



Problem Solving Today, Enterprising Tomorrow

2025-26



www.meliorasolution.com

WHO WE ARE

Entrepreneurial Education for Schools

We are Meliora Solutions — a COBIS Supporting Associate passionate about helping young people thrive in today's fast-changing world.

Hands-On, Inquiry-Based Learning

As experienced educators ourselves, we've seen the gap between what's taught in classrooms and the real skills needed in life beyond school. That's why we created learning programmes that go beyond textbooks.

Bridging Skills and Real-World Success

We focus on practical, hands-on experiences that spark curiosity, build confidence, and develop the kind of thinking every future leader needs: creative, critical, and entrepreneurial.

Our mission is simple: to bring the world of entrepreneurship into schools, so students aren't just learning about ideas—they're turning them into reality.

PRACTICAL SKILLS THROUGH
ENTREPRENEURSHIP



OUR MISSION AND VISION

Our Mission

To help students develop entrepreneurial skills that prepare them for real-world challenges through hands-on, inquiry-based learning.

Our Vision

To create meaningful learning experiences that inspire students to become innovative thinkers and confident problem-solvers.



OUR STORY SO FAR

With over 15 years of experience in international education and entrepreneurship, the founder of Meliora Solutions has worked with students and schools across Asia, Europe, and Australia. His journey began in the classroom — most notably at RDFZ, the High School Affiliated to Renmin University of China — where he saw first-hand how transformative practical, hands-on learning can be.

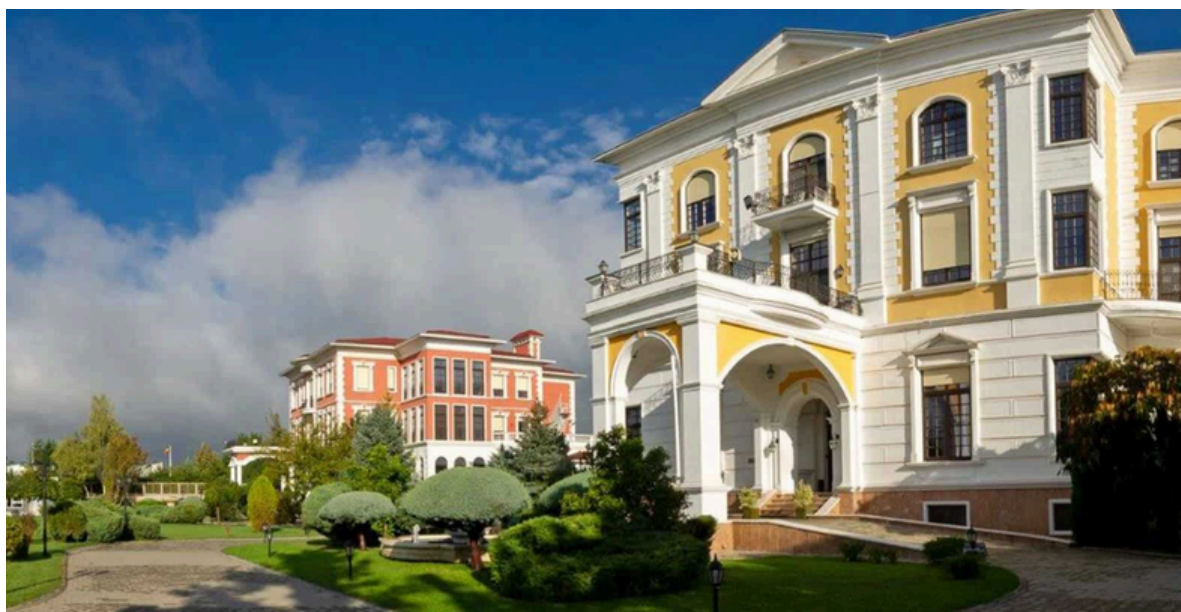
Founded just two years ago, Meliora Solutions has quickly grown into a trusted provider of entrepreneurial education. The organisation has:

- Established a full-scale Entrepreneurship Hub at the British School of Bucharest, one of the region's leading COBIS institutions.
- Earned recognition as a COBIS Supporting Associate, working with international schools across Europe and beyond.
- Supported the launch of over 15 student-led ventures, each developed through hands-on learning and expert mentorship.
- Assembled a team of passionate educators, business professionals, and innovation specialists committed to helping students succeed in the real world.

