

# МОЙРА-3 ЕООД

София, бул. "Евлоги и Христо Георгиеви" 80,  
тел. +359 883 388 355, e-mail: moira3@abv.bg

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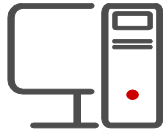
До: „АЕЦ КОЗЛОДУЙ“ ЕАД

От: Стефан Сидеров  
Мойра-3 ЕООД  
т. 0883 388 355  
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Дата: 06.04.2022 г.

## О Ф Е Р Т А

ДОСТАВКА, ВНЕДРЯВАНЕ И ПОДДРЪЖКА НА  
СИСТЕМА ЗА ЦЕНТРАЛИЗИРАНО УПРАВЛЕНИЕ НА  
ПЕЧАТА И СКАНИРАНЕТО В „АЕЦ КОЗЛОДУЙ“ ЕАД



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## I. Представяне

МОЙРА-3 ЕООД е компания, предлагаща софтуерни продукти за управление и мониторинг копирни системи с възможност за гаранционна и следгаранционна поддръжка. Чрез тази оферта Ви представяме най-новите решения в областта имащи отлични параметри и оптимална цена.

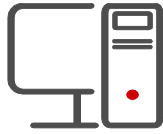
## II. Софтуер за мониторинг

### MPS Monitor Cloud – [Брошура](#)

Предлаганото облачно решение за дистанционно наблюдение на печатащи устройства е приложимо на мултифункционални и еднофункционални печатащи устройства с мрежово свързване, без значение от техния производител и отговаря на всички изисквания от Техническото задание.

В Приложение 1 от заданието е описана техника, която може да се раздели на различни групи според свързаността им, като по-долу ще откриете ценовото ни предложени само за изисканите в т.3 – „Приложимост“, а именно мултифункционални и еднофункционални печатащи устройства с мрежово свързване.

Описание	Брой	Период/месец	Ед. Цена	Обща цена
Мултифункционални и еднофункционални печатащи устройства с мрежово свързване.	314	1	1,30	408,20
Мултифункционални и еднофункционални печатащи устройства с USB свързване.	47	-	-	-
Мултифункционални и еднофункционални печатащи устройства с друго свързване.	8	-	-	-
Скенери.	14	-	-	-
<b>Обща цена за мониторинг с включена поддръжка за период от 36 месеца</b>	<b>314</b>	<b>36</b>	<b>1,30</b>	<b>14 695,20</b>



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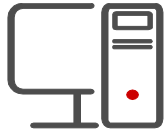
## III. Софтуер за управление и отчетност на печата

### YSoft SafeQ – [Брошура](#)

С YSoft SafeQ задачите за печат се съхраняват в YSoft SafeQ сървър, докато потребителят отиде при принтера на компанията, въведе данните си за удостоверяване и отпечата своята задача. По този начин не се отпечатват документи, които да остават без надзор на принтера, където могат да бъдат взети от погрешния човек. Задачите за печат могат да бъдат освободени за печат само от потребителя чрез ПИН код, карта за достъп или потребителско име и парола. Предлаганото решение за управление и отчетност на печатащи устройства е приложимо на мултифункционални и еднофункционални печатащи устройства с мрежово свързване, без значение от техния производител и отговара на всички изисквания от Техническото задание.

В Приложение 1 от заданието, Възложителят е специфицирал два различни вида лицензи, а именно лиценз "Embedded Terminal" и "No Embedded Terminal". Офертата по долу е съобразена с условието за приложимост на мултифункционални и еднофункционални печатащи устройства с мрежово свързване.

