



PostAR – SaaS service of the Post of Slovenia



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Post of Slovenia business needs

- 100 % state own company with 6.000 employees
- Substitution for loss of physical letters
- IT (cloud) services are one of the strategic pillars
- HPE Cloud Agile partner



Hewlett Packard
Enterprise

PostAR business needs

- Startup with innovative, patented solution targeted at the EU market
- **Expected customers: large businesses, government, courts**
- **Hosting partner / cloud services – geographic location!**
 - § Strict compliance requirements (privacy!)
- **At 0% market share but expecting quick growth?**

Vision on the beginning of the project

- Existing solution moja.posta.si
- Secure mail box
- Closed system
- Mostly G2B delivery



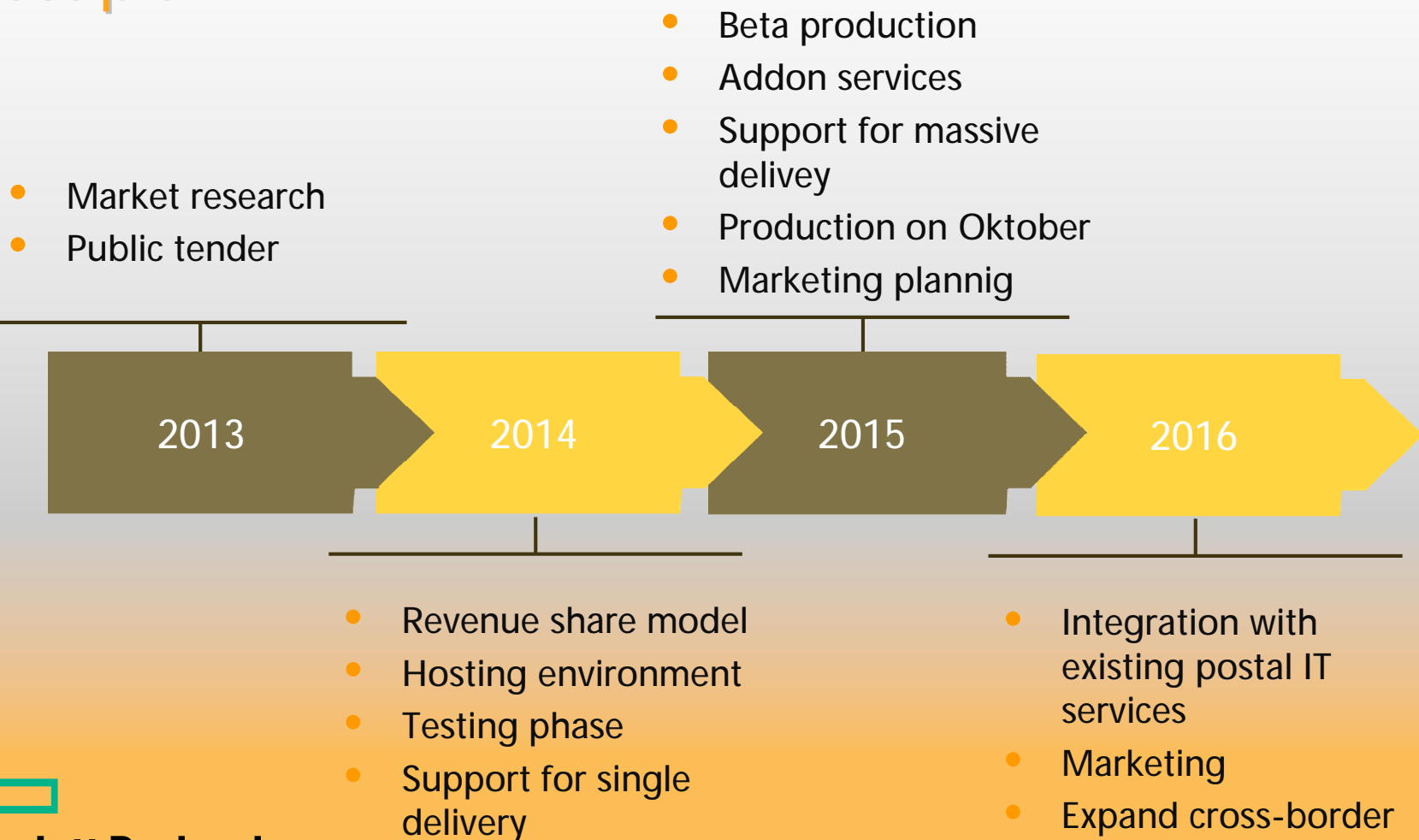
- Open system
- Substitution for physical registered mail
- Expand the usage to B and C segments
- Use of existing IT infrastructure