Meliora Solutions is built on experience — but driven by what comes next.



British School
of Bucharest



WHY WORK WITH US?

We know what it takes to make entrepreneurial learning meaningful — and manageable — in a school setting. Here's why schools choose to work with us:

We've been doing this for years

- With over a decade of experience, we've crafted a hands-on approach that works. Our programmes are practical, adaptable, and deeply rooted in the way young people learn best: by doing.

Our mentors are the real deal

- We connect students with people who've been there and done it—teachers, founders, creatives, and professionals. It's not about lecturing; it's about guiding, inspiring, and supporting.

We bring real experience to your doorstep

- Internships don't need to happen off-site. We help schools create safe, supervised, on-campus opportunities where students gain real-world experience in familiar surroundings.

Flexibility is built in

- Our hybrid model makes it easy for students to balance school, life, and entrepreneurship. Whether online or in person, we adapt to your schedule and your resources.

We think globally

- From local ideas to international recognition—our students take part in global entrepreneurship competitions that challenge them to aim higher and think bigger.

Every student belongs

- Our programmes welcome everyone from Year 7 upwards. Whether a student's into sport, science, music or tech—there's room to explore, experiment, and turn ideas into something real.

This is more than just a co-curricular activity

- Students gain confidence, resilience, and leadership. They build CVs that stand out—and most importantly, they discover what they're truly capable of.

OUR PROGRAMMES

1 - 3 DAYS



Entrepreneurship Days

High-energy, gamified workshops where students solve real-world challenges in teams, building creativity, confidence, and pitch skills in just 1–3 days.

1 - 3 MONTHS



Entrepreneurship Practicum

A skill-based business programme where students gain hands-on qualifications—like barista training or bike repair—and learn to build a business around them.

ACADEMIC YEAR



Entrepreneurship Hubs

A year-round incubator embedded in schools, guiding students through the full entrepreneurial journey from idea to launch, supported by mentors and real-world frameworks.

FREE OF CHARGE



Entrepreneur Accelerator

Our CSR-powered initiative offering free, expert-led support to disadvantaged students with business ideas—helping them develop, protect, and pitch their innovations.

OUR PROGRAMMES

ENTREPRENEURSHIP DAYS (1-3 DAYS)

We design and run high-energy entrepreneurship days and competitions that get students thinking like business leaders. Working in teams, they tackle challenges, develop their own ideas, and pitch them like professionals. It's fun, fast-paced, and deeply educational—perfect for Year 7 and up. Whether you want a whole-school event or something smaller, we tailor it to fit.

ENTREPRENEURSHIP PRACTICUM (1-3 MONTHS)

The Entrepreneurship Practicum is a hands-on business experience built around real-world skills. Students train in accessible, teachable trades—like bike repair, barista work, basic coding, social media services, tutoring, dog walking, or event support—then learn how to turn that skill into a functioning business.

Each programme includes practical training, entrepreneurship workshops, and role rotation across key business areas: pricing, marketing, operations, and service delivery. Students leave not only with a skill—but with the mindset and tools to turn it into something of their own.

ENTREPRENEURSHIP HUBS (ACADEMIC YEAR)

This is the heart of what we do. We help schools set up their own Entrepreneurship Hub: a student-led incubator where young entrepreneurs can explore ideas, develop business plans, and even launch their own ventures. We provide the full package—training, resources, mentorship, and ongoing support—customised to suit your space, your schedule, and your goals.

