

Občina Komen
Komen 86
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Andreja Štok
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Sežana, 25. 4. 2022

Zadeva: Trženje javnih sanitarij v Štanjelu
Zveza: vaša elektronska pošta z dne 6. april 2022

Spoštovani,

prejeli smo vašo elektronsko pošto-svetniška pobude, v kateri nas prosite za mnenje glede trženja javnih sanitarij v Štanjelu.

V septembru in novembru 2021 je ORA Krasa in Brkinov začela z iskanjem možnih rešitev za trženje javnih sanitarij in ostale infrastrukture, ki jo ima v upravljanju. Na podlagi opravljenih predogledov ponudnikov je pridobila dve ponudbi podjetij Palisada sistemi d.o.o. in ID Shop d.o.o., ki ju dajemo v prilogi.

Ponudnik Palisada sistemi d.o.o. je ponudil avtomatsko blagajno za vstop v sanitarije, ki je postavljena pred glavni vhod in se z avtomatskih odčitanjem računa odprejo glavna vhodna vrata. Po preučitvi njenega delovanja smo ocenili, da je njena glavna pomanjkljivost lokacija njene namestitve ter nenadzorovan vstop. Naprava (blagajna) je nameščena na zunanji strani objekta, kar je zaradi varovanja kulturne dediščine lahko sporno. Poleg tega pa sistem v napravi (po tej ponudbi) omogoča odpiranje samo enih (vhodnih) vrat, kar posledično pomeni, da lahko pride do zlorab in hkrati lahko v prostor vstopi več oseb. Vsakršna drugačna namestitev (ki je sicer tehnično izvedljiva) bi pa pomenila dodatne finančne stroške.

Ponudnik ID Shop d.o.o. je ponudil kompleksnejšo rešitev trženja javnih sanitarij in sicer z namestitvijo podometne blagajne, ki bi bila nameščena na osrednjem hodniku, s tremi čitalci ob vsakih vratih (moški, ženski wc in invalidi). Predlagana rešitev je po naši oceni z vidika varstva kulturne dediščine sprejemljivejša kot tudi zmanjša se možnost zlorab ob vstopu v osrednji hodnik več osebam sočasno. Vsakršna drugačna namestitev (ki je sicer tehnično izvedljiva) bi pa pomenila dodatne finančne stroške. Oba ponudnika imata možnost izvedbe in nadgradnje vstopničnega sistema na druge lokacije in infrastrukturo, t.i. enoten vstopnični sistem za celoten Štanjel, ki bi lahko vključeval vstopnino v Muzej Grad Štanjel, parkirinino, javne saniterije, Ferrarijev vrt ... Pri končni odločitvi, bo pripomogla možnost združljivosti sistema z blagajniškim sistemom in ostalimi pobudniki znamenitosti v destinaciji Kras in Brkini za skupen destinacijski vstopnični sistem.

Na podlagi pridobljenih ponudb smo pripravili grobo oceno časa vračanja investicije, ki bi bila pri investiciji 20.000,00€ ob predpostavki, da je na letni ravni 5600 vstopov, za katerega obiskovalec plača 0,50€, 7 let. O ponudbah smo jeseni 2021 seznanili župana občine Komen in njene strokovne službe.



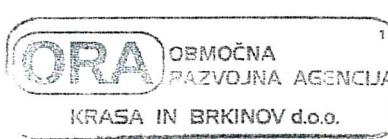


Zaradi dolgega časa vračanja investicije se nam zgornja investicija ni zdela gospodarna in je v dogovoru z županom in strokovnimi službami nismo vključili v plan dela za leto 2022.

