

Predstavitev podjetja DISS



DISS

DISS Company Profile



»V DISS-u smo zavezani tesnemu sodelovanju s poslovnimi partnerji in strankami. Za njih razvijamo nove prodajne kanale, ki nam skupaj zagotavljajo še močnejšo poslovno rast. Bogato ponudbo prilagodljivih rešitev in storitev bomo tudi v prihodnje nadgrajevali in prilagajali potrebam trga. Doseženi uspehi so odlična popotnica za prihodnost.

Prepričani smo, da lahko s svojim znanjem in izkušnjami ter profesionalnim pristopom tudi v prihodnje odločilno pripomoremo k zviševanju dodane vrednosti naših poslovnih partnerjev.«

Sašo Korošec
Vodja prodaje

“DISS is committed to working closely with our business partners and customers. To serve them, we are developing new sales channels that are driving even more robust business growth.

We will continue to expand our rich offering of flexible solutions and services to ensure it meets the needs of the market. Our past success is a great foundation for the future.

We are convinced that our knowledge, skills and experience coupled with our professional approach will continue to be a substantial contribution to the increased added value of our business partners.”

*Sašo Korošec
Sales Manager*



Janez Bregar
Direktor družbe DISS
General Manager, DISS

Usmerjenost v prihodnost, v nove ideje in izzive

Strategija podjetja DISS temelji na popolni usmeritvi v distribucijo informacijske tehnologije. Že od same ustanovitve podjetja dajemo največji poudarek aktivni prodaji z visoko usposobljeno ekipo strokovnjakov. Znamo prisluhni potrebam in željam svojih partnerjev in njihovih strank. S trdim delom in usmerjenostjo v prihodnost smo postali eno najuspešnejših slovenskih podjetij.

Trenutne gospodarske razmere niso rožnate, gledano tako na svetovni ravni kot za Slovenijo. A to je zunaj našega nadzora. Ključ do našega poslovnega uspeha je v osredotočenosti na tisto, kar pa lahko nadziramo, spreminjamo in prilagajamo – na podjetje, na svoje poslovanje, poslovno strategijo ter na uspešnost zaposlenih pri doseganju zastavljenih ciljev. Zaupajo nam največji svetovni ponudniki informacijskih tehnologij ter naši partnerji, s katerimi smo v dolgih letih plodnega sodelovanja stkali trdne poslovne vezi.

Nenehno sledimo razvoju trendov na področju informacijskih tehnologij. Prilagajamo se spremembam v okolju, obenem pa odkrivamo ter izkoriščamo nove tržne priložnosti. Stremimo k širjenju in izpopolnjevanju znanja ter k nenehnemu razvoju, saj se tako odpirajo nove poslovne priložnosti – tako za nas kot tudi za naše poslovne partnerje. Smo v prihodnost usmerjeno podjetje, ki ga odlikujejo stabilnost, zanesljivost, obsežne zaloge in tehnično podkovano osebje. Nove ideje in izzivi nam predstavljajo možnosti za nadaljnjo rast in razvoj podjetja.

Focused on the future, new ideas and challenges

Since its founding, DISS has based its strategy on focusing exclusively on the distribution of IT products while emphasizing active sales efforts with a highly skilled professional sales team that listens to our partners and their customers. Our hard work and focus on the future helped us to establish ourselves as one of the most successful Slovenian companies.

The current economic climate is challenging, both globally and in Slovenia; however, the global economy is out of our control. The key to our business success is to remain focused on the things we can control, change and adapt: the company, our business operations and our business strategy and the success of our employees in achieving the goals we set for ourselves. We have earned the trust of the largest global IT vendors and our partners with whom we have developed strong business ties based on our successful long-term collaboration.

We continue to follow new information technology trends, while adapting to the changing environment and discovering and exploiting new market opportunities. We strive to grow, expand and improve our knowledge which creates new business opportunities for us as well as for our business partners. We are focused on the future and pride ourselves on our company's stability, reliability, extensive inventory and professional technical staff. New ideas and challenges are the driving forces behind our company's continued growth and success.



»V DISS-u se zavedamo, da z optimizacijo poslovanja in boljšo izrabo tehnoloških orodij, ki jih zaposleni uporabljajo pri svojem delu, dvigujemo njihovo storilnost in delovno učinkovitost. Zato temu področju posvečamo posebno pozornost. Razvoj novih programov in storitev, ki jih nudimo svojim partnerjem, nam omogoča dobičkonosno rast ter nas vodi k cilju ostati vodilni slovenski distributer računalniške opreme. S svojimi kupci in principali gradimo dolgoročna partnerstva ter krepimo strateške povezave v regiji.«

Primož Šabec
vodja razvoja poslovanja

"At DISS, we are aware that we can drive employee productivity and operational efficiency through optimizing operations and improved utilization of technology tools that employees use in their work. This is what makes this a priority for us. The development of new programs and services that we offer to our partners enables us to drive profitable growth and leads us on the way to our goal of remaining the leading Slovenian computer equipment distributor. We are building long-term partnerships with our customers and suppliers and strengthening our strategic links in the region."