ENTREPRENEUR ACCELERATOR

Some students already have an idea—but they don't know how to make it happen. That's where our accelerator comes in. As part of our CSR mission, we offer it completely free to students from disadvantaged backgrounds. We guide them step by step, from refining their concept to creating a prototype and pitching it to an audience. With mentorship, funding opportunities, and workshops, we help them turn ideas into something they can be proud of—no matter where they started from.

ENTERPRENEURSHIP DAYS

(1-3 days)

ENTREPRENEURSHIP DAYS



Where creativity meets challenge—and students rise to it.

Some of the most powerful learning happens when students are fully immersed, thinking on their feet, and solving problems together. That's exactly what our entrepreneurship challenges and activity days are all about.

We design fast-paced, gamified experiences with **Flip it** for students from Year 7 upward, tailored to your school's goals, calendar, and curriculum. These are no ordinary workshops—they're interactive, high-energy, and designed to make students want to participate.

We provide everything you need:

1. All materials, tools, digital resources, challenge structures, and support staff come from us. Your faculty's only role? To help judge the pitches and enjoy watching students thrive.
2. For schools seeking greater visibility and community engagement, we also offer school-wide branded competitions, perfect for showcasing innovation and boosting your school's profile among parents and local partners.
3. And for those students who shine brightest? We offer options for continued product development, guidance on intellectual property protection, and extended mentorship to help them take their ideas further.
4. These aren't just fun days—they're potential launchpads.

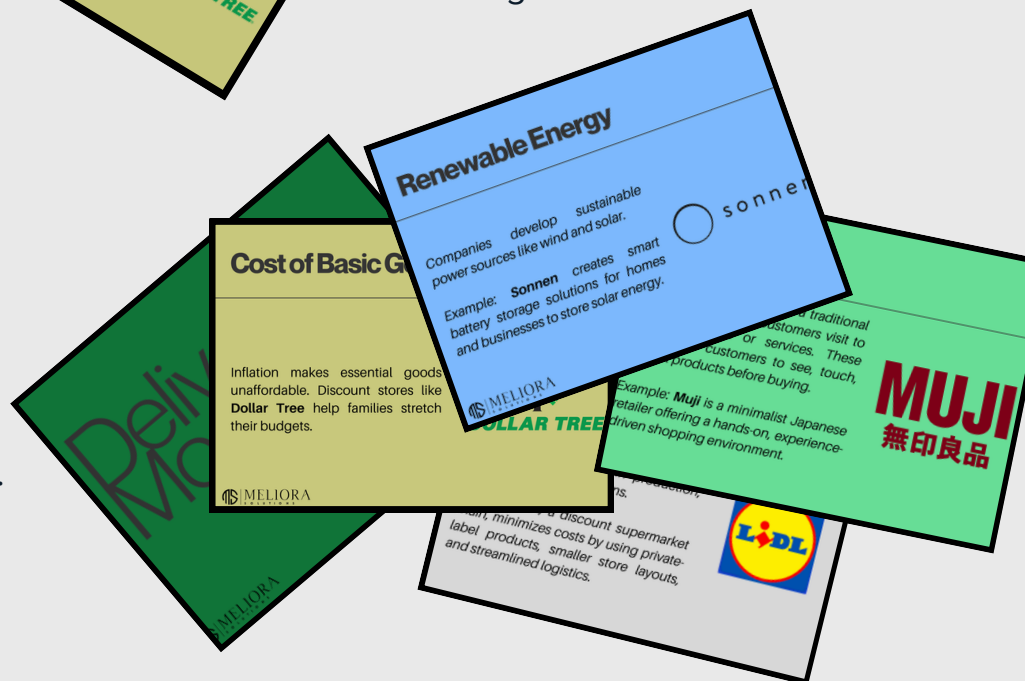
Let's make your next school event one students will never forget.

FLIP IT



Each challenge starts with an **Issue Card**, one of 50 social, economic, environmental, or future-focused problems. Students then draw five Clue Cards, one from each category: Type of Product, Industry, Funding Approach, Delivery Model, and Business Approach. A Wildcard Card adds an unexpected obstacle or boost. With over **2.5 million combinations**, every round is unique.

