

# Innovation and digitalization in the mountain resorts

*FUTURE TRENDS - TECHNOLOGIES OF THE FUTURE / CHANGE OF  
ENVIRONMENT/ THE FUTURE OF LIVING*

Moresce 2023 – Kopaonik, Serbia

**SPORTOUR**

*Sport & Tourism Consulting*

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## BIOGRAPHICAL NOTES DAMJAN PINTAR

- BORN:** 3. February, 1964, Ljubljana
- NATIONALITY:** Slovene
- MARRIED:** Valentina Pintar; two sons, Svit and Jan
- EDUCATION:**
- University of Ljubljana, Slovenia  
Faculty of Sport, Graduate
  - Universite Lyon 1, France  
Master's Degree in Sports management and marketing
  - Faculty of Commercial and Business Sciences Celje, Slovenia  
Ph.D in Business Sciences
- LANGUAGES:** English, German, Swedish,  
Slavic languages from former Yugoslavia
- SPORTS:** Track-and-field, squash, skiing, tennis,  
scuba diving

## COMPANY DANDI.d.o.o.

- ESTABLISHED:**  
1990
- FIELD OF OPERATION:**  
Sports, Tourism
- BRANDS:**  
Rogla apartments Dandi  
SPORTOUR
- DOMICILE:**  
Slovenia, EU
- LOCATION ACIVITY:**  
Worldwide

**ROGLA APARTMENTS DANDI**

*Brand established 1997*

**SPORTOUR**

*Brand established 2015*

# Innovation and digitalization in the mountain resorts

FUTURE TRENDS - TECHNOLOGIES OF THE FUTURE / CHANGE OF ENVIRONMENT/ THE FUTURE OF LIVING

*To understand the future of our industry, we need to understand the trends and future needs of our users/customers*

## – TECHNOLOGIES OF THE FUTURE

- Data intelligence
  - BIG DATA - USE of artificial intelligence
  - DEVELOPMENT OF QUANTUM COMPUTERS
  - CYBER ATTACKS



A non-fungible token (NFT) is a unique digital identifier that cannot be copied, substituted, or subdivided, that is recorded in a blockchain, and that is used to certify ownership and authenticity.

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FUTURE TRENDS - TECHNOLOGIES OF THE FUTURE / CHANGE OF ENVIRONMENT/ THE FUTURE OF LIVING

## – CHANGE OF ENVIRONMENT

### Clean energy

- \* Hydro, wind and solar energy = **95% of sustainable electricity capacity = 28.6% of total energy**
- \* Hydropower = 16% of all energy (growth 5.9%/l from 2020 to 2027)
- \* Solar energy (growth 25.7%/l until 2028)
  - Wind turbines, growth of 9.3%/l until 2028 - in 2020,
  - A wind turbine was installed on earth every 11 minutes.

### Energy storage

- \* Pumped hydro power plants (PSH) – 10% growth until 2028.
- \* Batteries (very small global share) - 14.1% growth to 2027

### Recycling

- \* Steel / aluminum: less energy is required if recycled
- \* Less than 5% of rare metals are recycled

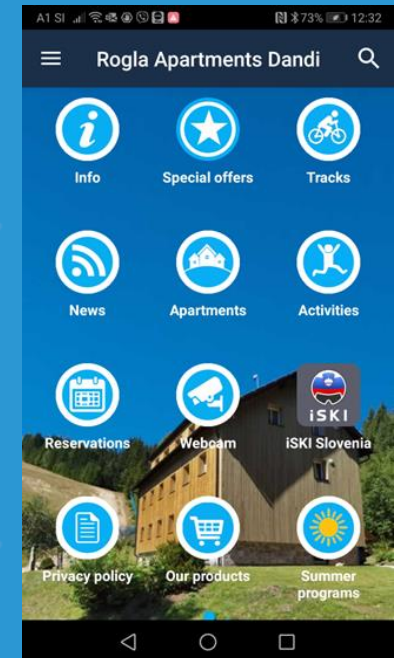
Global Metal Recycling Market: USD 368.7 Billion (2030) Growth 5.2%

Plastic recycling cost = production cost

### Water

More than two billion people do not have access to safe and clean drinking water.