infrastructure

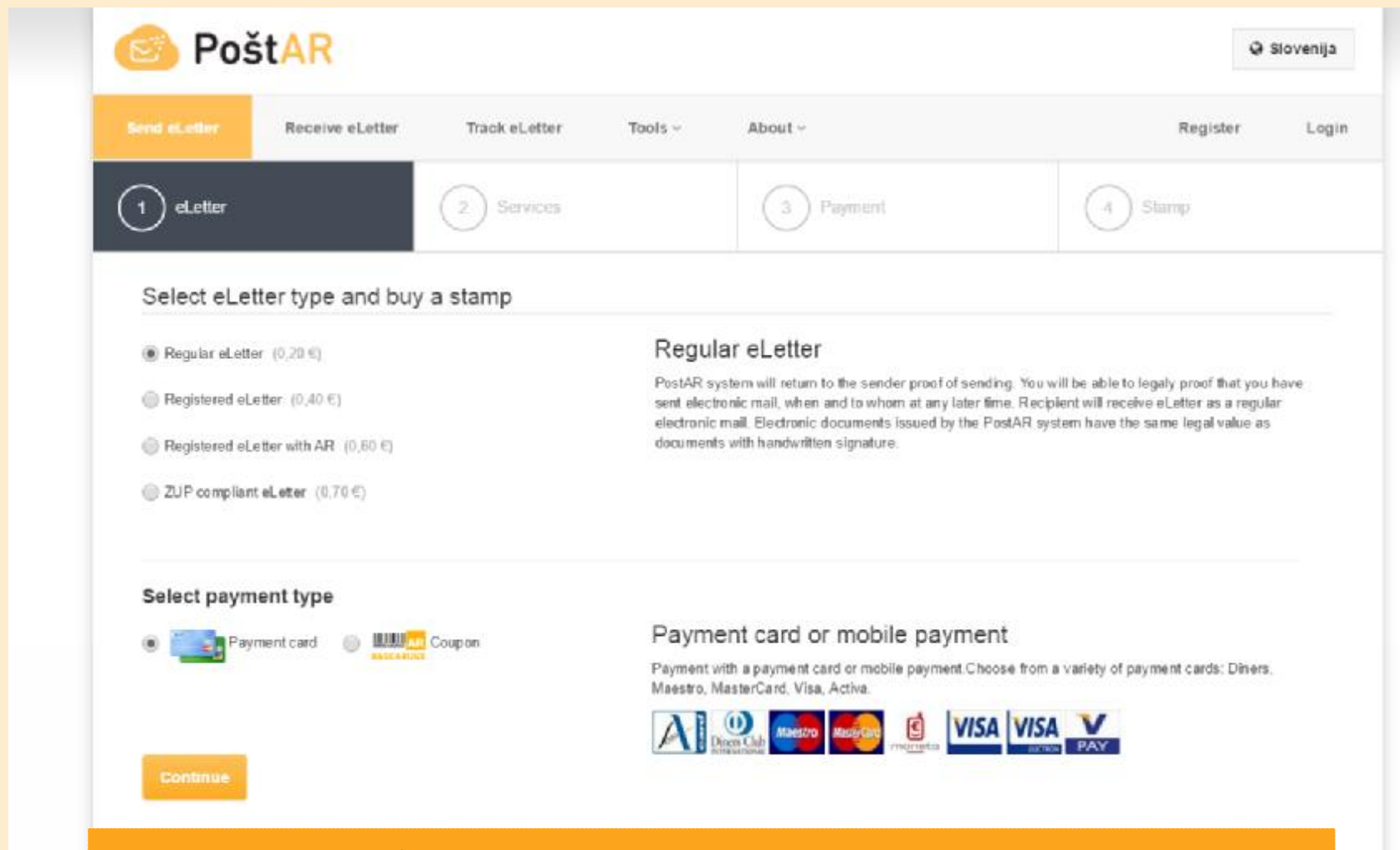
PostAR.eu to the rescue

- Closed registered mail systems don't work!
- Open, interoperable system, compatible with existing information systems
 - § Research question: how to transform un-secure, un-reliable open system (email) into a secure, reliable system without changing underlying infrastructure?
- Remaining issues: how to simplify electronic signature
 - § Are certificates the only way (how about phone, SMS)?
- Vision: Become open, interoperable, cross-border provider of registered mail service

Project plan



How PostAR works



The screenshot shows the PoštAR web portal interface. At the top, there is a navigation bar with the PoštAR logo and a 'Slovenija' button. Below the navigation bar, there are tabs for 'Send eLetter', 'Receive eLetter', 'Track eLetter', 'Tools', and 'About'. A secondary navigation bar contains four numbered steps: 1. eLetter (highlighted), 2. Services, 3. Payment, and 4. Stamp.

The main content area is titled 'Select eLetter type and buy a stamp'. It features a list of eLetter types on the left and a detailed description of the selected 'Regular eLetter' on the right. Below this, there is a 'Select payment type' section with options for 'Payment card' and 'Coupon'. A 'Continue' button is located at the bottom left of the form.



