Instituto Tecnológico de Canarias, eye@itccanarias.org

For information on the programme and details on how to enroll visit:
www.erasmus-entrepreneurs.eu