

## 314102-2026 - Competition

### Finland – Retail trade services – Finavia: Food & Beverage Units to Non-Schengen - Concession Notice - Request to Participate

OJ S 88/2026 07/05/2026

Contract or concession notice – standard regime  
Services

## 1. Buyer

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### 1.1. Buyer

Official name: Finavia Oyj

Email: [tuomas.pitkanen@finavia.fi](mailto:tuomas.pitkanen@finavia.fi)

Legal type of the buyer: Public undertaking

The buyer is a contracting entity

Activity of the contracting entity: Airport-related activities

## 2. Procedure

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### 2.1. Procedure

Title: Finavia: Food & Beverage Units to Non-Schengen - Concession Notice - Request to Participate

Description: Finavia grants possession of business premises at the non-Schengen of Helsinki Airport, to Operator specializing in offering food & beverage (F&B) atmosphere and F&B products. The tender consists of two (2) F&B units. The units shall be open to all potential customers during the joint opening hours of the commercial services at the airport. Part of the restaurant's food and beverage offering shall be available to customers 24 hours a day. The tendered unit consists of one primary unit with high-capacity kitchen facilities supported by additional unit to maximise the sales for the Operator and the service level for passengers and other customers. Sharing a good location directly alongside customer routes and lively gate areas. The premises are visible, easily accessible alongside passenger's way to their gate, where streams of passengers can pause and enjoy a meal, drink or a refreshing cup of coffee in a welcoming and appealing environment. Excellent customer service provided by a highly skilled and dedicated staff and a pleasant ambiance and coherent design of the premises create additional value to customers and the area. Finavia's vision is to offer world-class services for air passengers and airlines. At the heart of our strategy is the development of Helsinki Airport. World class customer experience will distinguish us from our competitors. Our customer promise "For smooth travelling" underlines the vision and kept by actions lead by customer experience pillars: GIFT OF TIME "I have time to do the things I like" CONFIDENCE "I have a feeling that I am on top of things" REFRESHED "I feel good - body, mind and soul" FINNISH EXPERIENCE "I experience something unique".

Procedure identifier: 25eae3df-27aa-4a0c-bd2e-90280a8d25f7

Internal identifier: 612249

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

Main features of the procedure: In the negotiations rounds participants go through the preliminary tender material provided by Finavia as well as the preliminary Tender criteria. The tenderers are asked to submit the preliminary tender by the deadline. The preliminary tender submitted by the tenderer is to be discussed further for both Finavia to understand the

tenderers preliminary tender better as well as for the tenderer to understand the Finavia's tender criteria better. Schedule (times are Helsinki times, dates are DD.MM.): 15.05.2026 - Questions concerning the procedure by 13:00 21.05.2026 - Submitting the Request to Participate by 13:00 21.05.2026 - Invitation to Negotiate and Preliminary Invitation to Tender, at earliest 26.05.2026 - Questions, comments and preliminary tender submitted by 13:00 27.05.2026 – Negotiations round & Site visits– Day 1 28.05.2026 – Negotiations round & Site visits– Day 2 28.05.2026 - Negotiations end (without separate notice) 01.06.2026 - Final Invitation to Tender is published, at earliest 09.06.2026 - Questions regarding the Final Invitation to Tender by 13:00 16.06.2026 - Final Tender submitted by 13:00 17.06.2026 - Procurement decision, at earliest 02.07.2026 - Signing of the Agreement, at earliest Finavia reserves the right to change the schedule. Candidates are responsible for submitting their participation, questions and Final Tenders in due time. In the first phase of the procurement, potential Candidates will be invited to participate. Based on the Requests to Participate, Candidates meeting the minimum requirements shall be invited to participate as Tenderers and invited to Negotiate. Tenderers selected to negotiate shall provide, together with a Preliminary Tender, preliminary plans of the Units for evaluation before the negotiations round. Tenderers are invited to provide feedback, comments and suggestions regarding the documentation. Finavia may invite the Tenderers to several rounds of meetings, if necessary. Negotiation agenda shall be instructed in the Invitation to Negotiate. Participants have the opportunity to ask questions at each stage. Tenderers are advised to consider that after the Procurement Decision has been made, agreements shall not be negotiated. Minor clarifications and additions to contact details and dates shall be made. Finavia sets suitability requirements to the Tenderers. Tenderer's own conditions and terms may not be included in any of the material it submits. Registration to Tarjouspalvelu supplier portal is free of charge. Registration is supported by Tarjouspalvelu support, which is to be contacted in any matter regarding registration, completing and/or submitting offers. To avoid confusion, Candidates are advised to register to Tarjouspalvelu using the company name and ID of the entity that shall sign the Agreement. The procurement documentation, including the Agreement, any security details and floor plans etc. are available only against a duly filled-in and signed NDU. The NDU form is available in Tarjouspalvelu for registered users. Upon receipt of the signed NDU, Finavia provides a link (by email, to the email the NDU was received from) to a secure download location, from where the Tenderer may download the entire material. The signed NDU shall be sent to [hankintapaallikot@finavia.fi](mailto:hankintapaallikot@finavia.fi) with subject: "F&B Units to Non-Schengen at Helsinki Airport". The technical documentation is subject to change due to the nature of construction planning and processes.

