

Predstavitev podjetja Company profile

2013/2014



DOBRODOŠLI V SVET LABORATORIJEV WELCOME TO THE WORLD OF LABORATORIES



mikro+polo[®]
vaš partner za laboratorij
your partner in the laboratory

Podjetje

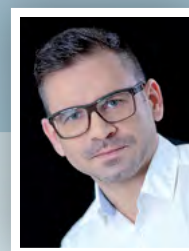
V družbi MIKRO+POLO že več kot 20 let udejanjamo naše poslanstvo; rešiti kupcu vsak problem, s katerim se sreča v eksperimentalnem okolju laboratorija.

Za uspešno povezovanje več kot 4000 kupcev na eni ter 300 dobaviteljev na drugi strani skrbi 85 zaposlenih. Visoko strokovnost zagotavljamo s 25 univerzitetno izobraženimi prodajnimi predstavniki različnih smeri: kemije, biokemije, mikrobiologije, zdravstvene nege, farmacije, itd., ki letno opravijo več kot 9000 prodajnih obiskov. Naš prodajni program obsega več kot 400.000 izdelkov; od tega jih 261.943 predstavljamo in ponujamo v prvi slovenski spletni aplikaciji (market.mikro-polo.si).

Še posebej smo ponosni na lastno proizvodnjo laboratorijskega pohištva, s katerim smo opremili že več kot 400 laboratorijev v Sloveniji, Avstriji, Hrvaški, Bosni in Hercegovini, Bolgariji, Rusiji in drugod po svetu.

Naše geslo »Vaš partner za laboratorij« pri nas res velja!
Preizkusite nas!

Vaš Marko Podgornik, direktor



direktor
CEO

MARKO PODGORNİK

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E marko.podgornik@mikro-polo.si

Company

At MIKRO+POLO, we have been following and realizing our mission of solving every problem our customer might encounter in the experimental environment of their laboratory for more than 20 years now.

We have 85 employees who make sure that the link between more than 4000 buyers on one side and 300 suppliers on the other is a successful one. A high level of professional competence is achieved by employing 25 sales representatives, each of them having a university degree in various fields: chemistry, biochemistry, microbiology, health care, pharmacy etc. who make over 9000 sales visits per year. Our product line contains more than 400.000 products; 247.367 of these are represented and made available in the first Slovenian web application (market.mikro-polo.si).

We take particular pride in our own manufacture of laboratory furniture with which we have equipped more than 400 laboratories in Slovenia, Austria, Croatia, Bosnia and Herzegovina, Bulgaria, Russia, and other countries around the globe.

Our motto »Your partner in the laboratory« really applies here! Come and try us out!