Water storage, distribution, water extraction infrastructure, water purification and desalination, wastewater treatment. USD 22.4 billion market (2026), growth 10.1%



# Innovation and digitalization in the mountain resorts

FUTURE TRENDS - TECHNOLOGIES OF THE FUTURE / CHANGE OF ENVIRONMENT/ THE FUTURE OF LIVING

## THE FUTURE OF LIVING

- Home of the future
- Home automation: smart devices 38%, control and connectivity by 20%, security by 15% (2021), growth 13% by 2026
- Green buildings: the concrete market accounts for 8% of global CO2 emissions; growth of 6.2% until 2027

# Innovation and digitalization in the mountain resorts

FUTURE TRENDS - TECHNOLOGIES OF THE FUTURE / CHANGE OF ENVIRONMENT/ THE FUTURE OF LIVING

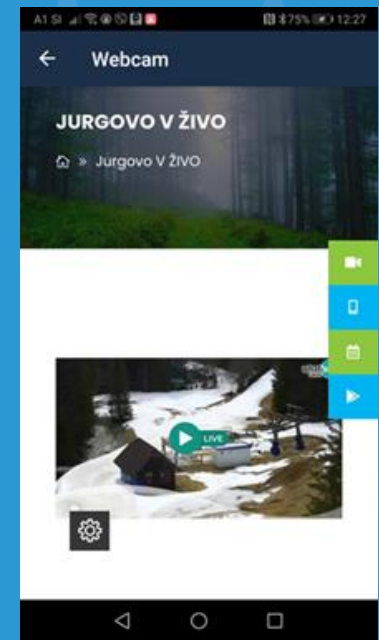
## THE FUTURE OF LIVING

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# Innovation and digitalization in the mountain resorts

## Case study

- We all have currently at least 3+1 major issues managing resorts and companies:
- Resources Finances / Capital
- Resources – goods we are using
- Staff ( managing and marketing&sales)
- Energy



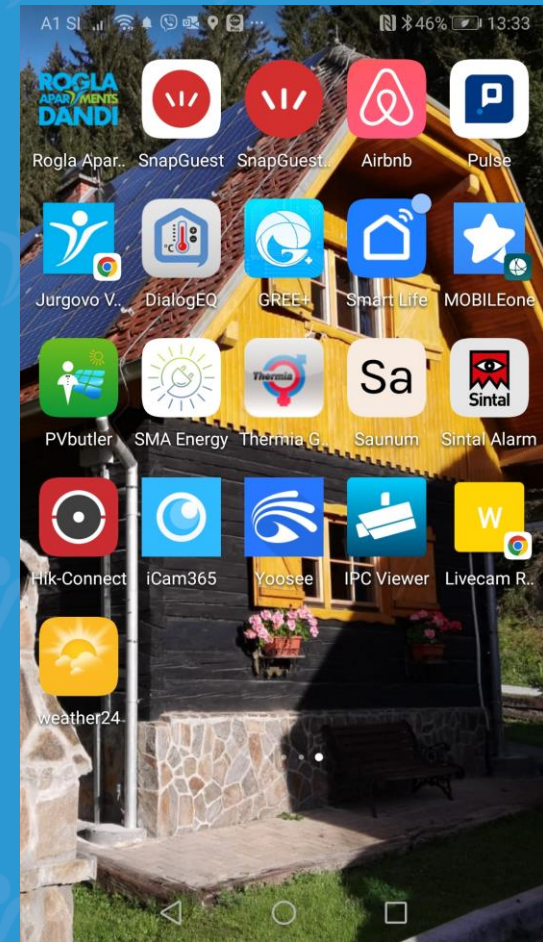
# Innovation and digitalization in the mountain resorts

Case study of remote management of accommodation capacities in different locations

1. Marketing management and communication with guests using integrated sales tools
2. Remote management of facilities (heating, cooling, ventilation and recuperation)
3. Remote control of energy production and consumption
4. System of remote protection of surveillance and communication&marketing cameras
5. Other useful applications

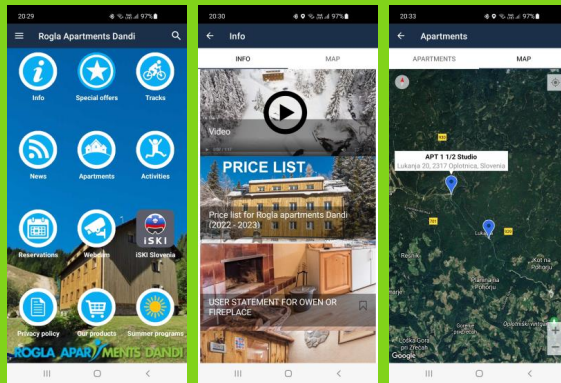
## THREE MAIN GOALS SET UP IN 2018:

1. Effective marketing management and tool integration
2. Energy efficiency of business with remote facility management
3. Energy self-sufficiency and efficiency

