

## 303343-2026 - Consultation

Finland – Education and training services – Digital training programmes for TVET trainers in Ethiopia

OJ S 85/2026 04/05/2026

Pre-market consultation notice

Services

### 1. Buyer

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#### 1.1. Buyer

Official name: Finnish National Agency for Education

Email: [kilpailutus@hansel.fi](mailto:kilpailutus@hansel.fi)

Legal type of the buyer: Central government authority

Activity of the contracting authority: Education

### 2. Procedure

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#### 2.1. Procedure

Title: Digital training programmes for TVET trainers in Ethiopia

Description: The subject of the upcoming procurement is the design, delivery and implementation support services of an external service provider for TVET teacher training to be carried out in Ethiopia. The procurement supports the digital transformation of the country's Technical and Vocational Education and Training (TVET) system as part of Specific Objective 2 (SO2) of the DESTA, Digital Ethiopia: Skills and TVET Action programme. The objective of the procurement is to strengthen the digital, pedagogical and institutional capacities of Ethiopian TVET teachers and teacher trainers so that they are able to deliver high-quality, learner-centred, gender-responsive and accessible digitally enabled vocational education. Particular attention will be paid to gender equality and the inclusion. The selected tenderer will be responsible for the design and delivery of the first training programme of a three-tier TVET Trainers' Digital Competence Pathway: Foundation Programme in Digital TVET and Learner-Centred Pedagogy, while the three-tier programme also includes advanced-level training and a Training of Trainers (ToT) programme. The training programme will be delivered using blended learning modalities (face-to-face, distance and online learning) and will leverage Ethiopia's national Moodle-based learning management system. The service package includes (based on preliminary information): • design and delivery of the training programme and implementation plans in cooperation with national stakeholders and EDUFI • design and production of an open online course on foundations of digital and learner-centred pedagogy • facilitation of trainings, workshops, mentoring and peer-learning activities • assessment of teachers' competences and certification • strengthening of institutional capacity for the sustainable implementation of digital TVET education • management of travel costs and daily allowances for training participants. The procurement will be implemented in several regions of Ethiopia and will support broader national objectives related to education, employment and digitalisation, as well as the priorities of EU and Finnish development cooperation. GENERAL INFO Please note that this is a prior information notice (hereinafter referred to as 'the notice') and that this notice is not a call for tenders. The information provided in this notice is preliminary and may change as preparation progresses. The aim is to publish the final call for tenders in June 2026. REGISTRATION AND QUESTION TO POTENTIAL TENDERERS Potential tenders of this procurement are invited to send their contact details by e-mail to

[kilpailutus@hansel.fi](mailto:kilpailutus@hansel.fi) with the subject line: "Digital training programmes for TVET trainers in Ethiopia – Market dialogue" In the registration email, participants are kindly requested to provide the following information: - contact details - responses to the questions outlined below

1. How will you integrate inclusion and gender-responsivity principles into the training content and delivery methods?
2. How will you integrate basic digital skills (LMS, etc.) into learner-centred pedagogy?
3. What team composition and expertise do you consider essential for designing and delivering this training and online course?
4. How would you structure and schedule the blended learning approach, balancing intensive face-to-face weeks in computer labs with remote learning periods?
5. How will you tailor the training content and delivery to address sector-specific digital technology needs (e.g., agriculture, hospitality)?
6. How will you incorporate and adapt the strengths of Finnish pedagogical practices to this context?
7. How would you organise payment transactions (managing travel costs and daily allowances) for training participants?

Please send your participation and answer to the above questions at the latest on 12 May 2026. Answers may be submitted in English. The personal data of the registered persons will only be used for contacts related to this upcoming procurement.

**MARKET DIALOGUE** The contracting authority reserves the opportunity to send a draft of the invitation to tender to potential tenderers for comments. In a so-called market dialogue, potential suppliers will be given the opportunity to comment on the draft material in writing.

Internal identifier: OPH-3697-2026

#### **2.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 80000000 Education and training services

Additional classification (cpv): 72212931 Training software development services, 73000000 Research and development services and related consultancy services, 80420000 E-learning services

#### **2.1.2. Place of performance**

Country: Ethiopia

Anywhere in the given country

Additional information: The service will be implemented in Ethiopia and online.