*Primož Šabec
Business Development Manager*

Zgodovina podjetja

Po osemnajstih letih poslovanja je družba med največjimi neodvisnimi distributerji računalniške opreme v Sloveniji. Začeli smo z distribucijo izdelkov Compaq, pridobljena znanja, izkušnje in poslovne povezave pa so tlakovale pot dobrim rezultatom, nadaljnjemu širjenju prodajnega programa in odličnosti poslovanja, za katero smo prejeli tudi prestižno nagrado »gazela osrednje Slovenije za leto 2005«.

Vztrajanje pri izrazito vertikalni strukturi podjetja se je v zadnjih letih izkazalo kot ključni element rasti, ki jo podjetje dosegata na obstoječih prodajnih programih in s katero presega tudi stopnjo rasti v panogi.

Uspeh podjetja DISS gre pripisati tudi intenzivnemu vlaganju v izboljšavo lastnih poslovnih procesov s pomočjo najsodobnejših informacijskih tehnologij. Obenem je podjetje zaradi skokovite rasti obsega poslovanja precejšnja finančna sredstva namenilo tudi za nakup sodobnih poslovnih prostorov v industrijski coni na obrobju Ljubljane, kjer se nahaja eno največjih skladiščnih središč v tej panogi.

Vendarle pa bistvo uspešnega poslovanja tudi v prihodnosti ostajajo dobro načrtovanje na vseh področjih, predvidevanje strategij principalov, upoštevanje tržnih trendov in nenehna skrb za kakovostno podporo ter zaznavanje potreb naših partnerjev.

Družba DISS je 100-odstotni lastnik podjetij Marmis in VAD, poleg tega pa je tudi pridruženo podjetje družbi Marand Inženiring.

Company History

After eighteen years on the market, DISS has grown into one of the largest independent distributors of computer equipment in Slovenia. We began by distributing Compaq products and achieved excellent business results and grew our experience, knowledge and excellent business connections that paved the way for expanding our product portfolio and focusing on business excellence. Our focus earned us the title of one of the fastest growing businesses in our region - "Gazelle of Central Slovenia" in 2005.

Maintaining the vertical structure of the company has proven to be the crucial growth factor as the growth in our existing product portfolio has exceeded the growth rate of the industry as a whole.

The company's success can also be attributed to intensive investments in business process improvement through the implementation of the latest information technologies. Due to rapid business volume growth, the company has invested substantial resources into acquiring modern business facilities in the industrial zone on the outskirts of Ljubljana, which also houses one of the largest warehouse centers in the industry.

The key to our success continues to be good planning in all areas, forecasting the strategic directions of our suppliers and market trends, and continuous focus on providing quality support and understanding our partners.

DISS is a 100-percent owner of the companies Marmis and VAD and an affiliate company of Marand Inženiring.

- Osemnajst let poslovanja
- Med največjimi neodvisnimi distributerji računalniške opreme v Sloveniji

· *Eighteen years in business*

· *Among the largest independent distributors of computer equipment in Slovenia*



Cilji in vizija

Naša vizija je ostati vodilni distributer celovitih računalniških rešitev v Sloveniji, naš cilj je nenehno povečevati poslovno uspešnost in učinkovitost, partnerjem in s tem končnim uporabnikom pa pod najugodnejšimi pogoji omogočiti dostop do najsodobnejših izdelkov. Ker se zavedamo, kako pomembna in dinamična je panoga informacijskih ter komunikacijskih tehnologij, svoje znanje za ustrezno svetovanje našim partnerjem nenehno nadgrajujemo.



Company Goals and Vision

Our vision is to remain the leading distributor of computer solutions in Slovenia. Our goal is to continue to improve our business performance and efficiency in order to enable our partners and end users to have access to cutting edge products at a great price. Knowing the importance and dynamics of information and communication technology industry, we are continuously improving our skills to be able to offer quality consulting services to our partners.

Vpetost v okolje in pokroviteljstvo

V podjetju DISS verjamemo v delitev svojega uspeha. Zavedamo se, da s podporo različnim družbeno pomembnim akcijam prispevamo k boljši kakovosti življenja in posledično oblikujemo tudi podobo našega podjetja. Naši prispevki manj privilegiranim skupinam so le del prizadevanj vrniti nekaj dobrega okolju, iz katerega smo izšli. Pri tem se osredotočamo predvsem na pomoč različnim skupnostim pri dostopu do informacijskih tehnologij ter na pomoč nepridobitnim organizacijam.

S finančno pomočjo in z računalniško opremo smo tako pomagali številnim ljudem s posebnimi potrebami. Kot pokrovitelj se v zadnjem času udeležujemo predvsem v osnovnem izobraževanju, s športnim udeleževanjem pa spodbujamo tudi zdrav način življenja.