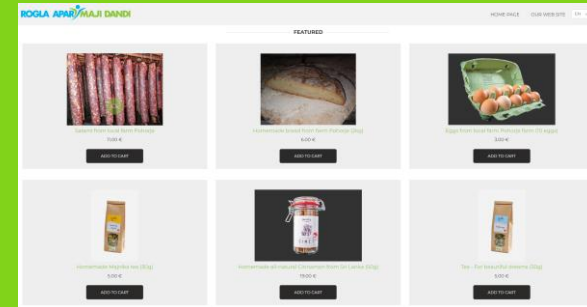




# Rogla Apartments Dandi MOBILEone - Platform for digital transformation



Mobile App



Web shop

EASY EDIT  
WITH ONE  
CONTROL  
PANEL



Web Site

REGISTER NEW PERSON



Wine tasting  
15.00 €

Name

Last name

Phone

Email

Number of persons

How did you find out about us?

social networks

friends

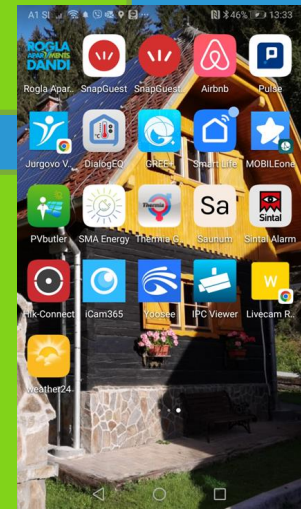
TV

internet

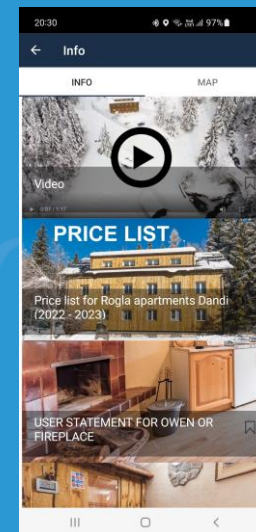
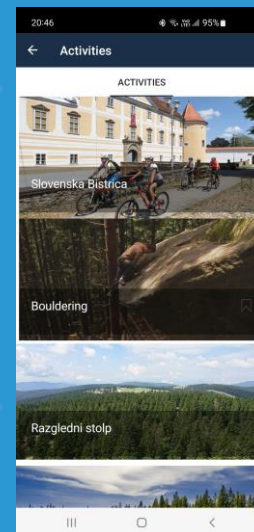
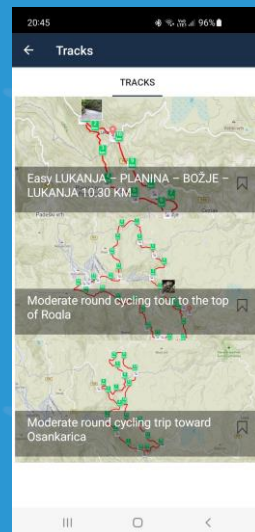
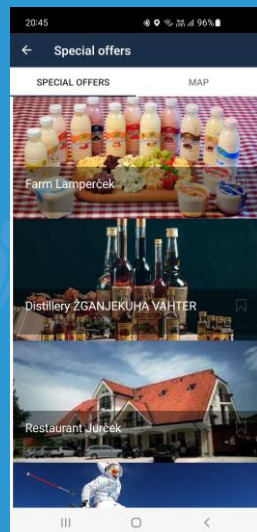
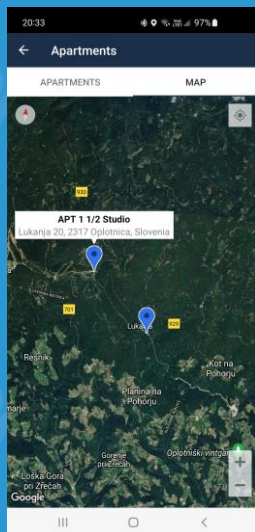
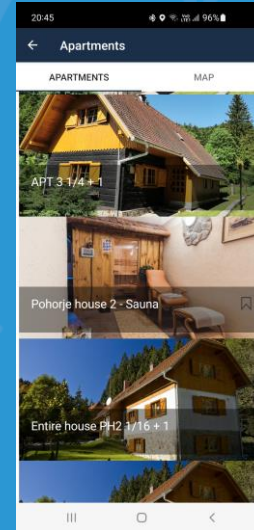
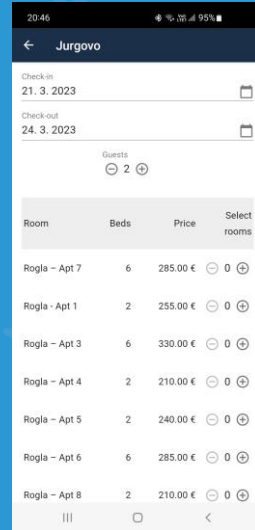
newspaper