En od organizacijskih ciljev Načrta upravljanja spomeniškega območja Gradu Štanjel, ki ga je za ORO Krasa in Brkinov pripravilo podjetje Zelen in partnerji, podjetniško in poslovno svetovanje d.o.o., je tudi analiza možnosti uvedbe enotnega vstopničnega sistema za spomeniško območje. Pri analizi bo potrebno upoštevati celovitost koncepta uporabe kulturne dediščine ter preučiti možnosti o najbolj primerenem načinu pridobivanja prihodkov v celotnem spomeniškem območju gradu Štanjel. Najbolj primeren način pridobivanja prihodkov bo tisti, ki bo tako finančno, organizacijsko kot tudi vsebinsko vzdržen za celotno spomeniško območje Štanjela. Investicije (kot sta primer zgornjih ponudb), za katere se bi ugotovilo, da bi lahko predstavljale delno rešitev pridobivanja prihodkov, se bi lahko na dolgi rok izkazale kot neustrezne, zato je potreba po celovitem pristopu ureditve trženja spomeniškega območja smiselna (vključno s parkirinami).

Trenutni glavni prihodkih ORE Krasa in Brkinov so prihodki od oddaje poslovnih prostorov v najem, prihodki od storitev izvajanja vodniške službe ter z aprilom tudi prihodki vstopnin v Muzej Grad Štanjel kot tudi Galerijo Lojzeta Spacala (že prej).

Lep pozdrav.



Aleš Vodičar
Direktor

Priloge:

- Ponudba št. 21-010-001930 (ID Shop d.o.o.)
- Katalog storitve ponudnika ID Shop d.o.o.: Cominfo Pay2Go: Solutions for Secure Access Control with Integrated Payment Terminals
- Ponudba št. 21-010-000626 (Palisada sistemi d.o.o.)
- Prikaz postavitve avtomatske blagajne za vstop v sanitarije (ponudnik Palisada sistemi)

Poslano:

- Andreja Štok (po e-pošti)



PRIKAZ POSTAVITVE AVTOMATSKE BLAGAJNE ZA VSTOP V SANITARIJE (ponudnik PALISADA SISTEMI)







Cominfo Pay2Go

Solutions for Secure Access Control with
Integrated Payment Terminals

EasyGate SPA, BAR SPA, Door SPA

cominfo
security first

Pay2Go Solution

Securing your Sanitary Facility and Offering High Return on Investment

Pay2Go Solution offers a convenient way how to make your premises both secure and profitable.

It is designed to provide reliable access control which naturally decreases vandalism and mistreatment of facilities whilst avoiding an unauthorized and an unpaid access.

Cominfo paid access solutions stands out by providing high level of convenience and user-friendliness for visitors, and at the same time, allowing self-service and thus reducing operating costs for the facility operator.

It is an ideal solution for managing access into toilets and public conveniences in places with a medium to high frequency of visitors, such as gas stations, shopping centers and public transport stations.

Our offer recognizes specifics of each application area and various requirements in the level of a desired security and other product capabilities. Therefore, three different options are available to choose from – EasyGate SPA, BAR SPA, Door SPA.



High ROI



Absolute security



User-friendliness



Scalable solution



Pay2Go Application

Accurate recording of customer flow, price setting and reporting and even remote control and monitoring is provided by innovative Cominfo Pay2Go Application. It is accessible from any device within the facility network via web browser. All the reports, such as alarm conditions, visitor payments and general events are exportable to Excel, CSV and variety of other formats. Application is available for the whole range of Pay2Go products.

- See all your transactions
- Easily manage your product
- Take advantage of comprehensive reports and analyses security and other product capabilities

Scalable and Versatile

Cominfo always strives to offer a perfect solution which would meet growing security requirements and expectations for a seamless entrance. This philosophy is met with an idea to develop products, which would ensure their usability in various premises with an aim to lower overall operating costs of the customer.

Paid access solution offered by Cominfo comprises of three model ranges allowing to select the most efficient product according to the specific needs and goals of the customer. Product portfolio is categorized by their level of security, throughput, visitor comfort, return on investment, payment options and optional accessories.

The economic solution is offered through a combination of DOOR SPA payment terminal and EasyScan W barcode scanner which is suitable for premises with a limited space and a medium frequency of visitors. You can level up with BAR SPA, an automated waist-height arm turnstile with built-in payment terminal, which provides an additional layer of security. The most sophisticated solution, EasyGate SPA, provides not only a maximum level of protection and convenience, but also speed and precision.

Regardless of which paid access solution is chosen, reliability, long product life-span and durability ensure high return of an initial investment and a regular stable income.