Social Responsibility and Sponsorship

At DISS, we believe in sharing our success with others. We know that by supporting various socially responsible campaigns, we contribute to the improved quality of life and, as a result, to improving our company reputation. Our contributions to underprivileged groups are just a part of our efforts to give something back to the community we work and live in. We are focusing on donations to non-profit organizations and enabling different communities' access to information technologies.

By offering financial help and computer equipment, we were able to assist a number of people with special needs. Recently, our donations have been focused on basic education while our participation in sporting events promotes a healthy lifestyle.

- Podpora različnim družbeno pomembnim akcijam
- Pomoč manj privilegiranim skupinam in ljudem s posebnimi potrebami
- Pomoč nepridobitnim organizacijam

- Support for socially responsible campaigns
- Contributing to underprivileged groups and people with special needs
- Donations to non-profit organizations





»V sodelovanju s podjetjem Microsoft svojim partnerjem na enem mestu omogočamo dostop do zaokroženega nabora programske opreme, ki ga lahko ti ponudijo svojim strankam ter jim tako zagotovijo njihovim potrebam primerno rešitev ne glede na strojno opremo ali okolje, v katerem se ta nahaja.«

Sergej Županc
Vodja programa Microsoft

"We're working with Microsoft to provide our partners with a one-stop shop for a broad range of software products they can offer their customers. This way, they can tailor their solutions to their customers' needs regardless of the hardware or the environment, where it is used."

*Sergej Županc
Microsoft Product Manager*

Okoljevarstveno delovanje

V družbi se zavedamo tudi vse večjih pritiskov na okolje, zato smo se vključili v okoljsko učinkovitejši sistem ravnanja z odpadno električno in elektronsko opremo. Kot uvoznik le-te sodelujemo s podjetjema Trigana in Recikel, s katerima zagotavljamo ustrezno ravnanje z odpadnimi baterijami, akumulatorji, električno in elektronsko opremo ter embalažo.

Da nam je uspel korak naprej od izpolnjevanja zakonskih zahtev tudi pri ravnanju z odpadno embalažo, smo vzpostavili tehnologijo poročanja in pripravili ustrezen tok dokumentov za spremljanje podatkov o količinah uvožene električne in elektronske opreme, s partnerji pa nenehno izpopolnjujemo tudi logistični proces prevzema odpadne električne in elektronske opreme na njihovi lokaciji.

Environmental Performance

Our company is also aware of increasing environmental stress and is participating in a more effective system for the disposal of waste electrical and electronic equipment. As an importer of such devices, we are working with Trigana and Recikel companies to ensure the appropriate handling and disposal of used batteries, electrical and electronic equipment and packaging.

In our approach to handling waste packaging we've gone beyond the regulative requirements. We've implemented reporting technology and a corresponding document workflow that enables us to track the volume of imported electrical and electronic equipment. By working together with our partners, we are continuously improving our logistics processes for picking up discarded electrical and electronic equipment at their facilities.

- Vključitev v okoljsko učinkovitejši sistem ravnanja z odpadno električno in elektronsko opremo
- Sodelovanje s podjetjema Trigana in Recikel
- Vzpostavitev tehnologije poročanja
- Priprava ustreznega toka dokumentov za spremljanje podatkov o količinah uvožene električne in elektronske opreme
- Izpopolnjevanje logističnega procesa prevzema odpadne električne in elektronske opreme

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- An environmentally friendly system of handling waste and electronic equipment
 - Working with Trigana and Recikel companies
 - Implementation of reporting technology
 - Establishing a document workflow that enables us to track the volume of imported electrical and electronic equipment
 - Improving the logistics processes for picking up discarded electrical and electronic equipment

Znanje in zaposleni

Znanje je temelj uresničevanja naše vizije, zato verjamemo vanj in ga spodbujamo. Želja po znanju je skupna vsem zaposlenim podjetja DISS, zato strokovno znanje zaposlenih širimo tako z nenehnim internim izobraževanjem kot z udeležbo na strokovnih, tehničnih in poslovnih seminarjih doma in v tujini. Mnogi zaposleni so s študentskega dela v našem podjetju prešli v redno delovno razmerje, v stimulativen delovnem okolju pa jih je mnogo tudi zaključilo visokošolski ali univerzitetni študij, na kar smo še posebej ponosni.

Expertise and Employees

Our vision is based on expertise and we believe in and encourage knowledge. All DISS employees wish to develop their skills and we continue to organize internal seminars and attend professional, technology and business educational events in Slovenia and abroad. Many of our full-time employees used to work for the company as students and we are particularly proud that a large number of them acquired their university or higher education degrees while working in a stimulating working environment at DISS.

