



CAMERA DI COMMERCIO
ITALIANA PER LA GERMANIA
ITALIENISCHE HANDELSKAMMER
FÜR DEUTSCHLAND

Erasmus for Young
Entrepreneurs

NEW ENTREPRENEUR SUCCESS STORY: The Guide to a New Business Idea

New Entrepreneur:

Pauline Polka (Germany)

Company Name: mAldical GbR www.maidical.de

Sector of activity: IT, office and communication equipment, services and supplies

Local contact point (IO): Italienische Handelskammer für Deutschland e.V.

Host Entrepreneur:

Christophe Chatillon (Belgium)

Company Name: uWare Technologies, www.uware.io (25 years of experience)

Sector of activity: Research and development equipment and services

Local contact point (IO): AGENCE BRUXELLOISE POUR L'ACCOMPAGNEMENT DE L'ENTREPRISE

Period of the exchange: 02/03/2020 - 31/05/2020

Duration of the exchange: 3 months



Pauline Polka is interested and specialized in a variety of fields: after her studies in environmental engineering and after having gained some professional experience as a project leader, Pauline took additional classes in ethics in a global perspective and started a further Bachelor degree in finance and accounting. In 2018, she founded her own business mAldical in the field of artificial intelligence for the medical sector.

Her company is software driven and applies artificial Intelligence algorithms in order to classify medical images. Even though Pauline has a wide range of professional experience, she was interested in deepening her knowledge in AI and neural networks. From her experience as

chairperson of the board of Frankfurt's Founders Club she said: *"I know how inspirational it can be to get in touch with a successful entrepreneur. I imagine working together on innovative ideas and conducting a little project together."* That is why she applied for the Erasmus for Young Entrepreneurs Project.

Christophe Chatillon, on the other hand, has more than 20 years of entrepreneurial experience and created and managed three further companies in the web, software and mobile fields. Now, he runs a young business called uWare Technologies that develop an underwater autonomous robot.

Because he already made some very positive experience with the participation in the Erasmus for Young Entrepreneurs with his company Tapptic, he was willing to start a new collaboration with a young entrepreneur.

After having agreed on the activity plan, Pauline's training began and she contributed to the Host's business conducting the following tasks: she setup a database for object detection of underwater animals and created and created a user manual for the drone.

Regarding Pauline's entrepreneurial ideas, Christophe helped to pivot from "mAltical" to a new business idea called "Polka Umwelt" in the field of solar energy. Both entrepreneurs were discussing necessary steps on a weekly base, especially in terms of developing a business model, finding a unique selling proposition and discussing possibilities for scaling through automation. Christophe also suggested helpful literature (exponential organizations). From this new business idea, the following outcome evolved: www.polka-umwelt.de

Erasmus for Young Entrepreneurs provides European entrepreneurs the chance to share and gain relevant business skills. As a new entrepreneur, you will learn from an experienced entrepreneur and benefit from on-the-job training in a small or medium-sized company in another participating country. As a host entrepreneur, you can benefit from fresh and innovative ideas from a motivated new entrepreneur.

Would you like to participate? You can get in touch with Italienische Handelskammer für Deutschland e.V.

Project Coordinator

Ilviyya Gafarova

Tel. +49 69 97 14 52 24

igafarova@itkam.org