Лиценз	Описание	Брой	Ед. Цена	Обща цена
<b>Embedded Terminal HP</b> поддръжка за 1 години	SQ5 Lic+Emb,SUITE,1dev (50+) with 1yr Maint,	89	562	50018
Допълнителна поддръжка за 2 години	SQ5 SW Maint+Emb,SUITE,1dev (50+),2 yr	89	169	15041
<b>Embedded Terminal Xerox</b> поддръжка за 1 години	SQ5 Lic+Emb,SUITE,1dev (50+) with 1yr Maint,	18	680	12240
Допълнителна поддръжка за 2 години	SQ5 SW Maint+Emb,SUITE,1dev (50+),2 yr	18	208	3744
<b>Embedded Terminal Ricoh</b> поддръжка за 1 години	SQ5 Lic+Emb,SUITE,1dev (50+) with 1yr Maint,	5	844	4220
Допълнителна поддръжка за 2 години	SQ5 SW Maint+Emb,SUITE,1dev (50+),2 yr	5	253	1265
No Embedded Terminal	SQ5 Lic-no Emb,SUITE,1dev (50+),1y Maint	202	109	22018
Допълнителна поддръжка за 2 години	SQ5 SW Maint-no Emb,SUITE,1dev (50+),2 yr	202	18	3636
<b>Обща цена за софтуер за управление и отчетност на печата с включена поддръжка за период от 36 месеца</b>				<b>112 182,00</b>



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## IV. Общи Условия

1. Посочената цена включва доставка, инсталация и обучение;
2. Цената е в български лева и не включва ДДС;
3. Настоящата оферта е валидна 120 дни;
4. 60 календарни дни е срока за доставка.

**С уважение:**

/Стефан Сидеров/



**mps** Monitor  
Printer Monitoring in the Cloud



## What is it?

MPS Monitor is the most complete and reliable **Cloud solution for remote printer monitoring and print fleet management**. It is the leading solution for Managed Print Services in Europe.

MPS Monitor has been rated as **Gold** solution by **Buyers Laboratory** (now Keypoint Intelligence), positioning itself as one of the best products of its category at a global level.



# Welcome to the Internet of Printers

Applying the **Internet of Things** (IoT) concept –the network of physical objects that contain embedded technology to communicate and sense or interact with their internal states or the external environment - to the printer's world, the **Internet of Printers** brings considerable advantages to:

## Users

who can reduce the waste of consumables, thus eliminating the burden of purchasing, experiencing better maintenance and support and a more efficient use of the assets.

## Providers and OEM

that can streamline and automate the processes, reducing operating costs and growing the customer satisfaction. They can rely on intelligence activities on the installed devices, thanks to the collection of a huge data that can be used for analysis and predictive studies on the devices

## Environment

thanks to the reduction of polluting waste (toner) and paper, the sustainability of printing processes increases considerably. MPS Monitor allows also to take part to a reforestation program, directly from the deployed printers: **PrintReleaf** is an optional service that gives the possibility to compensate the carbon footprint for printed pages in a totally automated and certified way.