Select eLetter type and buy a stamp

- Regular eLetter (0,20 €)
- Registered eLetter (0,40 €)
- Registered eLetter with AR (0,60 €)
- ZUP compliant eLetter (0,70 €)

Regular eLetter


PostAR system will return to the sender proof of sending. You will be able to legally proof that you have sent electronic mail, when and to whom at any later time. Recipient will receive eLetter as a regular electronic mail. Electronic documents issued by the PostAR system have the same legal value as documents with handwritten signature.

Select payment type

-  Payment card
-  Coupon

Payment card or mobile payment

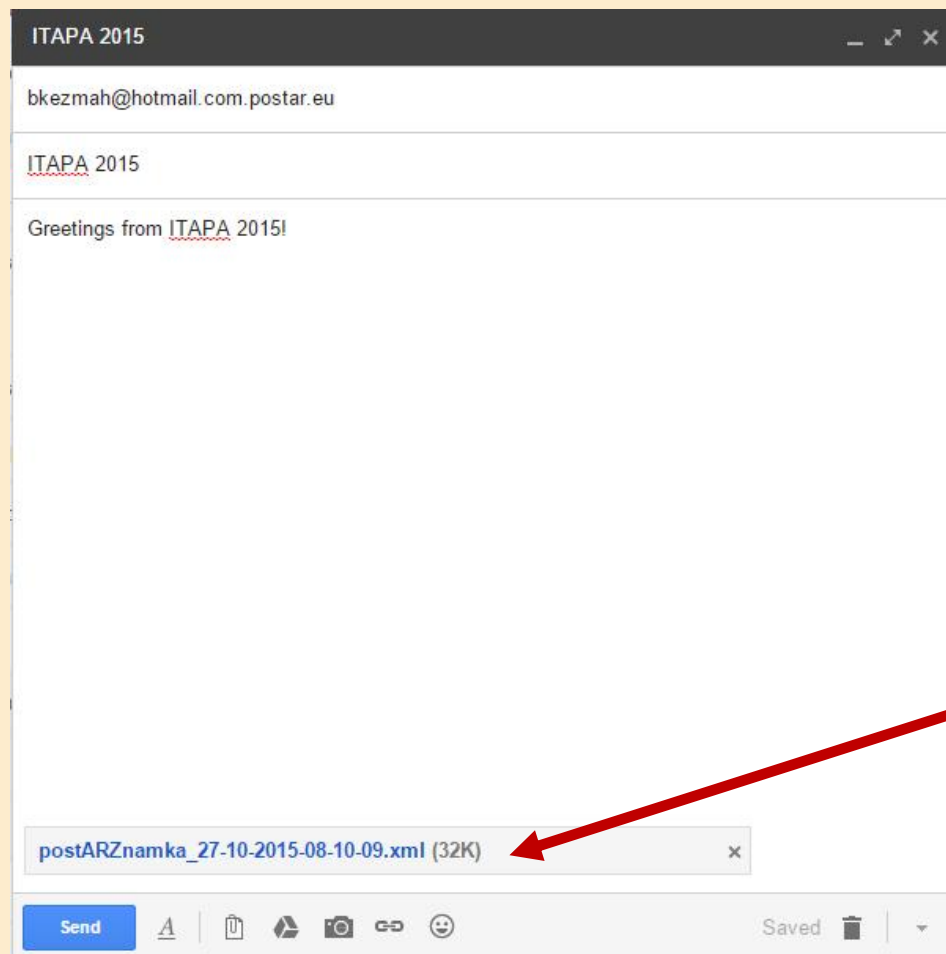
Payment with a payment card or mobile payment. Choose from a variety of payment cards: Diners, Maestro, MasterCard, Visa, Activa.



[Continue](#)