- Nenehna interna izobraževanja
- Udeležba na strokovnih, tehničnih in poslovnih seminarjih doma in v tujini

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- *Continuous internal training*
 - *Participation at professional, technology and business training events in Slovenia and abroad*



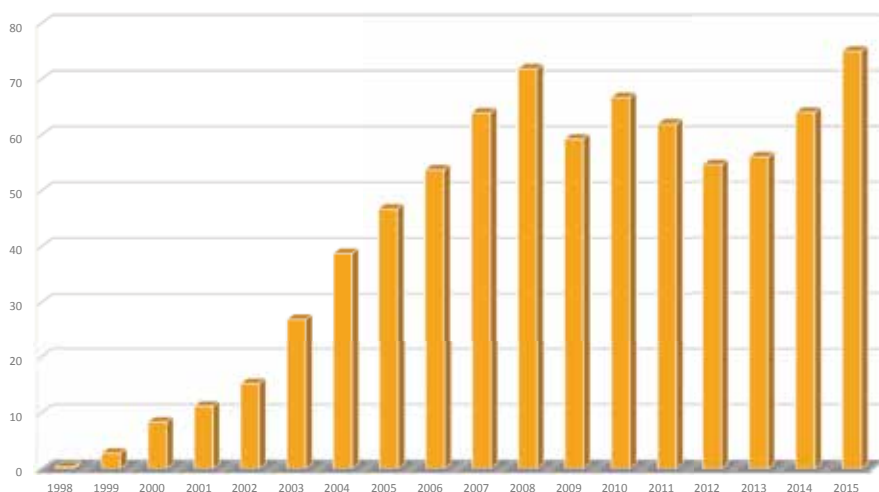
DISS – distributer na vaši strani

V podjetju DISS smo predani distribuciji računalniške strojne, programske in omrežne opreme. Smo strateško usmerjeno podjetje, povsem osredotočeno na svojo osnovno dejavnost. Pri svojem delu spodbujamo poslovno odličnost, zanesljivo in strokovno prodajno ekipo, vrhunsko logistiko, spremljanjem trendov na svetovnem in lokalnem trgu pa smo si pridobili zaupanje tako principalov kot naših partnerjev. Danes nam zaupajo velikani informacijskih tehnologij, mnogi med njimi so v svojem segmentu vodilna svetovna podjetja.

Ponosni smo na pretekle uspehe – med njimi na stabilno poslovanje, laskavi naziv »gazela osrednje Slovenije«, na več kot 60 ustvarjenih delovnih mest in širitev ponudbe v smeri, ki jo narekujejo potrebe naših partnerjev –, še bolj pa nas motivirajo izzivi prihodnosti.

DISS bo tudi v prihodnje ostal stabilen poslovni sistem, ki bo s svojimi tržnimi prilagoditvami in usmeritvami lastnikom zagotavljal varno naložbo, zaposlenim zanesljiva delovna mesta, partnerjem pa zanesljivo, strokovno in nadpovprečno storitev, v okviru katere smo odprti tudi za nove načine sodelovanja. Poleg tradicionalnih prodajnih kanalov veliko pozornosti namenjamo denimo razvoju spletne trgovine B2B, ki že predstavlja več kot petino celotnih prihodkov družbe.

Prepričani smo, da smo lahko kos vsem izzivom in zahtevam na področju distribucije računalniške opreme, saj neprestano sledimo razvoju informacijskih in komunikacijskih tehnologij, hkrati pa pridobivamo tudi številna poslovna znanja. Zato znamo svetovati partnerjem vseh velikosti in dejavnosti, od velikih maloprodajnih verig do relativno majhnih specializiranih ponudnikov informacijskih tehnologij.



Gibanje prihodkov podjetja DISS od ustanovitve do danes (v milijonih EUR)
DISS revenue growth between its founding and present (in millions of EUR)

- Predanost distribuciji računalniške strojne, programske in omrežne opreme
- Spodbujanje poslovne odličnosti
- Zanesljiva in strokovna prodajna ekipa
- Vrhunska logistika
- Spremljanje trendov na svetovnem in lokalnem trgu

· *Committed to computer hardware, software, and network equipment distribution*

· *Encouraging operational excellence*

· *A reliable and professional sales team*

· *Top quality logistics*

· *Keeping pace with the trends on global and local markets*

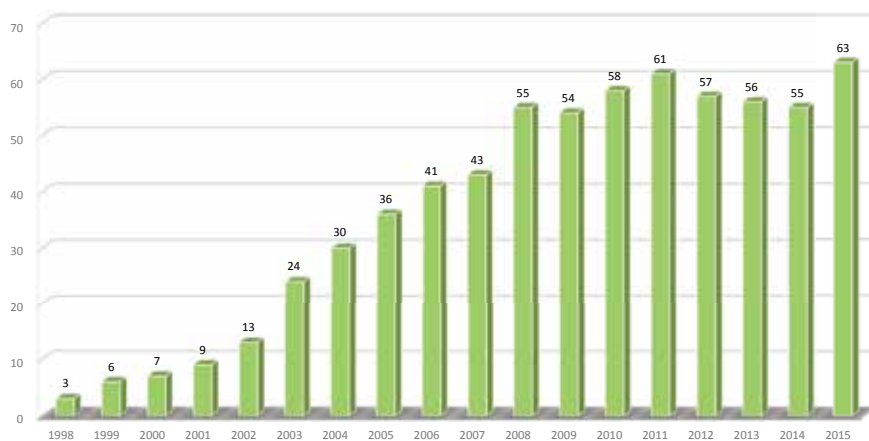
DISS – Distributor on Your Side

DISS is a distributor of hardware, software, and network equipment. We have strategic focus on our primary activity. We encourage operational excellence – by forming a reliable and professional sales team and top quality logistics, and by following trends on global and local markets, we have gained the trust of our vendors and partners. Today, IT leaders – including many leading world-class companies – put their trust in DISS.