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Events registration



# Rogla Apartments Mobile App



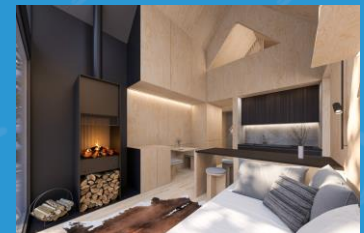
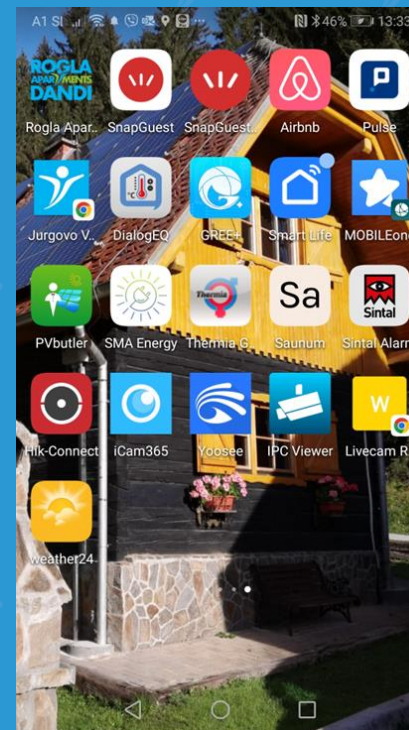
# All in One software solution for managing guests

1. An all-in-one software solution for managing small accommodation rentals
2. a user-friendly mobile app, that allows owners to lead their businesses professionally by:

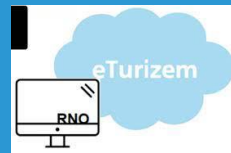
- fast scanning guest's documents,
- managing reservations
- issuing invoices in a single click



make tourism simple



# All in One software solution for managing guests



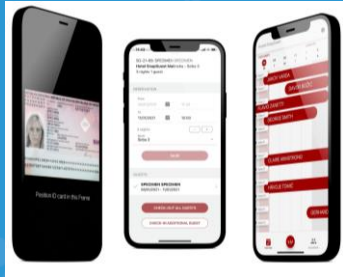
snapguest

## Guestbook



### Guestbook with optical recognition

Transfers needed information from ID into digital form.  
Generates automatic reports to required government officials (municipality, statistics dep., police).



### Guestbook with optical recognition

Automatic reports to government officials



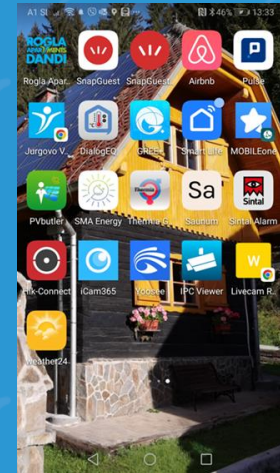
### Channel manager

Automatic synchronisation of online reservations from multiple websites (Booking.com, Airbnb, etc.).

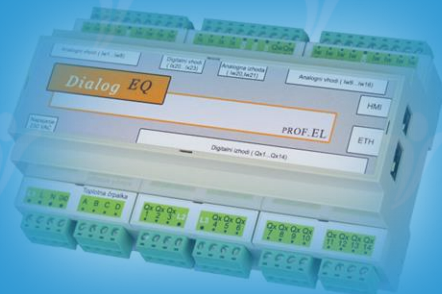


### Cash register

Speeds up the check-out process, enables financial / accountant reports

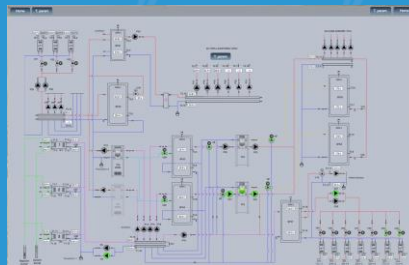


# Building management system (BMS) for residential, industry and hotels



Hotel and SPA application

Remote management and control of energy devices with simple intervention and integration of various systems



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www.prof.el.si

It's about keeping customers and getting new ones



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B2B Networking

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AND PRESENTATIONS ON ALL CONTINENTS**

# It's about keeping customers and getting new ones



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B2B Networking

# TRAVELSHOPBOOKING

*"Discover Globally"*



## TRAVELSHOPBOOKING

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Sportour*

**I FEEL  
SLOVENIA**

