Številka JN: 0024/2025/0024/MVS/6 *Zanesljivo z vami!*
Nabavna številka: 1100003266
Številka dokumenta: N/ /1-2025/IKP
Datum: 12. 11. 2025

Pošta Slovenije

Pošta Slovenije d.o.o.
Nabava
Slomškov trg 10
2500 MARIBOR
T: (02) 449 2310
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V skladu s poročilom komisije o postopku oddaje naročila po postopku naročila male vrednosti sprejme naročnik Pošta Slovenije, d. o. o.

ODLOČITEV ŠT. 0024/2025/0024/MVS/6

Naročnik je na podlagi javnega naročila po postopku naročila male vrednosti, za predmet naročila »Neodvisno merjenje rokov prenosa prednostnih in neprednostnih pošiljk korespondence v notranjem poštnem prometu«, na predlog komisije za izvedbo postopkov javnih naročil odločil, da se izbere:

Quotas GmbH, Holstenplatz 20, 22765 Hamburg, Nemčija v višini 107.760,00 EUR brez DDV/leto oziroma 323.280,00 EUR brez DDV za obdobje treh let.

Obrazložitev:

Naročnik je do roka za oddajo ponudb prejel tri ponudbe. V postopku sta bila izvedena dva kroga pogajanj.

Cene ponudnikov po posameznih krogih:

	Prva ponudba (v EUR brez DDV) za triletno obdobje	Prvi krog pogajanj (v EUR brez DDV) za triletno obdobje	Drugi krog pogajanj (v EUR brez DDV) za triletno obdobje
Quotas GmbH, Holstenplatzt 20, Hamburg, Nemčija	378.000,00	356.940,00	323.280,00
Spectos GmbH, Kathe-Kollwitz-Ufer 91, Dresden, Nemčija	411.000,00	363.000,00	360.000,00
Training Solutions & Consulting d.o.o., Palinovečka 19 k, Zagreb, Hrvaška	315.000,00	203.940,00	180.000,00

Po pregledu in analizi ponudb je naročnik ugotovil, da so ponudniki izpolnjevanje tehničnih zahtev morali potrditi s podpisom lastne izjave o izpolnjevanju tehničnih zahtev iz poglavja 4 razpisne dokumentacije. Vsi ponudniki so priložili podpisano izjavo, ponudnika Quotas GmbH in Spectos GmbH (razen ponudnika Training Solutions & Consulting d.o.o.) pa sta priložila tudi dodaten dokument, s katerim sta izkazala in pojasnila tehnično usposobljenost na način, da so navedli vse potrebne informacije o načinu izvedbe meritev, povprečnem številu panelistov/mesec (kar je bilo že na podlagi tehničnih zahtev potrebno navesti v ponudbi) in tehnični opremi za izvedbo meritev (tip in vrsta transponderjev, tip in vrsta naprav za avtomatski zajem podatkov o dnevu in času vročitve testne pošiljke s transponderjem ti. »last mile« naprava).

Ob nadaljnjem pregledu končne ponudbe ponudnika Training Solutions& Consulting je naročnik ugotovil, da je ponujena cena po zadnjem krogu pogajanj neobičajno nizka glede na cene, ki sta jih ponudila druga ponudnika, zato smo v skladu s 86. členom Zakona o javnem naročanju bili kot naročnik dolžni preveriti ali gre res za neobičajno nizko ceno.

Glede na navedeno je bil ponudnik preko Portala e-jn pozvan, da poda naslednja pojasnila:

1. Strukturo podane cene oziroma iz katerih elementov je le-ta sestavljena.
2. Dodatna pojasnila o izpolnjevanju tehničnih zahtev –(glede na to, da je ponudnik ponudbi priložil zgolj izjavo o izpolnjevanju tehničnih zahtev), kot število panelistov, velikosti vzorca pisem, tip in vrsto transponderja ter navedba tehničnih podatkov o transponderju, tip naprave za avtomatski zajem podatkov o dnevu in času vročitve testne pošiljke ti. Last mile unit)
3. Opis usposobljenosti ponudnika, glede na to, da referenčni pogoj izkazuje s podizvajalcem Sveučilište u Zagrebu Fakultet prometnih znanosti, ki naj bi izvajal dela v višini 15.000,00 EUR brez DDV.