Yours Sincerely,

Marko Podgornik, Director



Dobrodošli v svet podjetja MIKRO+POLO



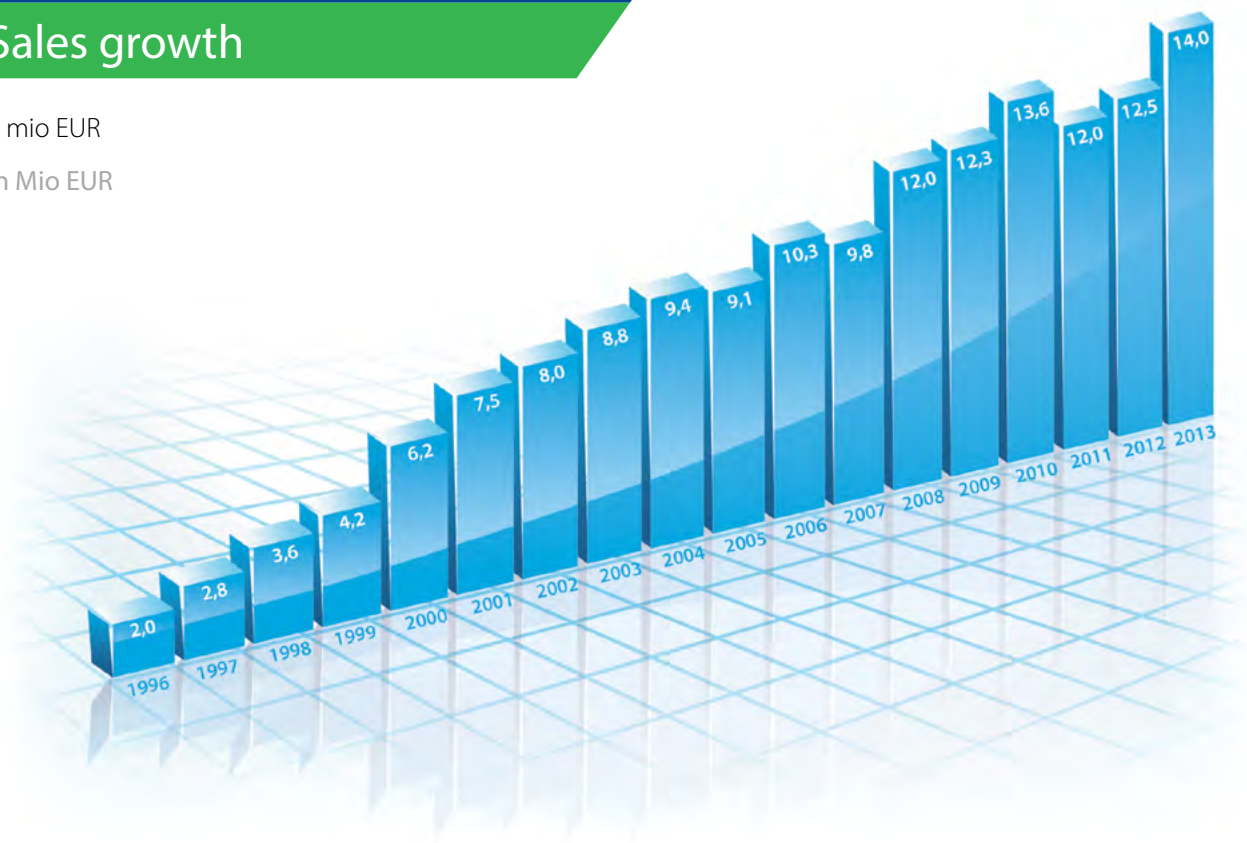
Welcome to the World of MIKRO+POLO

Rast prodaje

Sales growth

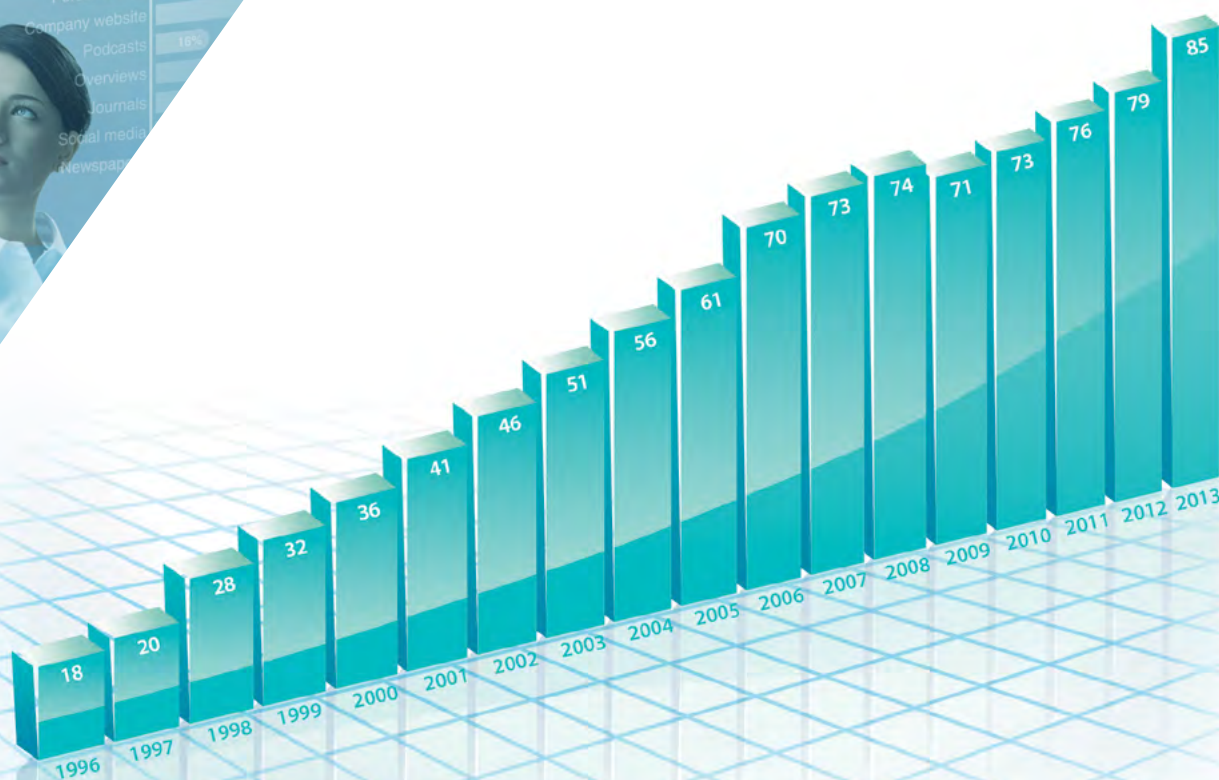
v mio EUR

in Mio EUR



Število zaposlenih

Number of employees



Prejeti certifikati

Certificates received

Certifikat kakovosti

Certifikat kakovosti smo prejeli že leta 1999.



Quality Certificate

We received the quality certification as early as 1999.

Certifikat Trace

Izpolnjujemo standarde visoke kulture in etike poslovanja.



Trace Certificate

Our business operations reach high standards of business culture and ethics.

Certifikat Družini prijazno podjetje

Spadamo med prvih 18 podjetij v Sloveniji, ki so prejela polni certifikat.



Family Friendly Company Certificate

We are one of the first 18 companies in Slovenia to receive the full certificate.

Status pooblaščenega gospodarskega subjekta

Smo prvo trgovsko podjetje, ki je uradno prejelo status pooblaščenega gospodarskega subjekta.



Authorised Economic Operator

We are the first commercial company that officially received the status of authorised economic operator.



Prelomnice podjetja

Company's milestones

- 1982** Začetek izdelovanja tuljav.
Beginning of spool production.
- 1983** Prva obrtna delavnica za navijanje tuljav in izdelovanje transformatorjev.
The first craft workshop for spool winding and transformer production.
- 1986** Začetek izdelave laboratorijskih pripomočkov in aparatov.
Beginning of the production of laboratory instruments and devices.
- 1989** Selitev v prve lastne prostore.
Move to our first own premises.
- 1989** Registracija podjetja MIKRO+POLO d. o. o.
Registration of the MIKRO+POLO d. o. o. Company.
- 1990** Začetek prodaje laboratorijske opreme in pribora.
Beginning of the sale of laboratory equipment and instruments.
- 1991** Vključitev kemikalij v prodajni program.
Introduction of chemicals into sales programme.
- 1992** Dopolnitev prodajnega programa z diagnostičnimi aparati in reagenti.
Completion of the sales programme with diagnostic devices and reagents.