Flip It is a **high-energy, idea-sparking challenge** where students face real-world problems they didn't choose—from food waste and digital addiction to climate migration and future transport. Their mission? Solve the issue using a set of random clues. It's not a game of chance—it's a creative workout in teamwork, innovation, and bold thinking.



Flip It is fully compartmentalised, with built-in prompts and scaffolding at each stage—making it ideal for students as young as Year 7, even with no prior business education. The structure supports success while encouraging creative independence. It's not about knowing the answer—it's about learning how to build one.



**ENTERPRENEURSHIP
PRACTICUM
(1-3 months)**

ENTREPRENEURSHIP PRACTICUM

Real Skills. Real Qualifications. Real Business Experience.



The Entrepreneurship Practicum is our skill-based entrepreneurship track where students learn a vocational or service-based skill, earn a short-term qualification, and build a business around it. It's a practical, high-impact experience that brings business education to life—especially for students who thrive by doing.

We partner with accredited training providers to offer short-form qualifications (1–3 months) that are recognised across industries. Students rotate through key business roles—operations, pricing, customer service, marketing, and logistics—while gaining both technical skills and entrepreneurial know-how.



While students are mastering a skill—be it coffee-making, event planning, or basic coding—we provide a synchronised business curriculum that builds around it. They learn how to price their service, reach a customer base, manage simple finances, and pitch their ideas with confidence. This fully integrated approach ensures students don't just walk away with a qualification—they walk away with a business mindset.



With EP, students don't just study business—they live it!

ENTREPRENEURSHIP PRACTICUM

Possible Practicum Pathways & Certifications

Skill Path	Sample Qualification (1–3 months)
Barista Training	SCA Introduction to Coffee / Barista Skills Foundation
Bike Mechanic	Cytech Technical One (UK) / Park Tool School Certificate (Global)
Tennis Coaching	ITF Level 1 Tennis Assistant
SUP Instructor	ASI Stand Up Paddle Level 1
Ski Instructor	BASI Level 1 / NZSIA Level 1 Ski Instructor
Yoga Instructor	50-Hour Foundation Yoga Teaching Certificate (Yoga Alliance)
Dog Walking & Pet Care	Level 2 Award in Animal Care (OCN/NVQ style)
Event Assistant	Level 1/2 in Event Planning (AQA Unit Award / NCFE)
Tutoring & Study Help	Tutor Training Course (FutureLearn / University-backed CPD)
Digital Marketing	Google Digital Garage Certification / Meta Blueprint
Basic Coding/Web	Meta Front-End Developer Certificate / CodeFirstGirls Foundations

BEANQUEST

BeanQuest (BQ) is a student-led Café and real-world business lab where students learn by doing.



BeanQuest is our original Entrepreneurship Practicum model, built around a real, student-run coffee shop on campus. Students take barista training through the Specialty Coffee Association (SCA) and rotate through every aspect of café operations—from managing stock and setting prices to creating loyalty programmes and analysing customer feedback.



The result is more than coffee—it's a fully functioning business that students create, lead, and continuously improve. Along the way, they develop teamwork, leadership, financial literacy, and service confidence—and many leave with an SCA certificate in hand and entrepreneurial experience they can put straight on their CV or college application.

With BQ, students don't just study business—they live it!

HOW DOES BEANQUEST WORK

1

Business Foundations & Safety

Students learn workplace safety, teamwork, and professionalism to operate equipment and interact with customers responsibly.

2

Market Research & Product Development

They analyze consumer trends, develop pricing strategies, and design menus based on data-driven insights.

3

Leadership & Quality Control

They take on management roles, mentor peers, and ensure quality while fostering innovation and problem-solving.

4

Marketing & Customer Experience

Students create promotional campaigns, manage branding, and refine customer service through real-world interactions.