#### **2.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 55900000 Retail trade services

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

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

Country: Finland

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

Additional information: The non-Schengen Food & Beverages (F&B) Units consist of unique premises in the key location in the immediate vicinity of the non-Schengen terminal's passenger routes. Situated at the heart of the non-Schengen passenger routes, non-Schengen F&B Units serve a high volume international and local customers with relatively more international passengers than in other parts of the Helsinki Airport gate area. The aim of the premises is to create a welcoming and stylish spaces equipped with first- rate service and

design at Helsinki Airport's international non-Schengen terminal. Tasty menus and high-quality customer service completed with inviting and coherent design of the premises create additional value for the customer and the airport area overall. Operating at the heart of the non-Schengen terminal, the non-Schengen F&B Units offer passengers a relaxed space to pause and enjoy a refreshment and meal while preparing for departure. The non-Schengen F&B Units are a wide selection of attractive and interesting F&B products appealing to international and local customers. The Non-Schengen F&B Units consist of two premises out of which one shall be a stylish all-day food & beverage (F&B) restaurant that takes dayparting outstandingly well into consideration and reflects a local sense of place through its concept and offering. The second unit shall be a highly recognizable, globally branded Quick Service Restaurant (QSR). Main customer groups for these units are all departing non-Schengen passengers. Other main customer groups include arriving passengers as well as people working in the airport area. As the non-Schengen terminal is a hub of arriving departing and transferring passengers to international and long-haul destinations, there is a relatively more international customers visiting these units than in other parts off the gate areas of Helsinki Airport. Thus, stylish and high quality but yet inspirational concepts and products are in demand for these locations. Excellent customer service provided by a highly skilled and dedicated staff and a coherent design of the premises create additional value to customers and the airport area overall. The envisaged play area to be implemented by the Tenant next to the all-day restaurant is aimed to add value to families traveling with kids. The units form the heart of the F&B offering in the most central location of the non-Schengen terminal. Thus, an impressive collection of appealing and in-demand concepts and products shall be expected in the busy and unique hub that is Helsinki Airport non-Schengen terminal. The tenderer shall show high competence, creativity, and understanding in serving the right products, product combinations and concepts to best fulfil customers' needs. A skilled and dedicated restaurant staff creates a warm and professional ambience. Excellent customer service is one of the key objectives for Helsinki Airport. Therefore, the opening hours of restaurants throughout the airport are unified and Finavia shall be entitled to determine the opening hours. The all-day restaurant premises is expected to operate 24 hrs a day with scalable product offering. The Unit(s): Ref. of floor plans: D2317, D2360, D2367 Size: Approximately 953 m2 Non-Schengen Airside The construction of the premises is planned to start 1.2.2027 The opening date is planned to be 1.5.2027

**Legal basis:**

Directive 2014/23/EU

**2.1.6. Grounds for exclusion**

Sources of grounds for exclusion: Procurement Document

## 5. Lot

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**5.1. Lot: LOT-0000**

Title: Finavia: Food & Beverage Units to Non-Schengen - Concession Notice - Request to Participate

Description: Finavia grants possession of business premises at the non-Schengen of Helsinki Airport, to Operator specializing in offering food & beverage (F&B) atmosphere and F&B products. The tender consists of two (2) F&B units. The units shall be open to all potential customers during the joint opening hours of the commercial services at the airport. Part of the restaurant's food and beverage offering shall be available to customers 24 hours a day. The tendered unit consists of one primary unit with high-capacity kitchen facilities supported by additional unit to maximise the sales for the Operator and the service level for passengers and

other customers. Sharing a good location directly alongside customer routes and lively gate areas. The premises are visible, easily accessible alongside passenger's way to their gate, where streams of passengers can pause and enjoy a meal, drink or a refreshing cup of coffee in a welcoming and appealing environment. Excellent customer service provided by a highly skilled and dedicated staff and a pleasant ambiance and coherent design of the premises create additional value to customers and the area. Finavia's vision is to offer world-class services for air passengers and airlines. At the heart of our strategy is the development of Helsinki Airport. World class customer experience will distinguish us from our competitors. Our customer promise "For smooth travelling" underlines the vision and kept by actions lead by customer experience pillars: GIFT OF TIME "I have time to do the things I like" CONFIDENCE "I have a feeling that I am on top of things" REFRESHED "I feel good - body, mind and soul" FINNISH EXPERIENCE "I experience something unique".  
Internal identifier: 612249

#### **5.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 55900000 Retail trade services

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

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

Country: Finland

#### **5.1.3. Estimated duration**

Duration: 60 Months

#### **5.1.6. General information**

##### **Reserved participation:**

Participation is not reserved.