We are proud of our past successes. Our business operation is stable, we've received the prestigious award "Gazelle of Central Slovenia", created more than 60 jobs and expanded our offering to meet the needs of our partners. However, what motivates us most are the challenges of the future.

In the future, our business will remain stable, enabling safe investments to its owners by adapting to market requirements and directions. We will continue to provide reliable jobs to employees and ensure excellent responsiveness to our partners' needs. We are also open to creating new approaches to collaboration with our partners. In moving beyond our focus on traditional sales channels, one of our main priorities is the development of our B2B online store, which accounted for more than one fifth of the company's total revenue.

We are confident that we can face any challenge and request in computer equipment distribution, as we are keeping pace with ICT developments and expanding our broad business expertise at the same time. We can advise partners of all sizes and in all industries – from large retail chains to relatively small specialized IT providers.



Število zaposlenih podjetja DISS od ustanovitve do danes
Number of employees (since founding until present)





»Hewlett-Packard je edini mednarodni ponudnik računalniške strojne opreme, s pomočjo katerega lahko svojim partnerjem ponudimo rešitev prav za vsako infrastrukturno potrebo njihovih strank, ne glede na to, za kakšne namene in v kakšnem okolju jo nameravajo uporabljati. Ni naključje, da so namizni in prenosni računalniki ter delovne postaje Hewlett-Packard že vrsto let med najbolj prodajanimi tako v svetovnem kot lokalnem merilu.«

Uroš Šebela
Vodja programa
HP PSG in Kaspersky Lab

"Hewlett-Packard is the only international computer hardware provider that enables us to provide our partners with solutions for their customers designed for any infrastructure, purpose or environment. It's not a coincidence that Hewlett-Packard's desktop and portable computers have consistently placed among the best selling products, either globally or locally."

Uroš Šebela
HP PSG and Kaspersky Lab
Product Manager



Partnerstva in partnerska mreža

Principali, ki so nam naklonili zaupanje s tem, da smo postali distributer njihovih izdelkov na slovenskem trgu, predstavljajo temeljni kamen, na katerem poleg kakovosti naših storitev sloni zaupanje naših partnerjev. Pri svojem delu spodbujamo poslovno odličnost, z zanesljivo in strokovno ekipo, vrhunsko logistiko, spremljanjem trendov na svetovnem in lokalnem trgu pa smo njihovo zaupanje še bolj utrdili. DISS uspešno sodeluje s podjetji Hewlett-Packard, Microsoft, Lenovo, Samsung, Canon, Kaspersky Lab, Acer, EMC, Sony, ASUS, Zyxxel, Brother, Aruba Networks, VMware in Veeam, ki se jim nenehno pridružujejo nova ugledna imena iz sveta informacijskih tehnologij.

Partnerships and Partner Network

Suppliers, who trusted us and chose us as the distributor of their products, are the first pillar of our success. These relationships and the quality of services we provide ensure the trust of our partners. We encourage operational excellence – by forming a reliable and professional sales team and establishing top quality logistics, and by following trends on global and local markets, we have further strengthened the trust of our vendors and partners. DISS has worked with Hewlett-Packard, Microsoft, Lenovo, Samsung, Canon, Kaspersky Lab, Acer, EMC, Sony, ASUS, Zyxxel, Brother, Aruba Networks, VMware and Veeam for years and we are constantly broadening our portfolio with products from new reputable IT companies.

»Izjemna paleta izdelkov, kakovost potrošnega materiala ter močna blagovna znamka so glavni aduti, zaradi katerih so tiskalniki Hewlett-Packard že vrsto let med najbolj priljubljenimi na slovenskem trgu. To potrjujejo tudi povratne informacije naših partnerjev, ki kljub poplavi neoriginalnega potrošnega materiala v zadnjih letih ne zaznavajo praktično nikakršnih padcev prodaje.«

Matej Gorenšek
Vodja programov HP supplies, HP IPG,
Samsung, Acer, Sony, Canon & Brother

“The extensive product range, the quality of supplies and a strong brand are the main reasons that put Hewlett-Packard printers to the top of the most popular brands in Slovenia. This is confirmed by the feedback our partners provide. Despite the flood of non-genuine supplies in recent years, they have not recorded any decline in the sales of supplies.”