- 1992** Začetek sodelovanja s farmacevtskima podjetjema Krka d.d in Lek d.d.
Beginning of cooperation with pharmaceutical companies Krka d.d. and Lek d.d..
- 1996** Izdan prvi lasten katalog laboratorijskega pribora, opreme in kemikalij.
Drafting of our first catalogue of laboratory instruments, equipment and chemicals.
- 1998** Začetek svetovanja in opremljanja laboratorijev s pohištvom.
Beginning of consulting and furnishing of laboratories.
- 1999** Pridobitev certifikata ISO 9001.
Acquisition of ISO 9001 certificate.
- 2005** Selitev v nove poslovne prostore.
Move to new business premises.
- 2006** Akreditacija lastnega kalibracijskega laboratorija.
Accreditation of own calibration laboratory.
- 2007** Pridobitev certifikata Družini prijazno podjetje.
Acquisition of Family Friendly Company partial certification.
- 2008** Implementacija novega informacijskega sistema SAP.
Implementation of new SAP information system.
- 2008** Razširitev poslovanja podjetja na območje BiH.
Expansion of business into the territory of Bosnia and Herzegovina.
- 2009** Pridobitev statusa AOE.
Acquisition of AOE status.
- 2009** Skrajšanje dobavnega roka za kemikalije na 48 ur.
Shortening of delivery date for chemicals to 48 hours.
- 2010** Pridobitev polnega certifikata Družini prijazno podjetje.
Acquisition of Family Friendly Company full certification.
- 2011** Lastniško preoblikovanje podjetja (podjetje še naprej ostaja v lasti družinskih članov).
Ownership transformation (company continues to be owned by family members).
- 2011** Ekološko ozaveščeno podjetje – brezpapirno poslovanje.
Eco-conscious company - paperless business.
- 2012** Prva vseslovenska čistilna akcija Očistimo Slovenijo – očistimo laboratorije.
The first pan-Slovenian cleaning action Clean Slovenia - clean laboratories.
- 2013** Izdaja prvega interaktivnega kataloga izdelkov za laboratorije.
Edition of the first interactive Catalogue of products for laboratories.
- 2013** Nadgradnja informacijskega sistema SAP s CRM
SAP information system CRM upgrade



ALI STE VEDELI ?

