

246814-2026 - Competition

Norway – Business development consultancy services – 25/01196 prequalification framework agreement management development and organisation development.

OJ S 70/2026 10/04/2026

Contract or concession notice – standard regime

Services

1. Buyer

1.1. Buyer

Official name: Forsvarets forskningsinstitutt

Email: marianne.lund@ffi.no

2. Procedure

2.1. Procedure

Title: 25/01196 prequalification framework agreement management development and organisation development.

Description: The Norwegian Defence Research Establishment (FFI) is a civil research institution directly under the Ministry of Defence. The company has more than 900 employees, of which approx. 600 are researchers and engineers who develop technology and knowledge to enable the Norway to have a modern and efficient defence. The institute is multi-disciplinary and covers subjects such as mathematics, physics, information technology, chemistry, biology, medicine, psychology, political science and economics. The institute is located in Kjeller near Lillestrøm and has a smaller work unit at Karljohansvern in Horten. The procurement is for a framework agreement for consultancy services within management development and organisation development. The procurement will be carried out in accordance with the procedure 'restricted tender competition' in accordance with FOSA § 5-1 first section. This is a procedure in two phases that begins with this qualification phase. All interested suppliers have the option to submit a request for participation in the competition. Of the qualified tenderers, a given number will be invited to submit tenders in the next phase of the procedure (the tender phase), cf. the tender documentation point 5.

Procedure identifier: dbb99c04-7c01-400f-a509-8a97f9bbdd0e

Internal identifier: 19380807-7326-4d5a-b36d-c24591729e6b

Type of procedure: Restricted

The procedure is accelerated: no

Main features of the procedure: The procurement will be carried out in accordance with the procedure 'restricted tender competition' in accordance with FOSA § 5-1 first section. This is a procedure in two phases that begins with this qualification phase. All interested suppliers have the option to submit a request for participation in the competition. Of the qualified tenderers, a given number will be invited to submit tenders in the next phase of the procedure (the tender phase), cf. the tender documentation point 5.

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 72221000 Business analysis consultancy services, 72224000

Project management consultancy services, 73000000 Research and development services

and related consultancy services, 73200000 Research and development consultancy services, 73210000 Research consultancy services, 73220000 Development consultancy services, 79400000 Business and management consultancy and related services, 79633000 Staff development services, 85312300 Guidance and counselling services

2.1.2. Place of performance

Country: Norway

Anywhere in the given country

2.1.3. Value

Estimated value excluding VAT: 12 000 000,00 NOK

Maximum value of the framework agreement: 12 000 000,00 NOK

2.1.4. General information

Legal basis:

Directive 2009/81/EC

Forsvar og sikkerhet - The procurement will be carried out in accordance with the procedure 'restricted tender competition' in accordance with FOSA § 5-1 first section. This is a procedure in two phases that begins with this qualification phase. Of the qualified tenderers, a given number will be invited to submit tenders in the next phase of the procedure (the tender phase), cf. the tender documentation point 5.

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Procurement Document

5. Lot

5.1. Lot: LOT-0000

Title: 25/01196 prequalification framework agreement management development and organisation development.

Description: The Norwegian Defence Research Establishment (FFI) is a civil research institution directly under the Ministry of Defence. The company has more than 900 employees, of which approx. 600 are researchers and engineers who develop technology and knowledge to enable the Norway to have a modern and efficient defence. The institute is multi-disciplinary and covers subjects such as mathematics, physics, information technology, chemistry, biology, medicine, psychology, political science and economics. The institute is located in Kjeller near Lillestrøm and has a smaller work unit at Karljohansvern in Horten. The procurement is for a framework agreement for consultancy services within management development and organisation development. The procurement will be carried out in accordance with the procedure 'restricted tender competition' in accordance with FOSA § 5-1 first section. This is a procedure in two phases that begins with this qualification phase. All interested suppliers have the option to submit a request for participation in the competition. Of the qualified tenderers, a given number will be invited to submit tenders in the next phase of the procedure (the tender phase), cf. the tender documentation point 5.