#### **2.1.4. General information**

**Legal basis:**

Other

## **5. Lot**

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### **5.1. Lot: LOT-0000**

Title: Digital training programmes for TVET trainers in Ethiopia

Description: The subject of the upcoming procurement is the design, delivery and implementation support services of an external service provider for TVET teacher training to be carried out in Ethiopia. The procurement supports the digital transformation of the country's Technical and Vocational Education and Training (TVET) system as part of Specific Objective 2 (SO2) of the DESTA, Digital Ethiopia: Skills and TVET Action programme. The objective of the procurement is to strengthen the digital, pedagogical and institutional capacities of Ethiopian TVET teachers and teacher trainers so that they are able to deliver high-quality, learner-centred, gender-responsive and accessible digitally enabled vocational education. Particular attention will be paid to gender equality and the inclusion. The selected tenderer will be responsible for the design and delivery of the first training programme of a three-tier TVET Trainers' Digital Competence Pathway: Foundation Programme in Digital TVET and Learner-

Centred Pedagogy, while the three-tier programme also includes advanced-level training and a Training of Trainers (ToT) programme. The training programme will be delivered using blended learning modalities (face-to-face, distance and online learning) and will leverage Ethiopia's national Moodle-based learning management system. The service package includes (based on preliminary information): • design and delivery of the training programme and implementation plans in cooperation with national stakeholders and EDUFI • design and production of an open online course on foundations of digital and learner-centred pedagogy • facilitation of trainings, workshops, mentoring and peer-learning activities • assessment of teachers' competences and certification • strengthening of institutional capacity for the sustainable implementation of digital TVET education • management of travel costs and daily allowances for training participants. The procurement will be implemented in several regions of Ethiopia and will support broader national objectives related to education, employment and digitalisation, as well as the priorities of EU and Finnish development cooperation. GENERAL INFO Please note that this is a prior information notice (hereinafter referred to as 'the notice') and that this notice is not a call for tenders. The information provided in this notice is preliminary and may change as preparation progresses. The aim is to publish the final call for tenders in June 2026. REGISTRATION AND QUESTION TO POTENTIAL TENDERERS Potential tenders of this procurement are invited to send their contact details by e-mail to [kilpailutus@hansel.fi](mailto:kilpailutus@hansel.fi) with the subject line: "Digital training programmes for TVET trainers in Ethiopia – Market dialogue" In the registration email, participants are kindly requested to provide the following information: - contact details - responses to the questions outlined below 1. How will you integrate inclusion and gender-responsivity principles into the training content and delivery methods? 2. How will you integrate basic digital skills (LMS, etc.) into learner-centred pedagogy? 3. What team composition and expertise do you consider essential for designing and delivering this training and online course? 4. How would you structure and schedule the blended learning approach, balancing intensive face-to-face weeks in computer labs with remote learning periods? 5. How will you tailor the training content and delivery to address sector-specific digital technology needs (e.g., agriculture, hospitality)? 6. How will you incorporate and adapt the strengths of Finnish pedagogical practices to this context? 7. How would you organise payment transactions (managing travel costs and daily allowances) for training participants? Please send your participation and answer to the above questions at the latest on 12 May 2026. Answers may be submitted in English. The personal data of the registered persons will only be used for contacts related to this upcoming procurement. MARKET DIALOGUE The contracting authority reserves the opportunity to send a draft of the invitation to tender to potential tenderers for comments. In a so-called market dialogue, potential suppliers will be given the opportunity to comment on the draft material in writing. Internal identifier: OPH-3697-2026

#### **5.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 80000000 Education and training services

Additional classification (cpv): 72212931 Training software development services, 73000000 Research and development services and related consultancy services, 80420000 E-learning services

#### **5.1.2. Place of performance**

Country: Ethiopia

Anywhere in the given country

Additional information: The service will be implemented in Ethiopia and online.

#### **5.1.11. Procurement documents**

Languages in which the procurement documents are officially available: English

Address of the procurement documents: <https://tarjouspalvelu.fi/opetushallitus?id=612172&tpk=95799356-9ec4-4690-9793-1c4d1e5106c0>

#### 5.1.12. Terms of procurement

##### Terms of submission:

Electronic submission: Required

Address for submission: <https://tarjouspalvelu.fi/opetushallitus?id=612172&tpk=95799356-9ec4-4690-9793-1c4d1e5106c0>

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

Deadline for receipt of answers: 12/05/2026 09:00:00 (UTC+00:00) Western European Time, GMT

## 8. Organisations

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### 8.1. ORG-0001

Official name: Finnish National Agency for Education

Registration number: 2769790-1

Postal address: Hakaniemenranta 6

Town: Helsinki

Postcode: 00530

Country subdivision (NUTS): Helsinki-Uusimaa (F11B1)

Country: Finland

Contact point: Yhteyspiste: Hansel Oy

Email: [kilpailutus@hansel.fi](mailto:kilpailutus@hansel.fi)

Telephone: +358 294444329

Internet address: <http://www.oph.fi>

##### Roles of this organisation:

Buyer

### 8.1. ORG-0002

Official name: Hansel Oy (Hilma)

Registration number: FI09880841

Postal address: Mannerheiminaukio 1a

Town: Helsinki

Postcode: 00100

Country subdivision (NUTS): Helsinki-Uusimaa (F11B1)

Country: Finland

Contact point: eSender

Email: [tekninen@hankintailmoitukset.fi](mailto:tekninen@hankintailmoitukset.fi)

Telephone: 029 55 636 30

Internet address: <http://hankintailmoitukset.fi>

##### Roles of this organisation:

TED eSender

## Notice information

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