Za strokovno podporo našim kupcem skrbi več kot 30 produktnih specialistov.

DID YOU KNOW ?

More than 30 product specialists provide expert support to our customers.

Kemikalije

Zagotavljamo vam neverjeten rok dobave za več kot 200.000 kemikalij, ki vam jih dostavimo v samo 48 urah.

- analizni in biokemijski reagenti
- kemikalije za raziskave in sinteze
- topila
- standardni referenčni materiali
- celične kulture
- reagenti za molekularno biologijo
- reagenti in gojišča za mikrobiologijo
- protitelesa
- farmacevtske surovine
- arome
- kemikalije za kondicioniranje tehnoloških vod

vodja programa kemija
head of chemistry division

ALEKSANDRA PEHARDA
univ. dipl. inž. kem. teh. / B. Sc. (Chem Eng)

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- analysis and biochemical reagents
- chemicals for research and syntheses
- solvents
- standard reference materials
- cell cultures
- reagents for molecular biology
- reagents and culture media for microbiology
- antibodies
- pharmaceutical raw materials
- aromas
- chemicals for process water conditioning

Chemicals

We assure you an unbelievable delivery date for more than 200.000 chemicals that can be delivered in only 48 hours.



SIGMA-ALDRICH

ALI STE VEDELI ?

Razpolagamo z bazo kupcev, ki presega več kot 10.000 kontaktov, ki so pomemben del našega poslovnega komuniciranja.

DID YOU KNOW ?

We have a customer base with more than 10.000 contacts that constitute an important part of our business communication.

Oprema in pribor

- laboratorijska steklovina, pribor in pripomočki
- laboratorijski analizni inštrumenti
- laboratorijski aparati
- oprema za fizikalne in elementarne analize materialov
- oprema za analizo zemlje in podtalnih vod
- oprema za analizo pitnih in odpadnih vod
- hitri testi
- filtracija
- vse za kromatografijo
- vse za šole
- vse za vinarje
- plastični laboratorijski potrošni material
- laboratorijski hladilniki/zamrzovalniki
- on line merilni inštrumenti
- vse za vzorčevanje
- laboratorijski pomivalni stroji
- dezinfekcija – čisti prostori



Equipment and instruments

vodja programa kemija
head of chemistry division

ALEKSANDRA PEHARDA
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- laboratory glass, instruments and utensils
- instruments for laboratory analysing
- laboratory apparatuses
- equipment for physical and elemental analysing of materials
- equipment for soil and groundwater analysing
- equipment for potable and waste water analysing
- quick tests
- filtration
- everything for chromatography
- everything for schools
- everything for wine producers



ALI STE VEDELI ?

Premaknili smo meje – lasten katalog, ki ga izdajamo že od leta 1996, je postal interaktiven. Tako lahko s pomočjo QR kode v trenutku preverite trenutno stanje zalog v našem skladišču.

DID YOU KNOW ?

We moved the border – our own catalogue first issued in 1996 is now interactive. You can use the QR code to instantly check the current status in our warehouse.

Farmacevtika

- farmacevtske surovine in inovativni izdelki za magistralne pripravke:
 - zdravilne učinkovine in pomožne snovi
 - zdravilne rastline
 - mazilne podlage
 - podlage za izdelavo oralnih pripravkov
 - izvlečki za kozmetične in prehranske namene
 - aromaterapija
- farmacevtska ovojnina
- lekarniški pripomočki
- lekarniški aparati
- medicinski pripomočki
- zaščita pred soncem

odgovorna oseba za farmaceutiko
responsible person for pharmaceuticals

mag. MATEJA GANTAR KŠELA
mag. farm. / M. Sc. (Pharm)

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E mateja.ksela@mikro-polo.si

Pharmaceuticals

- pharmaceutical raw materials and innovative products for pharmaceutical compounding:
 - active pharmaceutical ingredients
 - medicinal herbs
 - ointments
 - oral vehicles
 - extracts for cosmetic and nutritional purposes
 - essential oils
- pharmaceutical packaging material
- pharmacy accessories
- pharmaceutical equipment
- medical devices
- sun protection products



ALI STE VEDELI ?