Ponudnik je pojasnila/dopolnitev po zgornjih točkah predložil v postavljenem roku preko sistema e-jn. Po pregledu pojasnila je naročnik ugotovil, da ponudnik ne izpolnjuje tehničnih zahtev naročnika, kljub temu, da je ponudbi priložil podpisano lastno izjavo o izpolnjevanju pogojev.

Pri pojasnilu glede tipa naprave za avtomatski zajem podatkov o dnevu in času vročitve testne pošiljek ti Last mila unit, je ponudnik namreč zapisal:

»Metodologija spremljanja časa vročitve pošiljke v hišne nabiralnike bo temeljila na IT podpori (nimamo naprave za avtomatski zajem podatkov o dnevu in času vročitve testne pošiljke t.i. Last mile unit)

Iz razpisne dokumentacije je jasno razvidno, da so navedene naprave tehnična zahteva naročnika in sicer v točki:
4.2.1.- Razlikovalne značilnosti pošte – Vrsta dostave:
»Vsi panelisti v vlogi naslovnika morajo imeti hišni predalčnik opremljen z elektronsko napravo za avtomatski zajem podatkov o dnevu in času vročitve testne pošiljke s transponderjem.«

in v točki 4.4. Tehnična opremljenost

»Da bi iz raziskave odstranili kakršno koli pristranskost, ki jo povzročijo panelisti, predvidevamo uvedbo tehničnega evidentiranja dejanskih datumov in časa pošiljanja ter prejemanja. Z uporabo elektronskih naprav je mogoče beležiti dejanski čas oddaje pošte in

dejanski čas prejema na naslovu panelista, s čimer se odstrani dvom v sposobnost panelista, da evidentira pravilne datume in čase dogodkov. »

Naročnik ugotavlja, da nikjer v razpisni dokumentaciji ni omogočeno, da bi ponudnik lahko zagotavljal spremljanje časa vročitve na drug način ali z drugo elektronsko opremo. Iz navedenega sledi, kar je ponudnik tudi sam potrdil, da z napravami za avtomatski zajem podatkov o dnevu in času vložitve testne pošiljke v hišni predalčnik panelista naslovnika, ne razpolaga, kar pomeni, da ne izpolnjuje tehničnih zahtev naročnika iz razpisne dokumentacije.

Dodatno naročnik ugotavlja, da bi ponudnik moral število panelistov navesti že v prvi ponudbi kot del tehnične ponudbene dokumentacije, kar je zapisano pod točko Ostalo: »V ponudbi je potrebno navesti povprečno število panelistov/mesec», česar pa ponudnik storil, temveč je ta podatek posredoval kasneje, kar ni dopustno skladno z 89. členom ZJN-3 , ki izrecno prepoveduje vsakršno dopolnjevanje ponudbe v delu, ki se veže na tehnične specifikacije javnega naročila.

Glede na navedeno je ponudba ponudnika Training Solutions &Consulting nedopustna, zato se jo izloči iz nadaljnjega postopka in ocenjevanja ponudb.

Ponudnika Quotas GmbH in Spectos GmbH izpolnjujeta vse pogoje in tehnične zahteve naročnika iz razpisne dokumentacije.

Merila za izbor najugodnejšega ponudnika :

M 1: Cena -70 %

M 2: Reference-30% (da je v zadnjih petih letih že izvedel meritve rokov prenosa v skladu s standardom EN 13850 v najmanj eni državi članici ali nečlanici EU, pri čemer morajo biti storitve merjenja rokov prenosa revidirane s strani neodvisne institucije na podlagi zahtev državnega regulatorja, in sicer za več kot enega naročnika) in sicer na naslednji način:

- Ponudnik ima eno (1) ustrezno referenco: 0 točk – pogoj
- Ponudnik ima dve (2) ustrezni referenci: 15 točk
- Ponudnik ima tri (3) in več ustreznih referenc: 30 točk.

Naročnik je opravil točkovanje obeh dopustnih ponudb in sicer:

Quotas GmbH: M1: 70 točk, M2: 30 točk, skupaj 100 točk
Spectos HmbH: M1: 63 točk, M2: 30 točk, skupaj93 točk.