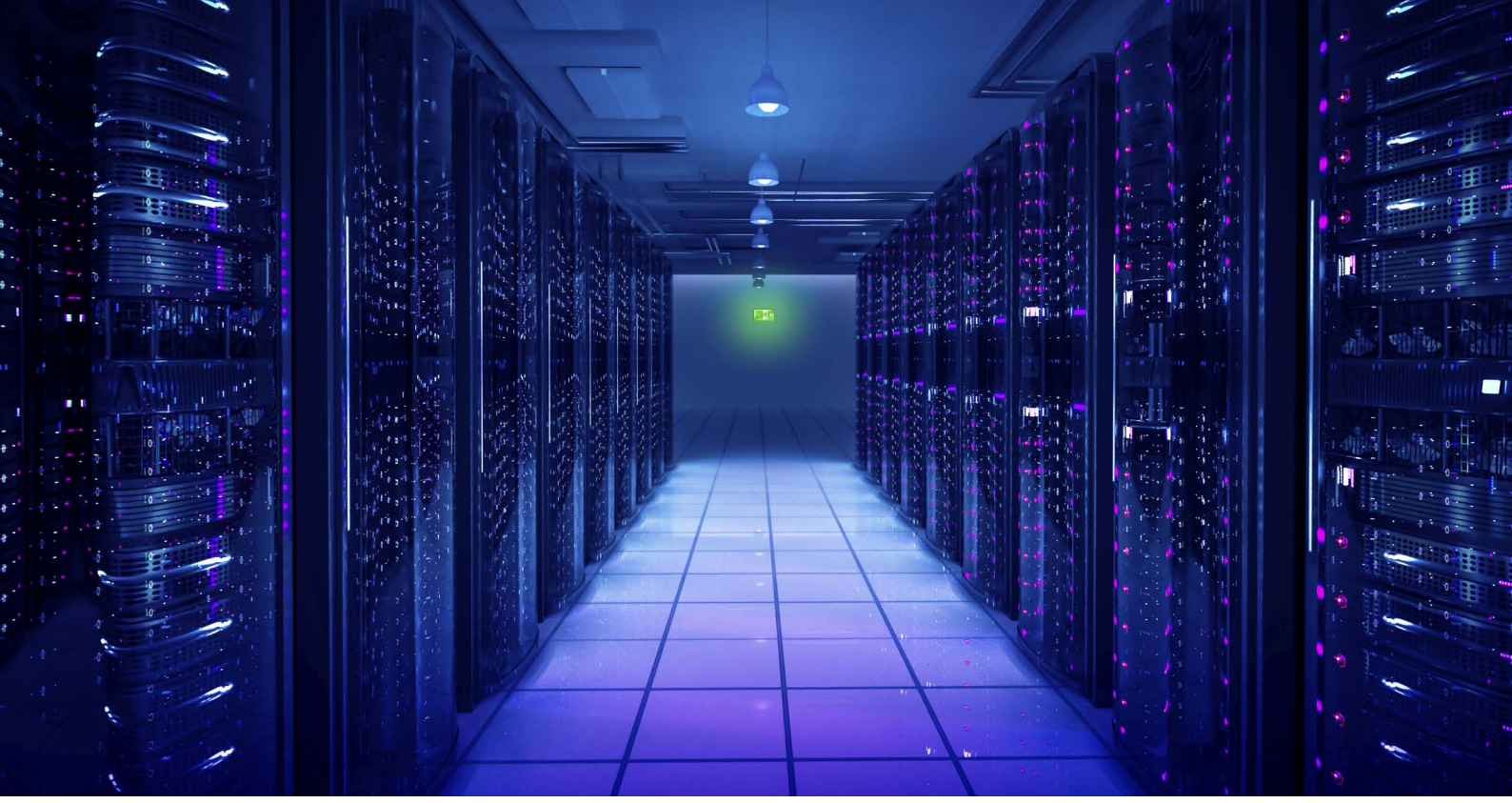


## MPS Monitor turns the Internet of Printers into reality

**MPS Monitor** is the solution that turns the Internet of Printers into reality: by monitoring and managing printers remotely, **the User can supply Managed Print Services efficiently and profitably**, thanks to:

- a **Data Collection Agent** that captures data from printers from any brand and model
  - a **Cloud platform** to collect, process, archive and make data available for business processes.
  - **API** (Application Program Interfaces) to integrate printer data into the User applications
-





## Why MPS Monitor?

### What is it for

MPS Monitor enables remote monitoring of network printers, thanks to the collection of data from managed devices. Here you can find its main functionalities:

- automated meter reading
- supplies level assessment and alert management
- automated consumables management
- management of cost-per-page contracts
- elaboration of balances, bill book, contract reports
- data integration into management software, ERP and CRM
- history of all events and data related to devices
- advanced reporting on all data collected from devices

### Benefits

- multi-brand monitoring and management of all printer models compliant with the MIB standards
- top-level security to protect privacy and confidentiality of business information (customers, contracts, costs, volumes and number of supplies)
- integration with the major management software, for a complete automation of invoicing processes
- non-stop tracking of alerts status and consumable deliveries
- optimized consumables supply processes, as they are completely automated
- forecast of volume and consumption, and constant comparison between forecast and effective data
- no need to contact the user, nor to schedule onsite activities to collect data related to printers

### How to buy it

MPS Monitor is available as a Cloud Service, upon subscription of a monthly, quarterly, biannual or annual pay-per-use contract, without requiring any investment in hardware or software licenses.