Matej Gorenšek
HP Supplies, HP IPG, Samsung, Acer, Sony,
Canon and Brother Product Manager

Zakaj postati del DISS-ove partnerske mreže?

Podjetje DISS že osemnajst let izpolnjuje svoje poslanstvo, distribucijo najnovejših informacijskih tehnologij na slovenskem trgu, in sicer izključno s pomočjo svojih poslovnih partnerjev. Biti DISS-ov partner pomeni imeti konkurenčno prednost, saj vam naša prilagodljiva ter strokovno usposobljena prodajna ekipa hitro in prijazno pomaga pri vseh vprašanjih s področja IT. Obsežna zaloga zagotavlja hitro in kakovostno storitev za vaše kupce, čedalje širši nabor izdelkov in rešitev najpomembnejših svetovnih proizvajalcev pa omogoča nakup vse potrebne opreme na enem mestu.

Naša partnerska mreža nenehno raste in tudi za prihodnja leta predvidevamo njeno širitev z novimi partnerji z naravno rastjo prodajnega kanala.

Ker vemo, da je vaš čas dragocen, se trudimo, da nakup računalniške opreme opravite hitro in brez težav, zato se na vaše povpraševanje odzovemo v najkrajšem možnem času. Nenehno razvijamo tudi svoj najnovejši prodajni kanal, spletno trgovino B2B, na kateri lahko 24 ur na dan, 7 dni v tednu spremljate aktualno zalogo, cene in akcije iz naše ponudbe. Naročila prek spleta omogočajo prihranke časa in denarja, zato so to možnost z veseljem sprejeli tudi naši obstoječi partnerji – prek spleta opravijo že približno petino vseh naročil.

Ker je širjenje partnerske mreže pogoj za zdravo rast podjetja, se že od samega začetka prilagajamo načinu poslovanja naših principalov, obenem pa skušamo čim bolj omiliti vpliv tega prilagajanja na naše poslovanje s partnerji. Obenem nenehno poenostavljamo tudi ostale dele poslovnega procesa, kar nam omogoča aktivnejše ukvarjanje s partnerji, ki jim s stalnim izobraževanjem in spremljanjem trendov na svetovnem in lokalnem trgu lahko vedno pomagamo najti pravo in najugodnejšo rešitev.

Why Join DISS' Partner Network?

For more than 18 years, DISS has been a distributor of the latest IT products and solutions in Slovenia and our success is built on our business partnerships. To be a DISS partner means that you gain a competitive advantage – our flexible and professional sales team will quickly help you with any IT-related questions you may have. Our extensive inventory means that we will provide a quick and quality service, while a growing portfolio of products and solutions from the largest global IT suppliers ensures that you can buy everything you need in one place.

Our partner network is continually expanding and we plan to include new partners over the next years as our sales channel organically expands.

We know your time is valuable and are working hard to ensure that buying computer equipment is a quick and trouble-free process. We respond to your queries as soon as possible and are continuously working on developing our newest sales channel – our B2B online store that is available 24/7 and enables you to view real time inventory, prices and sales promotions. Online orders also provide money and time savings and this option was welcomed by our existing partners. The online store now represents approximately one fifth of total orders.

- Prilagodljiva in strokovno usposobljena prodajna ekipa
- Obsežna zaloga
- Širok nabor izdelkov in rešitev najpomembnejših svetovnih proizvajalcev
- Vse na enem mestu
- Spletna trgovina B2B
- Širjenje partnerske mreže

- *A flexible and professional sales team*
- *Extensive inventory*
- *A growing portfolio of products and solutions from the largest global IT suppliers*
- *Everything you need in one place*
- *B2B online store*
- *Growing the partner network*



Growing the partner network ensures continued healthy growth and we've always focused on adapting our way of working to the needs of our suppliers. At the same time, we are trying to minimize the effect of these adaptations on our business with our partners. We are continuously streamlining other parts of our business process to free up our resources and spend more time with our partners. We keep educating them and are keeping pace with the trends in global and local markets to help them find the right and the most suitable solution.

Zakaj postati del DISS-ove dobaviteljske mreže?

Le iz dobrih dobaviteljskih partnerstev lahko zraste kakovostna dobaviteljska mreža. V DISS-u smo nanjo zelo ponosni, saj nas z dobavitelji vežejo trdne poslovne vezi. Naše podjetje odlikujejo finančna stabilnost, usmerjenost v aktivno prodajo, vrhunska logistika ter hiter obrat zalogo.

V okviru financiranja svoje partnerske mreže namenjamo novim programom približno 14 milijonov evrov. Dobavitelji se za nabavne in druge poslovne pogoje dogovarjajo neposredno z vodjo programa na DISS-u, so povsem samostojni in imajo neposreden stik s trgom.

Why Join DISS' Supplier Network?

A quality supply network relies on effective partnerships with suppliers. At DISS we have solid business ties with our suppliers and are very proud of the network we've built. With financial stability, active sales efforts, top quality logistics and fast-moving inventory we have built our success in Slovenia.