	EasyGate SPA	BAR SPA	Door SPA
Security level	█	↓	█
Throughput	█	↓	█
Visitor comfort	█	↓	█
Return on investment	█	↗	█
Payment options	█	=	█
Optional accessories	█	↓	█

Door SPA

Economic Paid Access Solution Suitable for a Limited Space

Cominfo **Door SPA** terminal complemented with Cominfo EasyScan W reader is a compact and space-saving paid access solution that guarantees sufficient level of security for premises with a modest number of visitors. An emphasis to offer a product which overcomes limits of available space is strengthened through availability of wall-mounted and particularly flush-mounted version of Door SPA.

Automatic self-service purchasing process reduces possible staff workload and waiting times for a faster facilities usage, provides instant and accurate reporting and raises additional revenue.

High-contrast coloured display provides an intuitive user guidance through a minimalist, well-thought interface, making the purchase process self-explanatory.



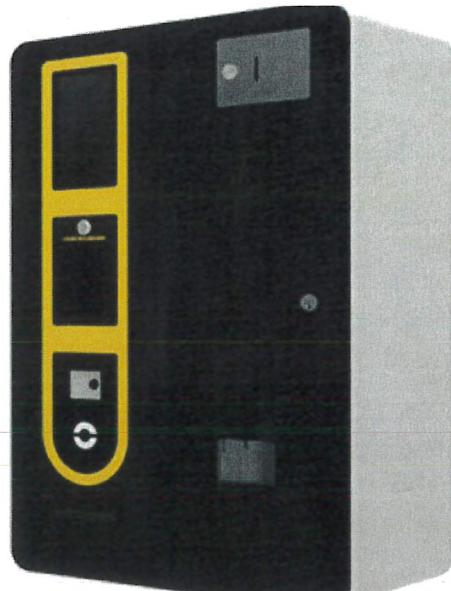
Public
transport



Petrol
stations



Restaurant chains



Multiple payment methods are available for visitor convenience.

Electronic coin validator with cashback is offered as a standard. However, while it tends to be a go to option for number of visitors, there are several other alternate and easy to use payment methods to choose from. Optionally, Door SPA can be equipped with contactless payment terminal, token validator or QR code and barcode scanner.





BENEFITS

- Multiple ticketing and payment options
- Automated self-service for a fast and convenient access and low operating costs
- Barrier-free solution allowing to leverage available space and individually adjust the flow of visitors
- Cost-effective solution with a high return on an initial investment
- Intuitive visitor guidance and user-friendly design

1 Visitors of your facility are guided through the ticket purchase on a display of Door SPA. The user interface with intuitive symbols have a uniform immediately recognisable design. The whole purchase process is self-explanatory.

2 After a successful purchase, a BarCode / QR ticket is printed using a built-in thermal printer and is ready to be scanned via EasyScan W.

3 EasyScan W reader is wall-mounted right next to a door access to a secured area. Access is authorized based on a valid ticket with an anti-passback function which prevents its multiple use for an entry.

EasyScan W

EasyScan W offers a convenient solution for user validation via BarCode / QR ticket. In addition, it also supports RFID technology which can be typically used for an employee entry to restricted area via access card as it removes the necessity to print single-use tickets.

Thanks to its versatility and scalability, it is suitable both for individual access points and as part of a large system. EasyScan W can be seamlessly integrated with Door SPA payment terminal which offers an efficient solution to manage access in premises with a limited space and lower frequency of visitors.

The compact housing with a backlit contains a reliable reading technology which allows to scan supported barcode types on paper tickets and smartphone screens.

Contemporary design with an elegant high-gloss finish harmoniously blends in with the architecture of any interior.



