

Relationship number: RLT256240

Period of Exchange: From –28.11.2025 to 25.05.2026 (6 months)

Brief introduction (max. 1000 characters):

Pietro Simek, founder of DigiBridge Solutions, joined the Erasmus for Young Entrepreneurs programme to strengthen his entrepreneurial competences in automation, CRM integration, and digital-service development for SMEs. Through the programme, he started a collaboration in Slovakia with Silvester Kysel', an experienced entrepreneur specialised in workflow automation and digital marketing solutions.

Both entrepreneurs identified complementary expertise and shared interest in developing affordable and scalable digital services for small and medium-sized enterprises operating across European markets. The main objective of the exchange was to jointly develop and test a cross-border bundled service model combining IT support, workflow automation, and marketing analytics while strengthening international business-development capacities for both entrepreneurs.



Activities undertaken (max. 1000 characters):

During the six-month exchange, Pietro Simek was integrated into the operational activities of the host company and participated in structured mentoring sessions related to CRM systems, automation workflows, pricing strategies, client management, and cross-border service delivery.

The cooperation included market research focused on SME digitalisation needs in Slovakia and neighbouring countries, co-development of bilingual marketing materials, adaptation of operational templates, and pilot testing of workflow improvements and bundled service solutions with SME clients. Both entrepreneurs collaborated on KPI monitoring, reporting structures, and client-acquisition strategies.

The exchange also included regular strategic discussions on internationalisation opportunities, service scalability, and future cooperation beyond the Erasmus for Young Entrepreneurs programme.

Benefits achieved (max. 1000 characters):

The exchange enabled Pietro to acquire advanced practical competences in process automation, CRM integration, project coordination, pricing strategy, and international SME service delivery. He also strengthened his entrepreneurial and strategic skills through direct participation in operational and client-related activities.

At the same time, Silvester Kysel' benefited from new perspectives related to affordable outsourcing models, workflow optimisation, and cross-border business development. The cooperation contributed to the development of new operational materials, improved service structures, and stronger visibility toward Central-European and Southern-European markets.

One of the main outcomes of the exchange was the joint development and testing of a bundled IT and marketing service model with practical application potential for SME clients. The entrepreneurs also established the basis for future cooperation on international projects and cross-border business activities beyond the duration of the exchange.

New Entrepreneur:

Name & surname: Pietro Simek

Country: Italy

Age: 23

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

Sector: Tech

Name of business: DigiBridge Solutions

Website: in progress

Host Entrepreneur:

Name & surname: Silvester Kysel'

Country: Slovakia

Age: 25

Experience (years): 5

Sector: Tech/transport

Name of business: KAEMEL s.r.o.,

Website:--

Quotation regarding the experience:

NE (max. 300 characters): “ ”

Pietro Simek, New Entrepreneur

“This exchange allowed me to transform theoretical business ideas into practical solutions through direct collaboration, mentoring, and real operational experience in an international environment.”

HE (max. 300 characters): “ ”

Silvester Kysel', Host Entrepreneur

“The cooperation brought valuable new perspectives on digital-service development and international collaboration.”

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