5

Operations & Financial Management

Hands-on experience in inventory, budgeting, and daily logistics builds financial literacy and strategic decision-making.

ENTERPRENEURSHIP HUBS

(academic year)

ENTREPRENEURSHIP HUBS

The Entrepreneurship Hub is a year-round, hands-on incubator where students turn ideas into action. Whether it's a smart product, a community solution, or a bold new service, the Hub gives young people the space, tools, and mentorship to explore, build, and lead. It's where business education stops being theory—and starts becoming real.



[Watch the Hub in action at BSB](#)
(Click)

A YEAR-ROUND BUSINESS INCUBATOR ON CAMPUS

We offer full consultation to help your school set up and run its own Hub independently, using our proven frameworks, student pathways, teacher training, and content support. Whether you need a turnkey solution or prefer to build it step-by-step with your staff, we're here to guide the process and make it sustainable.

Already live at the British School of Bucharest, our Hub model is fully adaptable to fit your timetable, resources, and curriculum.

Students from Year 7 upward engage in real-world thinking, supported at every stage—because the future isn't something we teach them to wait for. It's something they're building now.



E-HUB AT THE BRITISH SCHOOL OF BUCHAREST

The Entrepreneurship Hub at the British School of Bucharest follows a unique one-week onsite, three-week offsite “**hybrid model**”.

Students engage intensively during one onsite week each month—immersed in expert-led workshops, mentor sessions, and collaborative development. During the three off-site weeks, they continue their progress through weekly online status calls and group check-ins, applying feedback, refining their ideas, and working toward milestones. This balance between structure and independence gives students the space to develop real solutions, without rushing or losing momentum.



[Watch the Hub in action at BSB](#)
(Click)



The impact has been remarkable. Beyond business knowledge, students are building **real-world soft skills**: time management, public speaking, leadership, conflict resolution, and resilience. What began as a school-based activity has grown into a serious, student-led incubator. The Hub now operates more like a real business environment—with responsibilities, deadlines, and ambitions that extend far beyond the classroom. It has become a space where students don’t just prepare for the future—they step into it.

SUCCESSSES FROM THE BSB ENTREPRENEURSHIP HUB

BlindSpot - Smart tech. Real change. Vision for all.

Created by a Year 8 student, BlindSpot is a belt-like device that uses haptic feedback and ultrasonic sensing to support people with visual impairments—replacing or complementing the traditional walking cane. Developed entirely in the Hub and guided through our IP mentorship track,



BlindSpot finished Top 2 in Romania at the Blue Ocean Student Entrepreneurship Competition and has since filed for patent protection.

A real solution for a real-world need.



[Watch Blind-Spot Pitch](#)
(Click).



[Watch BellMe Pitch](#)
(Click).

BellMe - A word away from help. Always.

BellMe is a mobile safety app designed by one of our younger Hub students to help users discreetly alert friends, family, or emergency contacts in unsafe situations. What started as a classroom brainstorm evolved into a prototype and pitch presentation that gained recognition at the Blue Ocean Global Competition, where it ranked among the top submissions internationally. Development is now underway with support from local mentors and tech experts.

ENTERPREUNER ACCELERATOR PROGRAM

THE ACCELERATOR PROGRAM

The Student Accelerator is designed for young people with a spark—an idea they believe in, but don't know how to take forward. Whether it's a product, a service, or a social innovation, we surround them with the right people, tools, and structure to make real progress.



Students work one-on-one and in small groups with our network of mentors, educators, and business experts. Together, they move from concept to development, shaping real-world solutions with real impact. We connect them with funding opportunities through our partners and support IP protection, helping them build an intellectual property portfolio that can become a secret weapon in university and scholarship applications.



Importantly, we believe that opportunity shouldn't depend on background. That's why we offer full support free of charge to students from disadvantaged circumstances, ensuring talent, not privilege, shapes the future.



Let's Work Together

Partner with us to bring
entrepreneurial education to your school.

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