BAR SPA

Durable Paid Access Solution For a Heavy Visitor Traffic

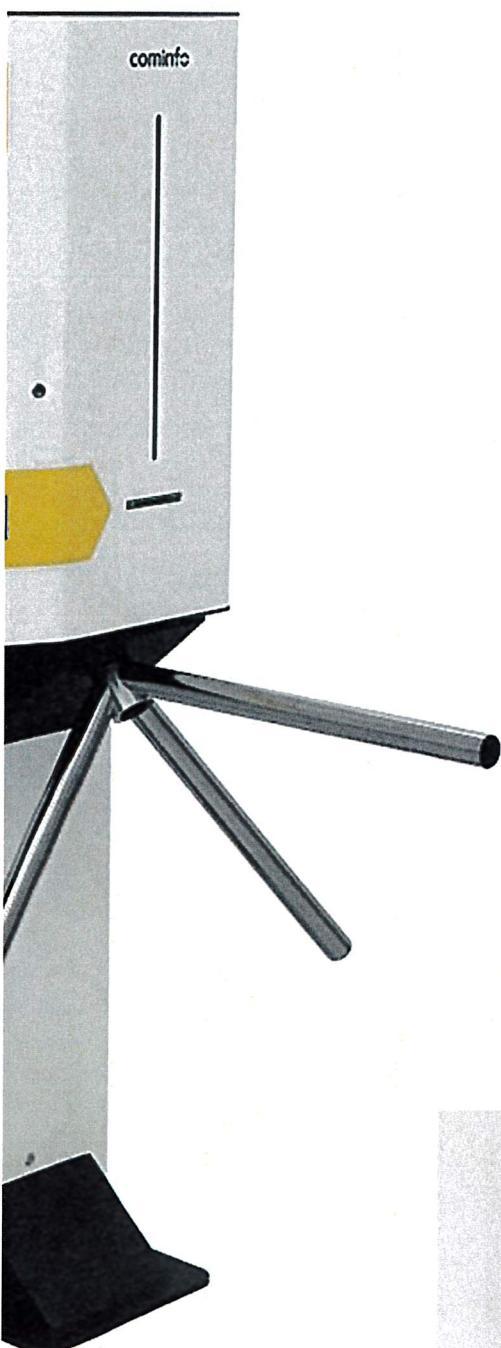
Cominfo **BAR SPA** is a fully automated waist-height turnstile with a built-in payment terminal. Durable cabinet construction and efficient motor with a long service life makes it a reliable and secure solution for a high traffic environment.

Quick-reaction arm system allows only one person at a time to pass through the turnstile. This relieves the strain on a security and mitigates any unauthorized entrance which might result in vandalism and mistreatment of your facilities.

As an option, high-precision sensors can be integrated within the cabinet to further increase the level of security.

User-friendly design of the terminal and intuitive display interface makes the purchasing process fast and convenient. Moreover, using contactless payments is becoming firmly entrenched amongst the public as it is seen as safe and swift compared to traditional payment methods. Therefore, it is offered as an option to standard electronic coin validator. Alternatively, barcode reader and QR scanner together with token validator is also available.





cominfo

Modular design of the cabinet allows to integrate additional technologies for visitor, employee and operator convenience.

Optionally, BAR SPA can be equipped with RFID reader which can be typically used for an employee entry to restricted area via assigned access card. In addition, thermal printer can be built-in for receipt, respectively voucher printing. Furthermore, facility staff have an option to utilize COMINFO INFOS control and monitoring software for an effective and efficient way to manage installed turnstile. Lastly, LCD screen for local advertising can be integrated on the exit side of the cabinet.

BAR SPA is available in unipod or tripod versions as well as right-hand or left-hand design to fit your installation site.

BENEFITS

- Multiple ticketing and payment options
- Automated self-service for a fast and convenient access and low operating costs
- Solid construction of patented MDD motor guarantees 10 million MCBF (Mean Cycles Between Failure)
- Highly secure and durable solution
- User-friendly product design and smooth, understandable navigation



EasyGate SPA

Premium and Innovative Paid Access Solution

Cominfo's cutting-edge, premium paid access solutions is perfectly geared towards premises with a high velocity of customers. It is designed to optimise visitor experience as it accelerates purchasing process and features attractive, user-friendly design.

In light of ever-increasing demands for uncomplicated and convenient access control, EasyGate SPA offers smooth and user-friendly interface and compatibility with several payment methods.

Electronic coin validator with cashback function comes as a standard. And to make purchase as easy as it gets, EasyGate SPA can be equipped with contactless payment terminal, barcode and QR scanner for voucher scanning, or alternatively with token validator.