Na leto odpremimo več kot 40.000 paketov v skupni teži 205 ton.

DID YOU KNOW ?

We dispatch more than 40.000 packages with a total weight 205 tons per year.

Biomedicina

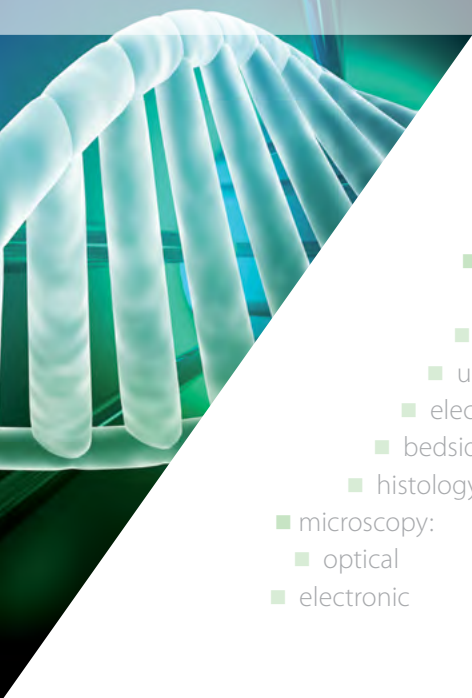
- molekularna in celična biologija
- medicinski aparati
- medicinski pripomočki
- laboratorijska medicina:
 - imunologija:
 - avtoimune bolezni
 - infekcijske bolezni
 - imunohematologija
 - imunokemija
 - imunohistokemija
 - imunokromatografija
 - koagulacija
 - klinična kemija:
 - substrati, encimi
 - plini, elektroliti
 - urini
 - elektroforeza
 - obposteljna diagostika
 - histologija, citologija
- mikroskopija:
 - optična
 - elektronska
- mikrobiologija:
 - klinična
 - industrijska
- patologija
- sterilizacija:
 - avtoklavi
 - potrošni material
- laboratorijska veterina
- laboratorijski aparati za biološke znanosti



vodja programa biomedicina
head of biomedicine division

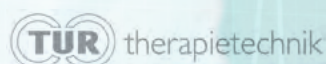
TOMAŽ HOČEVAR
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E tomas.hocevar@mikro-polo.si



Biomedicine

- molecular biology and cell cultures
- medical devices
- medical equipment
- laboratory medicine:
 - immunology:
 - autoimmune diseases
 - infectious diseases
 - immunohaematology
 - immunochemistry
 - immunohistochemistry
 - immunochromatography
- coagulation
- clinical chemistry:
 - substrates, enzymes
 - gases, electrolytes
 - urines
- electrophoresis
- bedside diagnostics
- histology, cytology
- microscopy:
 - optical
 - electronic
- microbiology:
 - clinical
 - industrial
- pathology
- sterilisation:
 - autoclaves
 - consumable goods
- laboratory veterinary medicine,
- laboratory apparatuses for biological sciences



ALI STE VEDELI ?

Z zgodovinsko vseslovensko okoljsko akcijo »Očistimo laboratorije« dokazujemo, da nam je mar za okolje. V dveh letih smo zbrali že 16 ton odpadnih kemikalij.

DID YOU KNOW ?

The Pan-Slovenian historical environmental campaign »Cleaning laboratories« prove that we care for the environment. Over the past two years we have already collected 16 tons of waste chemicals.