## Technical overview

- **Cloud architecture:** MPS Monitor is a SaaS solution fully operated as a Cloud service
- **data collection:** through the eXplorer network Data Collection Agent (DCA), installed on a PC or server in the Customer's network, or through the Embedded eXplorer agents, that allow to monitor printers thanks to an APP installed directly on devices (available for Samsung XOA/E, Kyocera HyPAS, HP FutureSmart, RaspberryPI and Apple)
- **device discovery:** recognizes and archives devices having an IP address and able to provide information via SNMP standard protocol.
- **interaction with other systems:** possibility to interface with the User systems via standard interface (CSV/XML file, email, API REST, etc.). All interfaces are documented and can be freely used by the User
- **independency:** monitors network devices from any brand and model, with standard SNMP protocol, as described in the RFC 1759 (Printer MIB) and RFC 3805 (Printer MIB v2) specifications. Data coming from some USB-connected printers is managed by the eXplorer Local Agent module or by the Local Agent provided by the device producer
- **scalability:** scalable Cloud architecture, without any limit in the number of devices to be managed
- **multilanguage:** available in Italian, English, French, German, Spanish
- **profilability:** customizable users management, with different access levels and protection via username and password, and the possibility to create custom user profile with specific functionalities

## Security and reliability

- **data security certified ISO/IEC 27001:2014:** MPS Monitor operates in an Information Security Management System compliant with the requisites for the certification, so it ensures maximum Confidentiality, Integrity and Availability of data.
- **Cloud service reliability:** MPS Monitor ensures service availability at 99,9%, 24h x 365 days a year. In 2017, the percentage of uptime (total time of service availability) reached an average of 99.97% of the total operating time

## GDPR compliance

MPS Monitor operates in an Information Security Management System which is certified ISO/IEC 27001:2014 and it is hosted on a Cloud entirely located in the EU territory, and ensures full compliance with the Regulation (EU) 2016/679 (GDPR). Having MPS Monitor as a monitoring platform for the remote management of printing devices means being sure that personal customer data are managed in a way that is fully compliant with the European law.



## Who is MPS Monitor

[www.mpsmonitor.com](http://www.mpsmonitor.com)

MPS Monitor Srl is the company that develops and provides MPS Monitor, the leading solution for Managed Print Services in Europe, with more than 450.000 devices and 15 billion of monitored pages per year on more than 55.000 End User customers. It is a sister company of Oberon, a company established in 1987 and focused on firmware development for printers and multifunction devices, specialized in the integration and personalization of advanced solutions for print and document management.

**Registered office:** Via Borromei 2 - 20123 Milan - Italy  
Certified mail: [mpsmonitor@legalmail.it](mailto:mpsmonitor@legalmail.it)

**Sales Office:** c/o Oberon Service - Via Meda 28 - 20141 Milan - Italy  
Tel: + 39 02.84800612 | Fax: + 39 02.84800538 | Mail: [info@mpsmonitor.com](mailto:info@mpsmonitor.com)

**Software Development Center:** c/o Talent Garden  
Via Cipro, 66 - 25124 Brescia - Italy  
Tel. 030.2550164 | Mail: [help@mpsmonitor.com](mailto:help@mpsmonitor.com)

**Customer Support Center:** Via Campania, 1/3  
70029 Santeramo in Colle (BA)  
Tel. +39 080.3022927 | Mail: [help@mpsmonitor.com](mailto:help@mpsmonitor.com)



YSOFT™

# Y SOFT CORPORATION

BUILD  
SMART  
BUSINESS

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**BUILD**

**SMART**

**BUSINESS**

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# **Y SOFT** **CORPORATION** **BUILD SMART** **BUSINESS**

**Y SOFT** enables businesses to run smarter with intelligent enterprise office solutions.

Today, our integrated software and hardware solutions provide organizations the opportunity to become highly competitive through the use of efficient 2D and 3D print solutions, document capture capabilities and streamlined automated workflows.