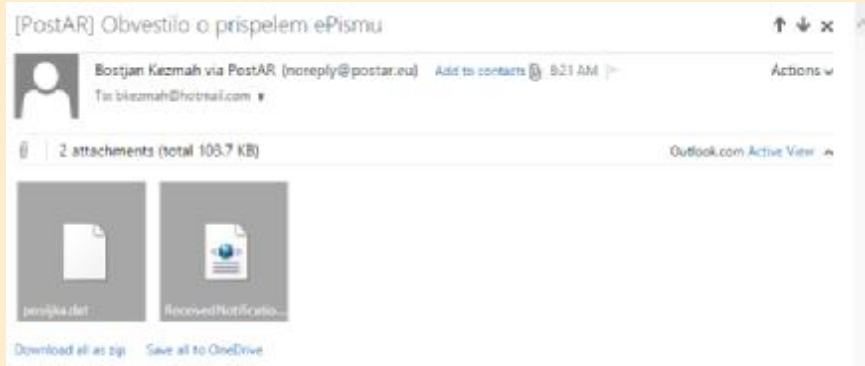
Buy eStamp/send using web portal

How PostAR works – GMail sender



Use eStamp as attachment to send registered mail

How PostAR works – Outlook.com recipient




Obvestilo o prispelem ePismu


Navadno ePismo
 Priporočeno ePismo
 ePismo s povratnico

Številka ePisma: **1325ad9d-31c2-4094-be3d-05a269b60bfb**

Posiljatelj: **bkezmaš@gmail.com**

Za plačilo: **0,00 EUR**

ePismo je zaklenjeno in priloženo kot priponka k temu sporočilu. Prezimate ga lahko 24 ur na dan, 7 dni v tednu s kvalificiranim potrdilom ali SMS geslom:

- na povezavi <https://www.postar.eu/Receive/ConsignmentTakeover?consignmentid=53c25816-4253-4a9c-b8ba-3e21e2dc331b-2824>,
- na portalu PostAR, tako da naložite priponko tega sporočila in elektronsko podpišete povratnico z vašim kvalificiranim potrdilom,
- z vpisom SMS gesla, če je tako določil pošiljatelj.

Rok za prevzem ePisma prične teči z dnem **27.10.2015**. Prezimate ga lahko v **15 dneh**, do **11.11.2015**. Po tem roku bo ePismo vrnjeno pošiljatelju.

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After „unlocking“:

§ Save in different formats

§ Receive using POP3

Sign AR using certificate, SMS password, OTP, ...

How PostAR works – GMail sender

[PostAR] Potrdilo o oddaji ePisma 'ITAPA 2015'

PostAR <noreply@postar.eu> to me 8:21 AM (1 minute ago)

Slovenian > English Translate message Turn off for: Slovenian

Potrdilo o oddaji ePisma

Posiljatelj:
bkezmah@gmail.com

Prejemnik:
bkezmah@hotmail.com

Za sledenje ePismu obiščite spletno stran <https://www.postar.eu> ali skenirajte QR-kodo.

Priporočeno

Prevzem z SMS

Povratnica

Prevzem brez podpisa

Osebna vročitev

Zakasnitev prevzema

Sprejemna št. 1325ad9d-31c2-4094-be3d-05a269b60bfb

Velikost ePisma: 45,05 kB

Identifikator ePisma: <CAKrzj-PfBv+qU42vQeas5...>

SHA1: 65F56B137D7C84D4BEF83DCC5C71AD906EF67DFE

Prejem: 27.10.2015 8:20:56

Poštnina: 0,60 EUR

DDV: 0,05 EUR

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[PostAR] Povratnica za 'ITAPA 2015'

PostAR <noreply@postar.eu> to me 8:31 AM (0 minutes ago)

Slovenian > English Translate message Turn off for: Slovenian

POVRATNICA - obvestilo o vročitvi

Sprejemna pošta:	Datum:
Pošta Slovenije d.o.o.	27.10.2015 8:31:04
Naslovnik ePisma:	
bkezmah@hotmail.com	
Zadeva:	
ITAPA 2015	

Vrsta ePisma

Priporočeno ePismo s povratnico

Status ePisma

To ePismo je bilo pravilno vročeno

Vročeno

A.R.

Žig pošte, ki vrača povratnico.

Prejemnik povratnice:

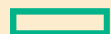
bkezmah@gmail.com

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Sender's receipts with attached signed XML documents

PostAR services for the government, business

- Without up-front investment
 - § Works with existing infrastructure
- Instant
 - § cost reduction
 - § legal proof of eLetter sent/received
 - § public tender compliance for quotes
 - § electronic archive support
- 24/7, paperless, web reporting, API, mass mailing



PostAR services for the citizen, consumer

- Without up-front registration/payment
 - § Instant availability to government/businesses
- Free software utilities (e.g. Outlook plugin)
- Works with existing mailboxes
 - § Gmail, Outlook.com
- Instant cost reduction, legal proof
- 24/7 (think Sunday 2am J)
- Paperless

Start-up involvement – why?

- Post of Slovenia is a big company
- Start-up focused on innovations, development
- Revenue share model
 - § distribute startup risk, limit income commission
 - § zero investment
- Keep full control over the service

Best practice – Opportunities for Slovakia and other countries

- Use the revenue share model with start-up
- Focus on zero investment
- Take responsibility for marketing
- Use start-up for innovation, development
- Provide SaaS solution with easy integration
- Partner model with Slovakia and other countries
 - § Local legislation, language, culture, needs, established marketing position...
 - § Opportunity for integration of partner's services



THANK YOU
WWW.POSTAR.EU

PLEASE SEND YOUR INQUIRIES TO ONE OF THE
ADDRESSES BELOW

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Boštjan Kežmah, bostjan.kezmah@cepris.si