S tem je odločitev utemeljena.

PRAVNI POUK:

Ponudnik lahko v roku 5 delovnih dni od prejema te odločitve v skladu s 25. členom Zakona o pravnem varstvu v postopkih javnega naročanja (Ur. list RS, št. 43/2011 s spremembami) vloži zahtevek za revizijo.

Zahtevek za revizijo mora biti obrazložen in se vloži preko portala e-revizija.

V skladu s 4. odstavkom 71. člena, ob upoštevanju 1., 2. in 3. odstavka 71. člena Zakona o pravnem varstvu v postopkih javnega naročanja, naročnik določi višino takse, ki jo mora vlagatelj ob vložitvi zahtevka za revizijo plačati. Vlagatelj zahtevka za revizijo mora ob vložitvi zahtevka za revizijo plačati takso, ki znaša: 7.888,00 EUR.

Številka transakcijskega računa Ministrstva za finance je: št. 01100-1000358802.
Pri vplačilu takse mora biti vedno naveden sklic na številko odobritve po modelu 11.
1. model 11
2. P1: šifra proračunskega porabnika (16110 - Ministrstvo za finance)
3. P2: številka podkonta s kontrolno številko (7111290)
4. P3: zaporedna številka objave na enotnem informacijskem portalu oz. referenčna številka računa ali drugega dokumenta iz dokumentacije javnega naročila (6 mest + 2 mesti za leto)
Med P1 in P2 ter med P2 in P3 se obvezno piše vezaj.

Podpisnika/ki s podpisom te odločitve, po predhodni presoji morebitnega obstoja okoliščin nasprotja interesov v zvezi s predlaganim ponudnikom, hkrati podajamo izjavo:
Izjavljam, da sem seznanjen z določili 91. člena Zakona o javnem naročanju in da s ponudniki nisem povezan na način:

- *da sem z njimi (če je ponudnik fizična oseba, s.p. ali opravlja drugo samostojno dejavnost) v zakonski zvezi, zunajzakonski skupnosti, registrirani istospolni partnerski skupnosti, skupnem gospodinjstvu, krvnem sorodstvu v ravni vrsti, krvnem sorodstvu v stranski vrsti do vštetega tretjega kolena, sorodstvu po svaštvu do vštetega drugega kolena, posvojitelj, posvojenec, rejnik, rejenec, ali v zasebnem poslovnem ali delovnopravnem razmerju*
- *oziroma, da se z družbenikom ponudnika z več kot pet odstotnim lastniškim deležem, njegovim zakonitim zastopnikom ali prokuristom povezan/a na način iz prejšnjega odstavka.*

Marko Cegnar
generalni direktor

Digitalni podpis
Podpisnik: MARKO CEGNAR
Izdajatelj: POSTArCA G2
Številka certifikata: 104ED350D000000059543F48
Potek veljavnosti: 02. 11. 2027
Čas podpisa: 17. 11. 2025 15:16

Uroš Kalan
član poslovodstva

Digitalni podpis
Podpisnik: Uroš Kalan
Izdajatelj: RekonoSign RSA QC CA1
Številka certifikata: 200EDE9FD431E463
Potek veljavnosti: 04. 05. 2030
Čas podpisa: 17. 11. 2025 15:43

Ivana Vrviščar
članica poslovodstva

Digitalni podpis
Podpisnik: IVANA VRVISCAR
Izdajatelj: POSTArCA G2
Številka certifikata: 009578B71200000005954588F
Potek veljavnosti: 09. 02. 2028
Čas podpisa: 19. 11. 2025 10:23

Vlasta Vidrih
članica poslovodstva
delavska direktorica

Digitalni podpis

Podpisnik: VLASTA VIDRIH
Izdajatelj: POSTArCA G2
Številka certifikata: 008A702C1700000005953EFCA
Potek veljavnosti: 13. 12. 2026
Čas podpisa: 17. 11. 2025 14:49

Zanesljivo z vami!