Through **YSOFT LABS** and **Y SOFT VENTURES**, our focus can remain at the forefront of advancing the world's most exciting technologies and cutting edge business solutions.

# FAST FACTS

Founded in **2000** | privately founded

Global | 16 offices in 10 countries on 5 continents

**Over 23%** of the Fortune Global 500 use Y Soft

Acquired **be3D** in 2014

Established **Y Soft Ventures** in 2014

Launched **YSoft Labs** in 2016

# WHO IS Y SOFT?

Y Soft was founded in the city of Brno, Czech Republic at a time when entrepreneurial incubators were nonexistent. Undeterred, a couple of like-minded students had a vision to develop a global Czech company.

By 2003, YSoft SafeQ had emerged as a benchmark print management software solution with the potential to fulfill the high volume demands of many multinational corporations.

Always looking to improve, Y Soft realized that being successful in today's global tech market required more than just creative insight and resources; it also demanded a sense of fair-play. With that in mind, Y Soft made a commitment to become an industry leader following fair and ethical business practices, making ethical business as one of its key corporate values.

Today, Y Soft employs more than 300 dedicated employees; 42 percent of whom specialize in research and development.



**14,000+ CUSTOMERS**



**EXPORTS ACCOUNT FOR 98% OF SALES**



**SOLUTIONS USED IN 121 COUNTRIES**



**SPANNING 6 CONTINENTS**



# WHAT DOES Y SOFT DO?

**Our products and services are at the core of everything we do.** We believe our customers are more efficient and effective when using office solutions that are intelligent and cutting edge, leaving their employees to focus on being creative and not overwhelmed with antiquated processes and administrative tasks.

**Y Soft products and services are utilized by Fortune 500 and small to medium-sized businesses alike.**

From financial, industrial manufacturers, insurance and service organizations, to hospitals, universities and government institutions, our solutions meet the needs of customers today, while we keep a constant eye on future innovations to meet their needs in the years ahead.

Y Soft **has strategic, development and channel partnerships** with the global manufacturers of multifunction devices (MFD), dealers, value-added resellers and other technology partners who are certified to sell, deploy and support Y Soft solutions.



# PRODUCT AND SERVICES PORTFOLIO

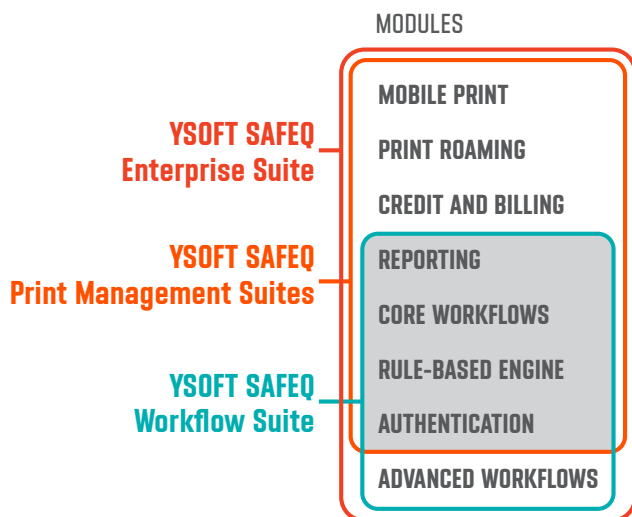


## YSOFT SAFEQ PLATFORM

YSoft SafeQ is a workflow solutions platform designed to meet the growing needs of organizations looking to consolidate and manage their print service budgets, create efficient workflows and increase document/3D model intellectual property security across 2D and 3D printer fleets.

The YSoft SafeQ platform is offered through a choice of easy-to-use, easy-to-deploy software suites, often embedded into the MFD. Each suite is modular in design thus allowing any organization to select an entire YSoft SafeQ suite or simply work with the modules that are right for their company.