Approximately 14 million euros of our funds are invested in new programs included in our partner network. Our suppliers are completely independent, have direct communication with the market and agree on the terms and conditions of purchase as well as other business conditions directly with a dedicated DISS Product Manager.

- Finančna stabilnost
- Usmerjenost v aktivno prodajo
- Vrhunska logistika
- Hitro obračanje zalog

- Financial stability
- Focus on active sales
- Top quality logistics
- Fast moving inventory



Podjetje Marmis

Podjetje Marmis je distributer programske opreme IBM, namenjene obvladovanju varnostnih in poslovnih procesov v srednje velikih in velikih podjetjih. Stalna vlaganja v izobraževanje zaposlenih tako na tehničnem kot na prodajnem področju so podjetju omogočila pridobitev najvišjega partnerskega naziva podjetja IBM, IBM Premium Business Partner. Marmis poleg programske opreme končnim strankam nudi tudi celovito tehnično podporo, partnerjem pa strokovno pomoč pri vpeljevanju IBM-ovih rešitev za poslovanje na zahtevo, upravljanje informacij, sodelovanje in komunikacijo med zaposlenimi, strankami in poslovnimi partnerji ter rešitev za boljše upravljanje infrastrukture IT ter poslovnih procesov.

Družba DISS je 100-odstotni lastnik podjetja Marmis.



Podjetje VAD

VAD je distributer programske opreme proizvajalca EMC, ki poleg distribucije kompleksnih informacijskih rešitev nudi tudi celovito podporo končnim strankam. Podjetje EMC je vodilni razvijalec in ponudnik informacijske infrastrukture ter rešitev na področjih optimizacije, varovanja, shranjevanja in dodajanja vrednosti informacijam. Napredne EMC-jeve rešitve na področju diskovnih in arhivskih sistemov, dokumentnih sistemov ter varnostne rešitve RSA temeljijo na znanju, izkušnjah in celovitem poznavanju zahtev življenjskega cikla informacije.

Ponudbo dopolnjujemo z rešitvami za varnostno kopiranje in zaščito podatkov ter orodji za upravljanje in nadzor IT-okolij. VAD v vseh segmentih poslovanja spodbuja poslovno odličnost, kar je, skupaj z visoko usposobljenimi strokovnjaki in stalnim spremljanjem svetovnih tehnoloških trendov, nujen pogoj in temelj za stabilne, dolgoročne in na zaupanju temelječe odnose s partnerji.

Družba DISS je 100-odstotni lastnik podjetja VAD, ki je bilo ustanovljeno leta 2009.



Marmis

Marmis is a distributor of IBM software that helps mid-sized and large companies manage security and business processes. The company is dedicated to investing in their employees' technology and sales skills, and was named IBM Premium Business Partner, the highest IBM partnership certificate. The company offers comprehensive technical support to its customers and provides assistance to its partners in implementing IBM solutions that provide business-on-demand functionalities, streamline the management of IT infrastructures and business processes, and improve information management, collaboration and communication between employees, customers and business partners.

DISS owns 100 percent of Marmis.

VAD

VAD is a distributor of complex IT EMC software solutions and adds value to their distribution business by providing comprehensive support services to end customers. EMC is the leading developer and supplier of IT infrastructure technologies and solutions that add value to data through optimization, security and storage. Its advanced disk-based storage and archiving solutions, document management systems, and RSA security products build on the company's expertise, experience, and a comprehensive overview of data life-cycle requirements.

These solutions are complemented by back-up and data protection solutions as well as tools for managing and operating IT environments. In all aspects of their operations, VAD is focused on business excellence. Coupled with highly trained professionals who have their finger on the pulse of the global technology industry this represents the foundation for stable, long-term and trust-based relationships with their partners.

DISS owns 100 percent of VAD. The company was founded in 2009.



»Podjetje ASUS je inovativno tehnološko podjetje, ki izdeluje računalniške komponente, periferno opremo, prenosnike, tablice, strežnike in pametne telefone. Vizionarski pristop je razlog, zakaj ASUS v svet informacijskih tehnologij prinaša visokotehnološke inovacije in oblikovanje. Širok nabor njihovih rešitev za različna poslovna okolja in domače uporabnike v kombinaciji z njihovimi naprednimi tehnologijami so skupaj s kakovostno podporo glavni razlogi za zadovoljstvo naših partnerjev.

V DISS-u veliko pozornosti namenjamo razvoju različnih prodajnih kanalov. Eden izmed najuspešnejših je spletna trgovina B2B, ki je med našimi partnerji odlično sprejeta. Prek B2B-portala namreč ustvarimo kar približno petino svojih prihodkov.«

Dolores Volk
Vodja programa ASUS in DISS e-trženja

“ASUS is an innovative technology company that manufactures computer components, peripherals, laptops, tablets, servers and smartphones. Their visionary approach is the reason they continue to bring high-tech innovations and design to the world of information technologies. Our partners choose ASUS for their rich offering of solutions designed for different business environments and home users, for their advanced technologies and for their quality support services.

