



ROADMAP FOR THE FUTURE

"Currently we have a network of Network of 45 qualified trainers and are planning to expand further"

"We are always on the look out for niche areas to tap into and improve our courses. To be able to do this we value and note feedback from our clients in order to improve and be one step ahead of our competitors"

A FINAL WORD OF ADVISE TO YOUTH ENTREPRENEURS

"It is very important to plan financially and to have a sound business plan. This is the very first step for an entrepreneur."

However, we believe that once you have an idea and you believe in it, ultimately you just need to jump in and make it work. Once you believe in something you should jump in and give it your full potential!"

"Additionally, we strongly believe that as a startup, funding is an important element as it helps the entrepreneur to grow quickly."



PROMOTING YOUTH ENTREPRENEURSHIP

PROJECT PARTNERS



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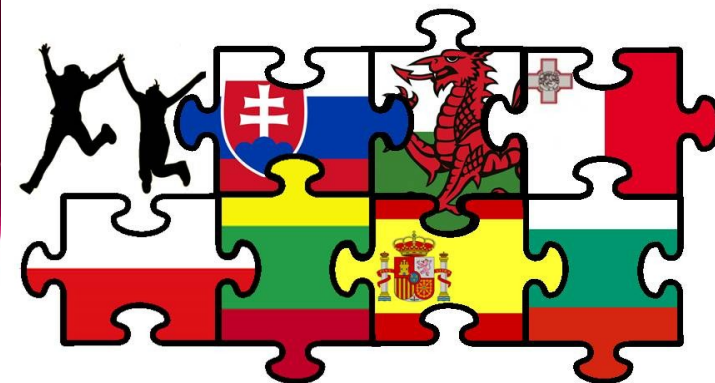


Yale College, Wrexham
Wales



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Synergy for Entrepreneurship

PROMOTING YOUTH ENTREPRENEURSHIP

AN EU LEONARDO DA VINCI PRO-

young entrepreneur profile



WHO?

INTRODUCING THE ENTREPRENEURS



Nikolai Sammut (23) Managing Director
Matthew Sammut (26) Creativity Director
James Abela (26) Business Development

WHAT?

DESCRIBING THE BUSINESS

In 2010, Nikolai, Matthew and James joined forces as young entrepreneurs to develop the Institute of Computer Education (ICE), a dedicated ICT training facility in Malta, providing a wide range of courses with world-wide recognized qualifications.

WHY?

REASONS BEHIND THE ENTREPRENEURSHIP

The young entrepreneurs believed that there was a niche in the market they could easily tap into.

"We realized that graduating from University, students had lack of practical experience before entering industry. So we wanted to focus on the experience and practical side"

They felt that they could work very easily with each other and develop further their innovative ideas.

"We feel that we created the right synergy between us and we wanted to develop our own ideas and do business our own way"

HOW?

CHALLENGES FACED

The beginning was not easy and a challenges needed to be tackled.

"Finding the right skills was not easy at first. We teamed up with a number of partners in the field who helped us target the right people and ultimately find the right skills"

GREATEST SUCCESS

National Level

Winners of Young Entrepreneurs 2013

International Level

Winners of CISCO NetRiders 2013 (Ryan Chetcuti)
1st in Europe & 4th in Worldwide



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QUALITIES FOR A SUCCESSFUL ENTREPRENEUR

- Be patient
- Be innovative
- Listen to ideas
- Identify the full potential of your team
- Look ahead to the future and never look back

VALUES TO UPHOLD

- Be fair
- Work as a team
- Be realistic in investment
- Persevere and never give up
- Love doing what you do best
- Do everything to your full potential

PERILS TO AVOID

"Not to delve into too many things at once, because that is the route to failure. Focus on the right thing and stick to it."

COMPETITION

"Malta is small and we are competing in an aggressive saturated market. It is therefore imperative from the initial stages to know who your competitors are. We give our personal touch to our company and use our strengths to compete aggressively"