

EYE RLT248260

Oneida Franco Mario Carcota GLOBAL2YOU



New entrepreneur:

Mario Carcota (Italy)

Age: 19

Company name: : Refractr.studio (Start-up)

Business sector: Software development, Fractional CTO, IT automation, digital solutions

“The Erasmus for Young Entrepreneurs experience gave me the opportunity to grow both professionally and personally in an international business environment. By working closely on compliance-driven SaaS development, accounting workflows and digital product design, I gained hands-on experience, strategic insights and a global perspective that will strongly support the future growth of KeyBrain. This exchange helped me strengthen my entrepreneurial mindset, technical skills and cross-cultural communication.”

Host entrepreneur:

Oneida Franco (United States)

Company name: Franco Blueprint

Business sector: SaaS development, compliance, accounting systems, fintech & sustainable business solutions

“Mario made a significant contribution to our business. His technical skills, analytical mindset and sustainability-oriented approach supported the evolution of Auralense from concept to a structured MVP. He actively contributed to process optimization, user-centered design and European market insights. The collaboration exceeded expectations and laid the foundation for long-term cooperation and future partnerships.”

Period of exchange: June 2025 - September 2025

Duration of exchange: 3 months

A powerful example of how international exchange, innovation and entrepreneurship come together to create real impact.

During his three-month exchange, Mario Carcota immersed himself in the competitive U.S. tech market, focusing on compliance technology and bridging regulatory requirements with technological innovation. The collaboration was driven by a primary objective to understand the nuances of setting up a scalable tech startup while rapidly prototyping a technical solution for the host's new venture.

Throughout the stay, the partners worked side-by-side to develop the platform's MVP, focusing on designing a user-friendly interface and integrating compliance tracking, document management, and automation. They also explored strategic integrations with accounting tools like QuickBooks and Xero to enhance the product's market fit.

The relationship was defined by a strong mentorship dynamic; Oneida dedicated time to guiding Mario in business strategy, specifically focusing on funding research, pitch deck preparation, and investor outreach. In reciprocation, Mario actively contributed to the host's business goals by implementing security measures aligned with GDPR and SOC 2 regulations and structuring workflow automation.

This synergy resulted in the evolution of the project from concept to a structured MVP ready for beta testing, optimizing both the user experience and the compliance readiness score. Beyond the technical outputs, the exchange allowed Mario to refine his networking skills by connecting with potential founders and investors in the American market. Ultimately, the experience established a solid foundation for a long-term partnership, with both entrepreneurs planning to continue their collaboration on future projects and potential joint ventures



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