Proizvodnja pohištva

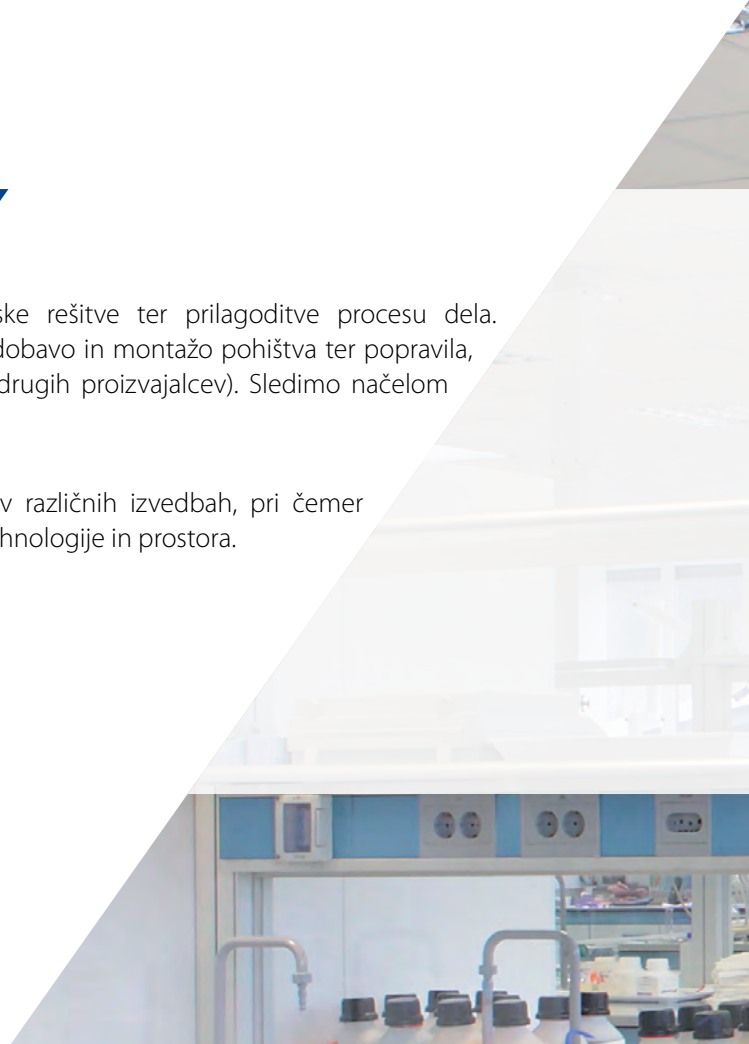
V laboratorijsko pohištvo uvajamo specifične konstrukcijske rešitve ter prilagoditve procesu dela. Pri tem vam nudimo tudi popolno svetovanje, načrtovanje, dobavo in montažo pohištva ter popravila, predelave in dodelave obstoječe pohištvene opreme (tudi drugih proizvajalcev). Sledimo načelom funkcionalnosti, kakovosti, varnosti in fleksibilnosti.

Omogočamo vam izbor med:

- lesenim pohištvom lastne izdelave tipa **LAB INTERIOR** v različnih izvedbah, pri čemer videz in mere popolnoma prilagodimo potrebam kupca, tehnologije in prostora.
- kovinskim pohištvom proizvajalca **FLORES VALLES** (prašno barvano ali iz nerjavne pločevine).

OPREMA LABORATORIJEV S POHIŠTVENO OPREMO

- medicina
- industrija
- raziskave
- farmacija
- šolstvo
- univerze, fakultete
- razvoj
- kontrola in analiza
- digestoriji – tehnološko odsesavanje



Furniture manufacturing

We implement specific design solutions into your laboratory equipment and adaptations to the work process. Alongside these we provide complete consultancy services, planning, delivery and installation of furniture, as well as repairs, processing, and post-processing of existing furniture (also of other manufacturers). We are following the principles of functionality, quality, safety, and flexibility.

You can choose between:

- Wooden furniture our **LAB INTERIOR** manufactured wooden furniture in different varieties, whereby we completely adapt the design and size to the needs of the client, technology and space.
- Metal furniture by **FLORES VALLES** (powder coated or made from stainless sheet metal).

LABORATORY EQUIPMENT WITH FURNITURE

- medicine
- industry
- research
- pharmacy
- education
- universities, faculties
- development
- control and analysis
- digestion - extraction technology

vodja inženiringa
head of engineering

VASJA MATJAŠIČ

T ++386 (0)2 / 614 32 02
E lab.ing@mikro-polo.si

The logo for 'LAB interior' features the word 'LAB' in a large, bold, blue font with a yellow dot above the 'A'. Below it, the word 'interior' is written in a smaller, blue, lowercase font.The logo for 'Flores Valles' consists of a stylized blue 'F' icon followed by the words 'Flores' and 'Valles' stacked vertically in a blue, sans-serif font.

ALI STE VEDELI



Sledimo zeleni filozofiji in se približujemo idealu prihodnosti – pisarni brez papirja.

DID YOU KNOW



We follow the green philosophy – we are approaching the ideal future of a paperless office.