Whilst enhancing the visitor experience, our premium solution also provides the highest levels of security. High-precision optical sensors combined with quick-reaction glass barriers ensures that unauthorized persons cannot access secured area. Well-thought out construction of turnstile motor guarantees reliability and long service life.



Combination of modern construction materials, such as glass and metal creates airy and yet highly functional product design.

EasyGate SPA can be optionally equipped with RFID reader typically used for an employee entry to restricted area via assigned access card. In addition, thermal printer can be built-in for receipt, respectively voucher printing. Furthermore, facility staff have an option to utilize COMINFO INFOS control and monitoring software for an effective and efficient way to manage installed turnstile.



BENEFITS

- Multiple ticketing and payment options
- Automated self-service for a fast and convenient access and low operating costs
- High-sensitivity sensor technology with glass wing barriers ensure a maximum security
- Wheelchair access as a standard
- User-friendly product design and smooth, understandable navigation
- Solid construction of patented MDD motor guarantees 10 million MCBF (Mean Cycles Between Failure)



Versatility through product modularity



Technical parameters

	EasyGate SPA	BAR SPA	Door SPA
Type of barrier	electromagnetic lock for door access	unipod / tripod	swing glass wing
Dimensions	xxx	xxx	xxx (Premium version)
Drive unit	-	MDD motor (MCBF = 10.000.000 cycles)	MDD motor (MCBF = 10.000.000 cycles)
Safety / security sensors	-	2x (jump over / crawl under)	30 pairs of optical sensors
Tailgating detection	no	no	yes
Emergency mode	automatic door release	automatic folding arm (unipod)	automatic wings opening
Max passage width	-	570 mm	920 mm (Premium version)
Standard surface finish	RAL painted	RAL painted	stainless steel
Power supply input	230 VAC	230 VAC	230 VAC
Optional mounting	wall mounted / flush mounted	mounting concle / Ramp LT	mounting concle / Ramp LT
Pay2go sw	yes	yes	yes
Standard payment method	coin validator with cashback	coin validator with cashback	coin validator with cashback
Optional payment method	Voucher reader contactless payment card token	Voucher reader contactless payment card token	Voucher reader contactless payment card token
Rfid reader for staff id cards	yes	yes	yes





Financial Analysis

Example of Use in Public Toilets

	Facility Users	User Fee 0,50 EUR / person
Daily	600	300 EUR
Monthly	18 000	9 000 EUR
Yearly	219 000	109 500 EUR

Example of Use in Petrol Station with Participation in Voucher System

Facility Users	50 % of the facility users do not consume anything.	50% of the facility users use the voucher. Average turnover per voucher is 0,9 EUR	Total earnings with Pay2Go Solution products
Daily	600	150 EUR	270 EUR
Monthly	18 000	4 500 EUR	8 100 EUR
Yearly	219 000	54 750 EUR	98 550 EUR
			153 300 EUR



COMINFO, a.s.

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OBMOČNA RAZVOJNA AGENCIJA KRASA IN
BRKINOV d.o.o.
Partizanska cesta 4

SI-6210 Sežana

ID za DDV SI28474066

Datum 23.09.2021

Odgovorna oseba

Veljavnost 22.11.2021

Dokument kreiral/a Matjaž Ajdnik

Ponudba: 21-010-001930

Na podlagi vašega povpraševanja vam nudimo:

