

Erasmus for Young Entrepreneurs

**New Entrepreneur:**

Fernando Mañes Izquierdo (Spain)

Company Name: Eman Ingeniería S.C.A. (Startup) /

<http://www.emaningenieria.com>

Sector of activity: Energy, fuel, electricity and other sources of energy

**Host Entrepreneur:**

Dr. Uwe Albrecht (Germany)

Company Name: Ludwig-Bölkow-Systemtechnik GmbH/ www.lbst.de (10 years of experience)

Sector of activity: Energy, fuel, electricity and other sources of energy

Period of exchange: 04/09/2017 – 15/01/2018

Duration of the exchange: 4 months

“In engaging with concrete and ongoing projects, the NE has been valuable support to our activities, contributing not only his time and skills but also his complementary views and experiences. We particularly value his insight into the Spanish hydrogen market and expect to be able to build on that in a continuing cooperation with us.”

After his studies in Mechanical Engineering and his Master in Renewable Energy in Civil Engineering, Fernando founded, with other 3 entrepreneurs, Eman Ingeniería S.C.A., which provides integrated and comprehensive engineering services for the design, implementation and commissioning of industrial plants and installations. Fernando wanted to learn how the companies are structured in other countries and how they export their products or services. For him it was important to open new commercial links between his country and other countries, to further introduce his services abroad or to introduce new products into the Spanish market. He wanted to stimulate his imagination and creativity and increase his network. This is why he decided to participate in the Erasmus for Young Entrepreneurs Program and got in contact with Dr. Uwe Albrecht, CEO of Ludwig-Bölkow-Systemtechnik GmbH.

Dr. Albrecht joined Ludwig-Bölkow-Systemtechnik GmbH (LBST) in 2008 as Managing Director. It is a Munich based consulting firm for sustainable energy and transport systems focusing on strategy, technology, and sustainability analysis, with over three decades of experience and an international customer base. Particular expertise exists in energy (renewables, energy storage, hydrogen and fuel cells) and mobility (fuels and drives, infrastructure, mobility concepts).

The NE started from the first day to engage in different projects of LBST, which have increased his technical and market-related expertise and knowledge in areas like hydrogen production, infrastructure, and use; sustainable energy and transport concepts as well as the role of critical materials in the evolution of future markets. Additionally, he has gained insight into the approach in conducting feasibility studies and market analyses. Working with the HE has helped him further



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improve his understanding of how a professional research and expert consulting company is organized and operates and how it manages international projects. Last but not least, in engaging with the HE the NE could expand his international network for mutual benefit.

The two entrepreneurs have built a fruitful long-term relationship. The HE has certainly injected his valuable views and experiences into the project work he was involved with, and the time together served to really build the basis of a trustful and longer term relationship. The HE has also started to gain and improve its insight into the Spanish market and he expects to continue building on that going forward.



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