Inženiring

V SKLOPU TEMELJNE DEJAVNOSTI NUDIMO STORITVE

- svetovanja
- načrtovanja
- dobave in montaže (tudi po sistemu »ključ v roke«)
- popravil, predelave in dodelave obstoječe pohištvene opreme (tudi drugih proizvajalcev)

DOBAVLJAMO IN MONTIRAMO

- laboratorijsko pohištvo
- digestorije
- lokalne odsesovalne sisteme
- prezračevane kovinske ognjevarne omare za shranjevanje kemikalij in plinov
- prezračevalne shranjevalne omare za kisline in baze
- ekološke sklope (filtre, lokalne nevtralizacijske naprave ipd.)
- izpiralce za oči, stoječe prhe in druge tehnološke elemente
- cevovode tehnološkega odsesovanja
- regulacije vleka tehnološkega odsesovanja



vodja inženiringa
head of engineering

VASJA MATJAŠIČ

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Engineering

WITHIN OUR PRINCIPAL ACTIVITY, WE OFFER

- consultancy
- planning
- delivery and installation (also according to the »turnkey« system)
- repair, customising and additional adjustment of the equipment (also from other manufacturers)

WE SUPPLY AND INSTALL

- laboratory furniture
- fume cupboards
- local exhaust systems
- metal refractory ventilation cupboards for storage of chemicals and gases
- ventilation storage cupboards for acids and bases
- ecological sets (filters, local neutralisation plants and the like)
- washing flasks for eyes, standing showers and other technological elements
- pipelines for technological aspiration
- exhaust regulation for technological aspiration



asecos[®]

 **alsident
system**[®]

ALI STE VEDELI ?

Naše tiskovine
tiskamo na okolju
prijaznem papirju in
s tem pomagamo
ohranjati gozdove.

DID YOU KNOW ?

To preserve forests
we print on
environmentally
friendly paper.

Akreditiran kalibracijski laboratorij

Accredited Calibration Laboratory

- umerjanje merilnikov kemičnih veličin s simulacijo:
 - pH vrednosti
 - koncentracije kisika
 - prevodnosti
- umerjanje merilnikov relativne vlage
- umerjanje merilnikov temperature:
 - tekočinskih termometrov
 - termometrov s prikazovalnikom
 - termostatskih omar
 - zamrzovalnikov, sterilizatorjev
 - temperaturnih komor, avtoklavov
 - dataloggerjev
- calibration of chemical quantity measuring instruments with simulation of:
 - pH value
 - oxygen concentration
 - conductivity
- calibration of relative humidity measuring instruments
- calibration of temperature measuring instruments:
 - fluid thermometers
 - thermometers with displays
 - thermostat housings
 - freezers, sterilisers
 - temperature chambers, autoclaves
 - data loggers

odgovorna oseba za kalibracijski laboratorij
responsible person for calibration laboratory

mag. / M. Sc. FRANC HERCOG

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vodja servisa
head of service

MATJAŽ PODGORNİK
dipl. inž. rač. in inf. / B. Sc. (Comp and Inf.)

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Servis

Service

Z našo podporo in storitvami strokovnjakov v laboratoriju ponujamo celovito paleto rešitev, kar nas jasno loči od konkurence ter zagotavlja dodano vrednost, ki jo stranka pri svojem delu potrebuje.

Nudimo naslednje storitve:

- inštalacije (montaža in demontaža instrumentov in opreme)
- validacije (razne izvedbe kvalifikacij - IQ/OQ)
- redno vzdrževanje opreme
- garancijska in izven garancijska opravila
- vzdrževalne pogodbe (za posamezne aparate ali celotne sklope)
- šolanje uporabnikov (glede na vaše želje)

With our support and services, we offer a comprehensive range of solutions for professionals in the laboratory, which clearly distinguishes MIKRO+POLO from the competition and provide added value to customer for their work.

We offer the following services:

- installations (installing and uninstalling of instruments and equipment)
- validation (various performance qualifications - IQ/OQ)
- maintenance of equipment
- warranty and out of warranty jobs
- maintenance contracts (for individual machines or complete sets)
- training of users (depending on your preference)





ALI STE VEDELI ?

Sodelujemo pri humanitarnih projektih in pomagamo otrokom iz socialno ogroženih okolij.

DID YOU KNOW ?

We participate in humanitarian projects and help children from disadvantaged backgrounds.