### YSOFT SAFEQ SUITES AND SHARED MODULES



## COMPLEMENTARY SOLUTIONS

The YSoft SafeQ Suites can be utilized with optional and complementary hardware solutions. Y Soft designs, manufacturers and quality tests each hardware solution with YSoft SafeQ software. This pairing provides our customers with a complete turn-key solution that eliminates the need to assemble a print solution from disparate systems and vendors.



YSoft USB Reader 3



YSoft SafeQ Terminal Pro 4



YSoft SafeQube 2

## YSOFT BE3D EDEE FOR EDUCATIONAL INSTITUTIONS

Regarded as a unique learning tool, 3D printers are becoming widely accepted by educational communities around the globe. As 3D printers come online in campus-wide networks, the need to manage access and costs is solved by YSoft be3D eDee, the first fully featured and integrated 3D printing solution with built-in print management and accounting system.

YSoft be3D eDee offers a workflow solution for managing 3D printer access and usage for students and educators. Leading research and analyst firm, Gartner notes:

"Within the past five years, 3D print service bureaus and universities began employing multiple 3D printers, occasionally across multiple sites, uncovering a need for workflow software to monitor and manage their 3D printing activities. These activities necessitate greater corporate governance and monitoring of 3D printing workflow activities.<sup>1</sup>"



YSoft be3D eDee a 3D print management solution for education

Leveraging our expertise in workflow solutions for print documents, Y Soft integrated its YSoft SafeQ technology into the YSoft be3D eDee solution. The integration brings the benefits of print management to 3D printers and enables educational institutions to use YSoft SafeQ across their entire fleet of 2D paper printers and YSoft be3D eDee 3D printing solution.

After a one-year field study observing the use of 3D printers in a live classroom environment, Y Soft developed the YSoft be3D eDee 3D printing solution to meet the specific needs of the Education market.

<sup>1</sup> Innovation Insight for 3D Print Workflow Software, August 12, 2016 | Gartner, Inc. | Document #G00309087

# Y SOFT VENTURES™

Y Soft Ventures is the venture capital arm of Y Soft Corporation. Based on a "Genuinely Smart Money" strategy, the group looks to invest in innovative startups whose promising products or services combine software and hardware to deliver solutions with far-reaching potential. In addition to funding, Y Soft Ventures is able to use its resources in manufacturing, global distribution, marketing and logistics to increase the speed of success.

As an in-house venture organization, Y Soft Ventures is unique in two ways:

First, in addition to funding, Y Soft Ventures provides mentoring and business expertise from Y Soft Corporation personnel who have experienced global growth. From establishing Y Soft as a small startup in Brno, Czech Republic to a global technology company, the company has amassed a tremendous amount of market experience.

Secondly, unlike other in-house venture arms, Y Soft Ventures is open to external investors.

Y Soft Venture's vision is to create a community of related businesses and investors within the Czech Republic.

# Y SOFT LABS™

YSoft Labs is a technical innovation center where new ideas are developed to shape our future. With the freedom to explore novel areas for business growth, YSoft Labs attracts the brightest minds to develop new products and services and to anticipate the needs of our customers and partners.

Whether it is exploring opportunities in the cloud, robotics, the Internet of Things or business processes, YSoft Labs is an internal playground where our R & D and other development teams can experiment and flex their creativity.

## WORLD-WIDE, WORLD-CLASS CUSTOMER CARE

Y Soft delivers the highest level of customer care. The Y Soft Customer Care organization is a global team that consistently meets the highest demands from customers around the world.

Y Soft Customer Care begins the moment we connect with you. From pre-sales consulting, technical demonstrations and architectural design assistance, Y Soft consultants are on the job ensuring the solution is right for a customer's existing infrastructure today and for the future.

Y Soft solutions are always purchased through an authorized Y Soft partner as either a subscription service or as purchased license. Y Soft offers a variety of support service level options through our partners or directly to the customer.