DISS's intense focus is on developing various sales channels. One of the most successful sales channels is our B2B online store. It was welcomed by our partners and now represents approximately one fifth of total orders.”

Dolores Volk
ASUS Product Manager and DISS e-marketing Manager

Osnovni podatki o podjetju, kontakti, kje smo

Basic Company Information, Contacts, Where to Find Us

Družba DISS, distribucija računalniške opreme in trgovina d. o. o., je bila vpisana v sodni register pod številko registrskega vložka 1/30574/00 pri Okrožnem sodišču v Ljubljani, Oddelek za gospodarsko sodstvo pod številko sklepa SRG 98/02423 z dne 18. 5. 1998.

Naziv podjetja:

DISS, distribucija računalniške opreme in trgovina d.o.o.

Naslov podjetja: Ukmarjeva ulica 2, 1000 Ljubljana

Davčna številka: SI76294498

Matična številka: 1294300

Družba vpisana pri Okrožnem sodišču v Ljubljani. Št. reg. vpisa: 1/30574/00

Osnovni kapital: 2 000 000 EUR

Poslovni računi:

Abanka Vipa d. d.: SI56 0510 0800 0055 961

Banka Koper d. d.: SI56 1010 0005 2595 723

Banka Sparkasse d. d.: SI56 3400 0101 6402 836

Gorenjska banka d. d.: SI56 0700 0000 1839 210

Poštna banka Slovenije d. d.: SI56 9067 2000 0604 759

Sberbank d. d.: SI56 3000 0000 1825 867

SKB d. d.: SI56 0310 0100 2867 289

Unicredit Banka Slovenija d. d.: SI56 2900 0005 0095 507

DISS, distribucija računalniške opreme in trgovina d.o.o., is entered in the register of companies at the Circuit court in Ljubljana under the number 1/30574/00 with the decision SRG 98/02423 dated 18 May 1998.

Company name:

DISS, distribucija računalniške opreme in trgovina d.o.o.

Address: *Ukmarjeva ulica 2, 1000 Ljubljana*

VAT ID: *SI76294498*

Registration number: *1294300*

The company is entered in the register of companies at the Circuit court in Ljubljana under the number 1/30574/00.

Equity: *2,000,000 EUR*

Business accounts:

Abanka Vipa d. d.: SI56 0510 0800 0055 961

Banka Koper d. d.: SI56 1010 0005 2595 723

Banka Sparkasse d. d.: SI56 3400 0101 6402 836

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SKB d. d.: SI56 0310 0100 2867 289

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Kje smo / Where to find us



»Ni naključje, da ima strežniška oprema podjetja Hewlett-Packard daleč največji tržni delež v Sloveniji, predvsem pa v slovenskih mikro in malih podjetjih. Iz izkušenj namreč vemo, kako težko je zagotoviti pravo rešitev za tehnološko zahtevna, a cenovno zelo občutljiva okolja. Z neprestanim spremljanjem tržnih trendov in potreb poslovnih okolij nam to uspeva. To potrjuje tudi rastoči delež prodane strežniške opreme podjetja HP prek podjetja DISS.«

Borut Jazbec
Vodja programa HP Enterprise, Aruba
Networks in Zyxel

"It is not a coincidence that Hewlett-Packard's servers have by far the largest market share in Slovenia, particularly in the segment of small and micro-businesses. Our experience shows us how hard it is to select the right decision for price-sensitive environments that require great technology. By constantly keeping pace with the market trends as well as the business needs of businesses we are able to provide the right solutions and our growing sales of HP's server equipment is the proof."

*Borut Jazbec
HP Enterprise, Aruba Networks and Zyxel
Product Manager*



»Lenovo je že dalj časa eden izmed najhitreje rastočih svetovnih ponudnikov računalniških rešitev in tudi v Sloveniji so razmere podobne.«

Jure Kovač
Vodja programa Lenovo

“Lenovo has been one of the fastest growing computer solutions providers for a while now and has a similar position in Slovenia”

Jure Kovač
Lenovo Product Manager

»Brother je svetovno uveljavljeno podjetje, ki je nastalo pred več kot sto leti na Japonskem. Danes sodi med vodilne ponudnike tiskalnikov, naprav vse-v-enem, faksov, tiskalnikov nalepk in rešitev za mobilno tiskanje, ki so zasnovani zlasti za potrebe malih in srednje velikih podjetij.«

Matej Gorenšek
Vodja programov HP supplies, HP IPG, Sony, Canon in Brother

»Brother is a globally recognized company that was established more than 100 years ago in Japan. Today, it is a leading manufacturer of printers, all-in-one devices, fax machines, label printers and mobile printing solutions that are designed for small and medium-sized businesses.«

Matej Gorenšek
HP Supplies, HP IPG, Sony, Canon and Brother Product Manager



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