Procurement Project not financed with EU Funds.

This procurement is also suitable for small and medium-sized enterprises (SMEs): no  
Additional information: The non-Schengen Food & Beverages (F&B) Units consist of unique premises in the key location in the immediate vicinity of the non-Schengen terminal's passenger routes. Situated at the heart of the non-Schengen passenger routes, non-Schengen F&B Units serve a high volume international and local customers with relatively more international passengers than in other parts of the Helsinki Airport gate area. The aim of the premises is to create a welcoming and stylish spaces equipped with first- rate service and design at Helsinki Airport's international non-Schengen terminal. Tasty menus and high-quality customer service completed with inviting and coherent design of the premises create additional value for the customer and the airport area overall. Operating at the heart of the non-Schengen terminal, the non-Schengen F&B Units offer passengers a relaxed space to pause and enjoy a refreshment and meal while preparing for departure. The non-Schengen F&B Units are a wide selection of attractive and interesting F&B products appealing to international and local customers. The Non-Schengen F&B Units consist of two premises out of which one shall be a stylish all-day food & beverage (F&B) restaurant that takes dayparting outstandingly well into consideration and reflects a local sense of place through its concept and offering. The second unit shall be a highly recognizable, globally branded Quick Service Restaurant (QSR). Main customer groups for these units are all departing non-Schengen passengers. Other main customer groups include arriving passengers as well as people working in the airport area. As the non-Schengen terminal is a hub of arriving departing and transferring passengers to international and long-haul destinations, there is a relatively more international customers visiting these units than in other parts off the gate areas of Helsinki Airport. Thus, stylish and

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#### **5.1.7. Strategic procurement**

Social objective promoted: Human rights due diligence in global supply chains, Fair working conditions

#### **5.1.9. Selection criteria**

Sources of selection criteria: Procurement Document

#### **5.1.10. Award criteria**

##### **Criterion:**

Type: Price

Description: Kuten kuvattu hankintailmoituksessa

##### **Criterion:**

Type: Quality

Description: Kuten kuvattu hankintailmoituksessa

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

Access to certain procurement documents is restricted

Deadline for requesting additional information: 15/05/2026 10:00:00 (UTC+00:00) Western European Time, GMT

Information about restricted documents is available at: <https://tarjouspalvelu.fi/finaviaoyj?id=612249&tpk=e4ccee03-80be-4892-9214-562ad2f8bed5>

#### **5.1.12. Terms of procurement**

##### **Terms of submission:**

Electronic submission: Required

Address for submission: <https://tarjouspalvelu.fi/finaviaoyj?id=612249&tpk=e4ccee03-80be-4892-9214-562ad2f8bed5>

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

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 21/05/2026 10:00:00 (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

#### 5.1.16. Further information, mediation and review

Review organisation: Markkinaoikeus

Information about review deadlines: Kuten kuvattu hankintailmoituksessa

Organisation providing additional information about the procurement procedure: Finavia Oyj

Organisation providing more information on the review procedures: Markkinaoikeus

## 8. Organisations

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### 8.1. ORG-0001

Official name: Markkinaoikeus

Registration number: 3006157-6

Postal address: Radanrakentajantie 5

Town: Helsinki

Postcode: 00520

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

Country: Finland

Email: [markkinaoikeus@oikeus.fi](mailto:markkinaoikeus@oikeus.fi)

Telephone: +358 295643300

Internet address: <http://www.oikeus.fi/markkinaoikeus>

#### **Roles of this organisation:**

Review organisation

Organisation providing more information on the review procedures

### 8.1. ORG-0002

Official name: Finavia Oyj

Registration number: 2302570-2

Postal address: Lentäjätie 3

Town: Vantaa

Postcode: 01530

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

Country: Finland

Contact point: Tuomas Pitkänen

Email: [tuomas.pitkanen@finavia.fi](mailto:tuomas.pitkanen@finavia.fi)

Telephone: +358 503170948

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

#### **Roles of this organisation:**

Buyer

Organisation providing additional information about the procurement procedure

### 8.1. ORG-0003

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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Notice identifier/version: a6b25e00-245a-4994-a2d9-7bc59388f307 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 19

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