# WORKING AT Y SOFT

## RESEARCH AND DEVELOPMENT

**We are the engineers that build and maintain Y Soft's high value software and hardware products. We work in small, domain-oriented, quality-driven teams supported by managers and team leads that collectively takes pride in direct interactions with our customers.**

While delivering great, high-quality competitive products and services quickly is important, it is also important that we continue to learn, improve and enjoy our work. Our R & D is based in the Czech Republic. Here, we contribute to the product engineering craft and set an example of solid, dependable and sustainable product development. We take pride in the solutions we deliver that help people work more productively. We also build robots and 3D printers.

Our R & D teams often travel to see customers and attend conferences and workshops. We also organize tech events such as the Y Soft Technology hours or GeeCon, Prague. We define our own working environment and interact openly with suggestions and improvements – amongst ourselves and even directly to our CTO.

We use the best tools available such as IntelliJ Idea, Microsoft Visual Studio with ReSharper or Safari Books. When we design products, we are not afraid to rewrite our code from scratch, write-off technology debt or begin projects in new programming languages such as GoLang or F#. Our teams do real software architecture, quality and product management; we are also building the best interaction design competence.

## MANUFACTURING

**Designed and manufactured by Y Soft in the Czech Republic**

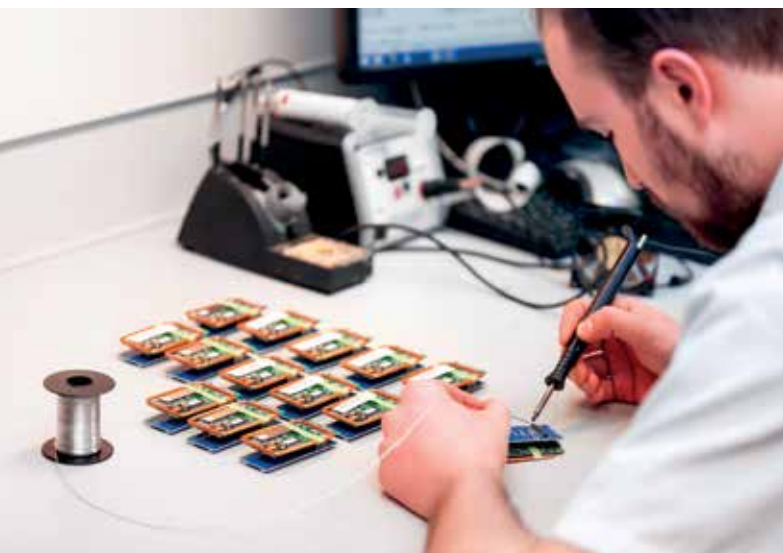
**Hardware is an important part of Y Soft products and solutions. In fact, it is one of our competitive advantages. Y Soft designs, manufactures and quality tests each hardware solution with Y Soft software. With a fully turnkey solution, organizations can be assured both hardware and software operate well for the best user experience.**

All Y Soft hardware products are tested extensively to simulate conditions anywhere in the world to ensure they are ready for industrial use. One example is our climate lab, where our hardware is exposed to, among other things, extreme temperature and humidity environments. In this way, we can simulate aging and verify the quality of the materials and components used.