Poz.	Ident	Naziv	Količina	EM	Cena	R. %	DDV %	Cena z R. %	Vrednost z R.%
1	41.50.0102	Cominfo Pay2Go DOOR SPA - podometa na izvedba dodate opcijs: - Pay2Go vmesnik za čitalec plačilnih kartic - Pay2Go integracija čitalca plačilnih kartic - NAYAX ONYX čitalec plačilnih kartic - vgrajen sistem za plačilo s kovanci in vraćilo kovancev - LCD zaslon z navodili za uporabo - vgrajen tiskalnik računov - potrdil - povezava z do 4 čitalci Easy Scan	1,00	KOS	15.926,00	25,00	22,00	11.944,50	11.944,50
2	41.50.0103	Cominfo Pay2Go DOOR SPA - Easy Scan čitalec RFID čitalec - IR bralnik črtnih kod	3,00	KOS	900,00	25,00	22,00	675,00	2.025,00
7	41.91.0004	POS vmesnik kontrole pristopa - Pay2Go modul programskega vmesnika za komunikacijo med Pay2Go in POS blagajniškim sistemom	1,00	KOS	790,00	0,00	22,00	790,00	790,00
9	40.01.0001	Ključavnica - vzvodna cilindrična AGB PZ 50/90	3,00	KOS	15,00	0,00	22,00	15,00	45,00
10	40.04.0000	O&C EL. ODMIKAC	3,00	KOS	80,00	0,00	22,00	80,00	240,00
11	40.00.0000	Artikel - razno set BUNKA - KLJUKA	3,00	KOS	50,00	0,00	22,00	50,00	150,00
12	00.03.0001	Montaža montaža: 1 x Pay2GO kiosk 3 x Pay2GO čitalec 3 x elektro odmikač 3 x bunka - kljuka 3 x vzvodna ključavnica	1,00	KOS	1.175,00	0,00	22,00	1.175,00	1.175,00
13	00.00.0002	Kilometrina * obračun kilometrine po dejansko prevoženih kilometrih: Ljubljana - Grad Štanjel - Ljubljana	1,00	KM	0,37	0,00	22,00	0,37	0,37

Z besedo devetnajsttisočdevetstoainainsedemdeset EUR 24/100	Skupaj	21.026,37
	Popust	4.656,50
	Vrednost s popustom	16.369,87
	DDV	3.601,37
	Za plačilo EUR	19.971,24

DAVČNE STOPNJE	Osnova	DDV	Vrednost
Blago, od katerega se DDV obračuna po stopnji 22%	15.194,50	3.342,79	18.537,29
Storitve, od katerih se obračuna 22 % DDV	1.175,37	258,58	1.433,95

SPLOŠNI POGOJI

NAROČILO IN ROK DOBAVE:

Dobavni rok je od 30 do 60 delovnih dni po prejemu pisnega naročila. Kot pisno naročilo se šteje pogodba ali naročilnica, ki se sklicuje na to ponudbo.

Naročilo pošljite na elektronski naslov: info@idshop.si ali matjaz.ajdnik@idshop.si

MONTAŽA:

Montaža in priklop opreme se opravita na pripravljena gradbena dela in inštalacije, ki jih pripravi naročnik v lastni izvedbi in po navodilih dobavitelja.

PREVZEMNI POGOJI:

Prevzem blaga brez pisnega naročila ni možen. Dobavljena oprema do prejema celotne kupnine ostane v lasti podjetja ID SHOP d.o.o.

Pri programski opremi si pridržujemo pravico, da njeno uporabo omejimo v kolikor kupnina ni v celoti plačana.

Kupec bo za instalacijo opreme pripravil ustrezen prostor in infrastrukturo najmanj 10 dni pred dogovorenim dobavnim rokom po navodilih in pogojih, ki jih določi dobavitelj.

V kolikor kupec ne pripravi pogojev za instalacijo pravočasno, se dobavni rok ustrezeno podaljša in sicer za največ 30 dni.

V primeru, da kupec ne izpolni pogojev za instalacijo tudi 30 dni po izteku dogovorenega dobavnega roka, je dolžan opremo iz te pogodbe prevzeti in skladiščiti po navodilih dobavitelja. V tem primeru ima dobavitelj pravico doavljenou opremo kupcu zaračunati, za datum prevzema se vzame datum dobave opreme.

GARANCIJA:

Garancija za strojno opremo: 12 mesecev oz. v skladu s sklenjeno vzdrževalno pogodbo. Programska oprema je licenčni material za katero so garancijski in licenčni pogoji opisani v garancijski in licenčni izjavi

S pisnim naročilom kupec potrjuje, da je s temi pogoji seznanjen in se obvezuje, da jih bo spoštoval.