Pošta Slovenije

Public contract number: 0024/2025/0024/MVS/6
Procurement number: 1100003266
Document number: N/ /1-2025/IKP
Date: 12 November 2025

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Pursuant to the committee's report on awarding a public contract under the low-value contract procedure, the contracting authority Pošta Slovenije d.o.o. hereby adopts the following

DECISION NO. 0024/2025/0024/MVS/6

Pursuant to the awarding of a public contract under the low-value contract procedure for the "Independent measurement of transit times for priority and non-priority items of domestic correspondence", the contracting authority has decided, at the proposal of the committee for implementation of public contract award procedures, to select

Quotas GmbH, Holstenplatz 20, 22765 Hamburg, Germany in the amount of EUR 107,760.00, exclusive of VAT/year or EUR 323,280.00, exclusive of VAT, for a period of three years.

Grounds:

The contracting authority received three tenders by the deadline for the submission of tenders. Two rounds of negotiations were conducted during the procedure.

Tenderers' prices by individual rounds:

	Initial tender (in EUR, excluding VAT) for a three-year period	First round of negotiations (in EUR, excluding VAT) for a three-year period	Second round of negotiations (in EUR, excluding VAT) for a three-year period
Quotas GmbH, Holstenplatz 20, Hamburg, Germany	378,000.00	356,940.00	323,280.00
Spectos GmbH, Kathe-Kollwitz-Ufer 91, Dresden, Germany	411,000.00	363,000.00	360,000.00

Training Solutions & Consulting d.o.o., Palinovečka 19 k, Zagreb, Croatia	315,000.00	203,940.00	180,000.00

After reviewing and analysing the tenders, the contracting authority determined that the tenderers had to confirm their compliance with the technical requirements by signing their own declaration of compliance with the technical requirements from Chapter 4 of the tender documentation. All tenderers attached a signed declaration, while Quotas GmbH and Spectos GmbH (with the exception of Training Solutions & Consulting d.o.o.) also attached an additional document demonstrating and explaining their technical competence by
providing all the necessary information on the method of measurement, the average number of panellists per month (which was already required to be stated in the tender based on the technical requirements), and the technical equipment for performing the measurements (type and model of transponders, type and model of devices for automatic capture of data on the date and time of delivery of the test letter using a transponder, i.e. the "last mile" device).

Upon further review of the final tender submitted by Training Solutions & Consulting, the contracting authority determined that the price offered after the last round of negotiations was unusually low compared to the prices offered by the other two tenderers. Therefore, in accordance with Article 86 of the Public Procurement Act, we, as the contracting authority, were obliged to verify whether the price was indeed unusually low.

In view of the above, the tenderer was invited via the e-JN portal to provide the following explanations:

1. The structure of the price offered, i.e. the elements of which it is composed.
2. Additional explanations regarding the fulfilment of technical requirements (given that the tenderer only attached a declaration of compliance with technical requirements to the tender), such as the number of panellists, the sample size of letters, the type and model of the transponder, and technical data on the transponder, the type of device for automatic capture of data on the date and time of delivery of the test letter, i.e. the last mile unit.
3. Description of the tenderer's qualifications, given that the reference condition is demonstrated by a subcontractor, the Faculty of Transport and Traffic Sciences at the University of Zagreb, which is to perform work in the amount of EUR 15,000.00, excluding VAT.

The tenderer submitted explanations/supplements to the above points within the set deadline via the e-JN system. After reviewing the explanations, the contracting authority concluded that the tenderer does not meet the technical requirements of the contracting authority, despite the fact that the tender was accompanied by the tenderer's signed declaration of compliance with the conditions.

In the explanation regarding the type of device for automatic capture of data on the date and time of delivery of the test letter (the last mile unit), the tenderer wrote:

"The methodology for monitoring the delivery time of letters to letter boxes will be based on IT support (we do not have a device for automatic capture of data on the date and time of delivery of the test letter, i.e. a last mile unit)."

The tender documentation clearly states that the aforementioned devices are a technical requirement of the contracting authority, namely in the following point:
4.2.1.- Differentiating characteristics of mail – Type of delivery:
"All panellists in the role of addressees must have letter boxes equipped with electronic devices for automatic capture of data on the date and time of delivery of the test letter using transponders."

and in point 4.4. Technical features

"In order to eliminate any bias from the research caused by the panellists, we plan to introduce technical recording of the actual date and time of posting and receipt. The use of electronic devices makes it possible to record the actual time of posting and the actual time of receipt at the panellist's address, through which any doubt about the panellist's ability to record the correct date and time of the events is eliminated."