E-poslovanje

B2B SPLETNA APLIKACIJA MARKET

- 24/7 spletni dostop do:
 - 3.475 izdelkov iz kataloga MIKRO+POLO
 - 237.049 izdelkov proizvajalca SIGMA-ALDRICH
 - 21.419 izdelkov CARL ROTH
 - informacij o zalogi, navodil za uporabo izdelkov, brošur in filmčkov
- zagotavljamo:
 - 3 % popust za spletne nakupe na celoten nabor izdelkov
 - 30 minut od povpraševanja do ponudbe

E-POGODBE

Naročanje izdelkov, ki so predmet javnih naročil, letnih ponudb, posebnih pogodb oziroma izdelkov, pri katerih imamo dogovorjene posebne cene.

STORITEV ŠPAJZA

Špajza je enostavno konsignacijsko skladišče, v katerem so izdelki, ki so ključni za nemoteno vsakodnevno delo. Nabor izdelkov je neomejen. Z vključitvijo storitve špajza so izdelki avtomatsko na zalogi. Račun boste prejeli šele ob njihovi uporabi, s čimer se znebite financiranja zalog. Znesek na računu bo nižji, saj na izdelke v špajzi zagotavljamo vsaj 3 % nižje cene.

SLEDENJE POŠILJKAM

Zagotavljamo vam 24/7 spremljanje pošiljk v realnem času!

odgovorna oseba za e-poslovanje
responsible person for e-business

BREDA MAJCCEN

univ. dipl. medij. kom. / B.Sc. (Media Comm.)

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MARKET B2B WEB APPLICATION

- 24/7 web access to:
 - 3.475 products from the MIKRO+POLO catalogue
 - 273.049 products of the producer SIGMA-ALDRICH
 - 21.419 CARL ROTH products
 - information on stock, instructions for use of products, brochures, and video clips
- we provide:
 - 3 % discount on web purchases for the entire product range
 - from inquiry to offer in just 30 minutes

E-CONTRACTS

The Market web application enables ordering of products which are subject to public tenders, annual offers, special contracts or products for which special prices have been agreed upon.

THE ŠPAJZA SERVICE

Špajza is a simple consignment storage containing products that are key to uninterrupted everyday work. The product range is unlimited. By including the Špajza service, the products are automatically in stock. You will receive the invoice upon use of the products, so there is no need for stock financing. Because all products in Špajza have a guaranteed minimum 3% discount, the total amount on the invoice will be lower.

SHIPMENT TRACKING

We provide 24/7 real-time shipment tracking!



E-business





mikropolo[®]
market

ALI STE VEDELI ?

Prisotni smo na družbenih omrežjih Facebook, Twitter in YouTube.

DID YOU KNOW ?

You can find us on social media Facebook, Twitter and YouTube.

NASLOV ADDRESS

Mikro+Polo d.o.o.
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 2000 Maribor
 Slovenija

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F ++386 (0)2 614 33 20

E info@mikro-polo.si

PREDSTAVNIŠTVO REPRESENTATIVE OFFICE

Mikro+Polo d.o.o.
 Kolodvorska 11a
 71000 Sarajevo

Bosna i Hercegovina

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F ++387 (0)33 714 735

E bih@mikro-polo.com

Struktura kupcev
Customer structure

zdravstvo health

šolstvo schools

farmacija pharmacy

industrija industry

inštituti institutes

ostalo others



Zaupajo nam

They trust us

■ Krka ■ Lek ■ Univerzitetni klinični center: Ljubljana in Maribor ■ Zavod za zdravstveno varstvo: Maribor, Celje, Koper, Novo mesto, Kranj in Murska Sobota ■ Splošna bolnišnica: Jesenice, Celje, Slovenj Gradec in dr. Franca Derganca Nova Gorica ■ Onkološki inštitut ■ Medicinska fakulteta: Ljubljana in Maribor ■ Fakulteta za kemijo in kemijsko tehnologijo: Ljubljana in Maribor ■ Kemijski inštitut Ljubljana ■ Veterinarska fakulteta Ljubljana ■ Inštitut Jožef Stefan ■ Klinika Golnik ■ Inštitut za farmacijo Ljubljana ■ Kozmetika Afrodita ■ Zdravstveni dom: Ljubljana in Maribor ■ Kmetijski inštitut Ljubljana ■ Vodovod kanalizacija Ljubljana ■ Etol ■ Bia separation ■ Inštitut za varovanje zdravja Republike Slovenije ■ Bosnalijek ■ Hemofarm in mnogi drugi

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