STORITVE:

Vse storitve bomo naročniku zaračunali glede na dejnsko porabljen čas oziroma izvedeno storitev. Potni stroški (potovalne ure, kilometrina) niso vključeni v cenostoritev in jih bomo obračunali naknadno v skladu z veljavnim cenikom. Montaža strojne opreme na ustrezeno pripravljen prostor in infrastrukturo po navodilih in pogojih, ki jih določi dobavitelj mora biti omogočena najmanj 10 dni pred dobavnim rokom. Vsa gradbena in elektroinstalacijska dela niso vključena v ponudbo, razen, če je dogovorjeno drugače.

VZDRŽEVANJE:

Vzdrževanje opreme oz. sistemov dobavitelj zagotavlja v skladu s svojimi zakonsko določenimi obveznostmi. Vse nadaljnje pogoje vzdrževanja in dodatne obveznosti, kot so zagarantiran odzivni čas, prednostna obravnavna, rezerva oprema, cene storitev, dežurstvo, tehnična podpora itd. nudimo z vzdrževalno pogodbo.

Pred instalacijo novega sistema je obvezen podpis vzdrževalne pogodbe.

Pri plačilu s plačilnim nalogom navedite model 12 in sklic 2101001930008.

Veljavnost ponudbe je do 22/11/2021

Direktor
Predrag Petrović

Lep pozdrav,
Matjaž Ajdnik

Kupec:

OBMOČNA RAZVOJNA AGENCIJA KRASA IN
BRKINOV d.o.o.
Partizanska cesta 4

SI-6210 Sežana
Slovenija

Prejemnik:

OBMOČNA RAZVOJNA AGENCIJA KRASA IN
BRKINOV d.o.o.
Partizanska cesta 4

SI-6210 Sežana
Slovenija

Datum 17.09.2021 **Dobavni rok** 08.09.2021
Veljavnost 17.09.2021 **Dni za plaćilo** 0

Dostava

Ponudba 21-010-000626

Ident	Naziv	Količina	EM	Cena	R. %	DDV %	Vrednost
3 LF_ZP_0036	AVTOMATSKA BLAGAJNA ZA VSTOP V SANITARIJE	1,00	KPL	9.319,71	10,00	22,00	8.387,74
	PLAČILNI TERMINAL	1,00	kos				
	Komunikacijski vmesnik (GSM modem ali Ethernet)	1,00	kos				
	Konfiguracija avtomata	1,00	kos				
	Tiskalnik	1,00	kos				
	Integracija POS terminala YONEO/VALINA/XENTEO	1,00	kos				
	Sprejemnik in vračalnik kovancev NRI	1,00	kos				
	Čitalnik črtne kode	1,00	kos				
	POS terminal Worldline Yoneo Master - čitalec NFC	1,00	kos				
8 DOR_STO_0003	Montaža na pripravljena gradbena dela in inštalacije po navodilih dobavitelja	1,00	kpl	450,00	13,19	22,00	390,65
PS_GST_0001	Mesečno gostovanje - DAVČNO POTRJEVANJE	1,00	mes	60,00	0,00	22,00	60,00

- Davčno potrjevanje računov v ONLINE načinu
 - Mesečno poročilo
 - Hramba in arhiviranje podatkov
 - Izdaja kopije računov na zahtevo
 - Varnostno kopiranje podatkov

ID za DDV	SI28474066	Skupaj	9.769,71
Z besedo	desettisočsedemstovev EUR 63/100	Rabat 2	15,94
		Superrabat	975,38
		Vrednost s popustom	8.778,39
		DDV	1.931,24
		Za plačilo EUR	10.709,63

DAVČNE STOPNJE	Osnova	DDV	Vrednost
Blago, od katerega se DDV obračuna po stopnji 22%	8.387,74	1.845,30	10.233,04
Storitve, od katerih se obračuna 22 % DDV	390,65	85,94	476,59

od 1.1.2021 nov TRR račun za nakazila: SI56 0400 1004 9221 475

Pri plačilu s plačilnim nalogom na TRR SI56 0400 1004 9221 475 (Nova KBM) navedite model 00 in sklic 2101000626003.

Zahvaljujemo se vam za zaupanje.

