

## Erasmus for Young Entrepreneurs Success Story

**New Entrepreneur: Alessandro Gambini**

**Host Entrepreneur: Istvan Lénárt**



Alessandro Gambini (Italy)

Company: ForMATH (Would-be entrepreneur)

Sector of activity: Education and training services

*"There should be more exchange opportunities like Erasmus for Young Entrepreneurs, not only for entrepreneurs but equally for smaller company holders that want to improve and expand their activity. My exchange has been very useful to me. "*

Istvan Lénárt (Hungary)

Company: Lenart Bt. (10 years of experience)

Sector of activity: Education and training services

*"Thanks to Erasmus for Young Entrepreneurs, we got the chance to retail our product in Italy. We have equally taken on board Alessandro's ideas when promoting extracurricular math forums in primary and secondary schools. "*

Newly-established Italian entrepreneur, Alessandro Gambini, is a representative of ForMATH Project, a company that specialises in educational tools and services for scientific communication, scientific animation and training. When hearing about the Erasmus for Young Entrepreneurs programme, Alessandro immediately applied for an exchange in the hope of finding a host entrepreneur also interested in the field of education and marketing. Alessandro also hoped to start a business partnership with another European counterpart. A couple of weeks later, Alessandro was given the chance to meet successful entrepreneur, Istvan, from Hungary, who was activating in the field of mathematic education within his company, L&eacute;nárt Bt.

On arrival at Lenart Bt., Istvan taught Alessandro about the "Lenart Spheres" and their educational advantages. "Lenart Spheres" are used in many schools throughout the country to help students visualise mathematical and scientific calculations. Throughout his stay, Alessandro visited schools where he trained teachers to use the Spheres. Alessandro

also participated in workshops and took part in international forums where these Spheres were promoted as key teaching tools for mathematics and other scientific subjects.

With the help of Istvan, Alessandro developed a new viable business plan and took advantage of the Erasmus for Young Entrepreneurs programme by starting a partnership with Istvan. The host entrepreneur equally discovered the ins-and-outs of the Italian market as well as meeting potential Italian business partners. Both entrepreneurs hope that their collaboration will help to raise more attention about the importance of Spheres in the study of comparative geometry.

For further information, please contact the local contact points involved in the exchange:

New Entrepreneur's contact point:

Aster SCpA (Bologna)

Host Entrepreneur's contact point:

ITD Hungary Zrt. (Budapest)