Internal identifier: 9a827184-e362-4733-b7dc-564a6d104e38

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 72221000 Business analysis consultancy services, 72224000 Project management consultancy services, 73000000 Research and development services and related consultancy services, 73200000 Research and development consultancy services,

73210000 Research consultancy services, 73220000 Development consultancy services, 79400000 Business and management consultancy and related services, 79633000 Staff development services, 85312300 Guidance and counselling services

Options:

Description of the options: The framework agreement period is 4 years. The contracting authority shall have the option to extend the framework agreement once more than three years. The maximum contract period, including options, will be 7 years.

5.1.2. Place of performance

Country: Norway

Anywhere in the given country

5.1.3. Estimated duration

Duration: 7 Years

5.1.4. Renewal

Maximum renewals: 1

Other information about renewals: The framework agreement period is 4 years. The contracting authority shall have the option to extend the framework agreement once more than three years. The maximum contract period, including options, will be 7 years.

5.1.5. Value

Estimated value excluding VAT: 12 000 000,00 NOK

Maximum value of the framework agreement: 12 000 000,00 NOK

5.1.6. General information

Reserved participation:

Participation is not reserved.

Procurement Project not financed with EU Funds.

5.1.9. Selection criteria

Sources of selection criteria: Procurement Document

Information about the second stage of a two-stage procedure:

Maximum number of candidates to be invited for the second stage of the procedure: 5

5.1.10. Award criteria

Criterion:

Type: Price

Name: Price

Description: Price 20 % Including consultant 40% and senior adviser 60 %

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 20

Criterion:

Type: Quality

Name: Assignment comprehension

Description: Understanding of assistance needs and methodic approach to the assignment described in the tender documentation and Annex 1 the customer's requirement specification.

Documentation requirement: The tenderer's response to the described need in Part 1 of the tender documentation as well as Part 3 Annex 1 the contracting authority's requirement specifications. In addition, an assignment comprehension is provided with a response of maximum 10 A-4 pages arial font size 10.

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 50

Criterion:

Type: Quality

Name: Competence offered to personnel and availability.

Description: Education, including formal competence and other competence. Relevant experience from the institute and university college sector. Relevant experience from the defence sector and other social critical sectors. Relevant experience from equivalent assignments. Documentation requirement: The tenderer's response to Part 3 annex 1 the customer's requirement specifications, as well as Part 3 cv template.

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 30

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: Norwegian

Address of the procurement documents: <https://permalink.mercell.com/281182719.aspx>

5.1.12. Terms of procurement

Terms of submission:

Obligatory indication of subcontracting: The share of the contract that the tenderer intends to subcontract

Electronic submission: Required

Address for submission: <https://permalink.mercell.com/281182719.aspx>

Languages in which tenders or requests to participate may be submitted: Norwegian

Advanced or qualified electronic signature or seal (as defined in Regulation (EU) No 910/2014) is required

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 11/05/2026 08:00:00 (UTC+00:00) Western European Time, GMT

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Conditions relating to the performance of the contract: See the tender documentation and accompanying documents and annexes.

Financial arrangement: See the general contract terms.

Subcontracting:

The contractor must indicate any change of subcontractors during the execution of the contract.

5.1.15. Techniques

Framework agreement:

Framework agreement, without reopening of competition

Maximum number of participants: 1

5.1.16. Further information, mediation and review

Information about review deadlines: A waiting period of ten calendar days will be given after the award. The contracting authority intends to enter into a contract when the waiting period has expired.

8. Organisations

8.1. ORG-0001

Official name: Forsvarets forskningsinstitutt
Registration number: 970963340
Postal address: Postboks 25
Town: KJELLER
Postcode: 2027
Country subdivision (NUTS): Akershus (NO084)
Country: Norway
Contact point: Marianne Lund
Email: marianne.lund@ffi.no
Telephone: +47 63807050
Fax: +47 63807059
Internet address: <http://www.ffi.no/>

Roles of this organisation:

Buyer

Notice information

Notice identifier/version: f61efbb4-e685-4739-a0df-54976d89bde4 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

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