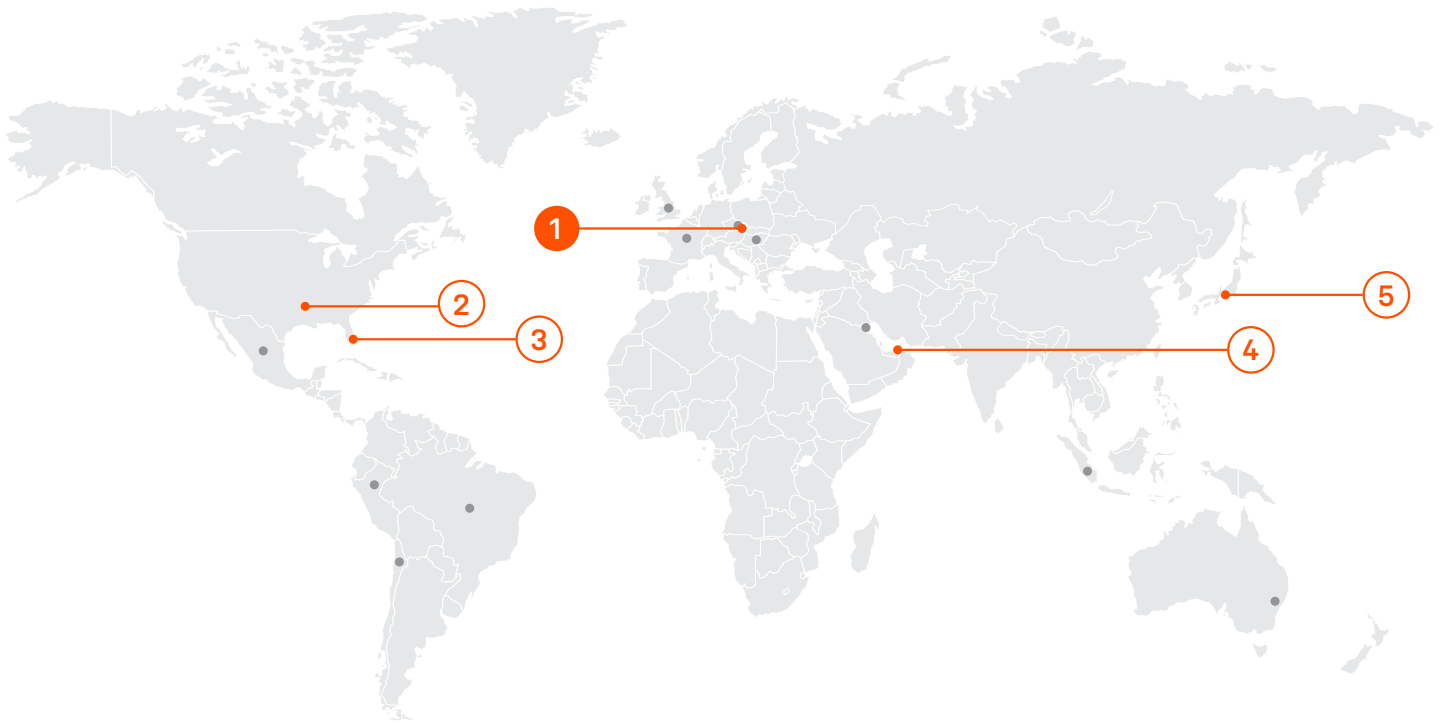
## WORKPLACE ERGONOMICS

At Y Soft we believe that if we want to supply first-class products and professional services on a global level, we need to offer professional working conditions to our staff. Therefore, we pay great attention to our work environment. For example, to ensure that a sufficient amount of daylight permeates through our headquarters in Brno, and to serve as a constant reminder of how our corporate values closely identify with the environmental aspects of our products, we cut our building in half and planted ten trees in between.





# LOCATIONS



Company Headquarters	Regional Headquarters	
<p><b>1</b> Y Soft Corporation, a.s. Technology Park, Technická 2948/13 616 00 Brno Czech Republic</p>	<p><b>2</b> <b>North America</b> Y Soft North America, Inc. 1452 Hughes Rd, Suite 110 Grapevine, TX 76051</p> <p><b>3</b> <b>Latin America</b> Y Soft Latin America 2000 Ponce de Leon Blvd, Suite 652 Coral Gables, FL 33134</p>	<p><b>4</b> <b>Middle East</b> Y Soft Middle East Office 410, 4th Floor, Alfa Building Dubai Internet City, Dubai</p> <p><b>5</b> <b>Asia Pacific</b> Y Soft Japan, Ltd. KFM Building, 10th Floor 658-0032 Koyocho Higashinada Kobe, Hyogo Japan</p>
<p>For a complete list of more than sixteen countries and locations, please visit our <a href="#">website</a>.</p>		



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