The contracting authority notes that nowhere in the tender documentation is it made possible for the tenderer to monitor the time of delivery in any other way or using other electronic equipment. It follows from the above, as confirmed by the tenderer itself, that the tenderer does not have the devices for automatic capture of data on the date and time of delivery of the test letter to the panellist addressee's letter box, which means that it does not meet the technical requirements of the contracting authority as specified in the tender documentation.

In addition, the contracting authority notes that the tenderer should have specified the number of panellists in the initial tender as part of the technical tender documentation, as stated under the heading Other requirements: "The average number of panellists/month must be included in the tender", which the tenderer did not do, but provided this information later, which is not permissible under Article 89 of ZJN-3, which expressly prohibits any supplementation of the tender in the part relating to the technical specifications of the public contract.

In view of the above, the tender submitted by Training Solutions & Consulting is inadmissible and is therefore excluded from further proceedings and evaluation of tenders.

Quotas GmbH and Spectos GmbH meet all the conditions and technical requirements of the contracting authority as set out in the tender documentation.

Criteria for selecting the most favourable tenderer:

C 1: Price -70%

C 2: References -30% (stating that in the past five years they have already conducted measurements of transit times in accordance with standard EN 13850 in at least one EU Member State or non-Member State, whereby the services of measurement of transit times must be audited by an independent institution on the basis of requirements specified by national regulator and for more than one client), as follows:

- Tenderer has one (1) satisfactory reference: 0 points – mandatory
- Tenderer has two (2) satisfactory references: 15 points
- The tenderer has three (3) or more satisfactory references: 30 points.

The contracting authority scored both admissible tenders as follows:

Quotas GmbH: C 1: 70 points, C 2: 30 points, 100 points in total
Spectos GmbH: C 1: 63 points, C 2: 30 points, 93 in total.

The decision is thus substantiated.

INFORMATION ON THE LEGAL REMEDIES AVAILABLE:

In accordance with Article 25 of the Legal Protection in Public Procurement Procedures Act (Official Gazette of the Republic of Slovenia, No. 43/2011, with amendments), a tenderer may file a request for review within five working days of receiving this decision.

The request for review must be explained and filed via the eRevizija portal.

Pursuant to the fourth paragraph of Article 71 and with due regard to the first, second and third paragraphs of Article 71 of the Legal Protection in Public Procurement Procedures Act, the contracting authority sets the amount of the fee that the applicant is to pay when filing a request for review. When filing the request for review, the applicant is obliged to pay an administrative fee amounting to: EUR 7,888.00.

The Ministry of Finance's current account number is 01100-1000358802.
When paying the fee, the approval reference number as per template 11 should always be quoted.
1. Template 11
2. P1: budget spending unit code (16110 – Ministry of Finance)
3. P2: sub-account number with control number (7111290)
4. P3: publication serial number from the standard information portal or reference number of the account or other document from the public contract documentation (6 digits + 2 digits for the year)
A hyphen should be inserted between P1 and P2 and between P2 and P3.

We, the undersigned, by signing this decision and after conducting a prior assessment of the existence of any conflicts of interest in relation to the proposed tenderer, hereby provide the following statement:
I hereby declare that I am familiar with the provisions of Article 91 of the Public Procurement Act and that I am not associated with the tenderers in any of the following ways:

- *I am not related to them (if the tenderer is a natural person, sole trader or performs some other independent business activity) by marriage, a non-marital partnership, a registered same-sex partnership, a shared household, direct blood relation, collateral line relation up to the third degree, relation through marriage up to the second degree, being an adoptive parent, an adopted child, foster parent, foster child or by a private business or labour relationship;*
- *or related to a partner of the tenderer with more than a five percent participating interest, their statutory representative or authorised signatory in the manner referred to in the preceding paragraph.*

Marko Cegnar
General Manager

Uroš Kalan
Member of Executive Management

Ivana Vrviščar
Member of Executive Management

Vlasta Vidrih
Member of Executive Management
Workers' Director