

## 329834-2026 - Competition

Denmark – Scheduled air transport services – 16.08 Flyrejser (2027)

OJ S 92/2026 13/05/2026

Contract or concession notice – standard regime

Services

### 1. Buyer

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#### 1.1. Buyer

Official name: Staten og Kommunernes Indkøbsservice A/S

Email: [rura@ski.dk](mailto:rura@ski.dk)

Legal type of the buyer: Body governed by public law

Activity of the contracting authority: Economic affairs

### 2. Procedure

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#### 2.1. Procedure

Title: 16.08 Flyrejser (2027)

Description: SKI, a central purchasing body, puts up for tender a framework agreement for the purchase of air journeys for passenger transport. The tender is conducted as an open procedure. An air journey is defined as a return flight between two destinations. The tender comprises a total of 548 routes, each put up for tender as separate lots. Each lot is evaluated, awarded and contract-managed individually. For administrative purposes, however, SKI has decided to publish the material for the tendered routes under one overall framework agreement, as the contract documents are identical for all the routes, subject to limited route-specific variations set out in Appendix B. Likewise, an overall tender document (bill of quantities) has been prepared, in which the tenderer can submit tender for the routes (lots) desired by the tenderer. The framework agreement is mandatory for state authorities and optional for SKI's other customer segments. The customers entitled to use the framework agreement are specified in Appendix A and Appendix A.1.

Procedure identifier: 92036fd2-1a20-4060-8bde-80cc97698079

Internal identifier: 8d2e1548-a598-4b89-a241-23ee144b1f50

Type of procedure: Open

The procedure is accelerated: no

Main features of the procedure: The description of the procedure is set out in the procurement documents.

##### 2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 60410000 Scheduled air transport services

##### 2.1.2. Place of performance

Anywhere

Additional information: The place of performance depends on the specific air route (lot) and may take place in multiple countries.

##### 2.1.3. Value

Estimated value excluding VAT: 751 100 000,00 DKK

Maximum value of the framework agreement: 2 621 300 000,00 DKK

#### 2.1.4. General information

Additional information: The procurement substantively covers a total of 594 separate lots. However, it has not been technically possible to create these as individual lots in the contract notice, as the procurement system does not support the creation and publication of such a large number of lots without a significant risk that the notice cannot be published correctly or in due time. Furthermore, due to technical limitations, including a maximum character limit in the present text field "Additional information" (BT-300-Procedure) of the contract notice, it is not possible to specify the information that must be provided for each individual lot pursuant to the Danish Public Procurement Act and Annex V, Part C, of Directive 2014/24/EU, including information on the subject matter of the lots and their estimated maximum value. In order to ensure compliance with the information requirements of the Danish Public Procurement Act in accordance with Annex V to Directive 2014/24/EU, the relevant information has therefore been compiled in "Appendix to Contract notice - Details about the lots" and must be considered an integral part of the information contained in this contract notice. Accordingly, this contract notice covers a total of 594 lots, cf. Annex 1. Prior to the award decision, the tenderers to whom the contracting authority intends to award the contract shall submit appropriate documentation proving that the information provided in the ESPD is correct. Where a tenderer participates as part of a consortium, this must be indicated in Part II, Section A of the ESPD (Information about the economic operator), under the field "Is the economic operator participating in the procurement procedure together with others?". Each participating economic operator shall complete and sign a separate ESPD containing the required information. The tenderer and any consortium members must not be subject to the exclusion grounds laid down in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act.

Documentation substantiating the information provided in the ESPD with regard to the exclusion grounds set out in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act shall be submitted. This requirement applies to the tenderer as well as any consortium members. The European Commission's eCertis service indicates what constitutes sufficient documentation for each economic operator, depending on the country of establishment. With regard to sections 2.1.3 Value and 5.1.5 Value, the indication of the estimated value and the maximum value of the framework agreement represents an estimate of the expected future consumption, based on the following factors: - Revenue and revenue development under the previous framework agreement 16.08 Air Travel (2023); - The development of historical consumption within the central government, based on the State's total procurement of air travel in 2025; - Knowledge of other market conditions identified in the market analysis, including that it is not considered likely that new significant suppliers will tender for the forthcoming framework agreement; - The fact that the framework agreement is mandatory for state authorities but optional for other customers. Several factors are included in the estimation, including a higher utilisation rate under the existing agreement for covered routes, with reservations for routes affected by EU Presidency countries, expanded possibilities for multiple suppliers on all routes, and an overall adjustment based on the risk of significantly increased oil prices. The estimated value therefore reflects a cautious and realistic expectation of the use of the framework agreement, but is significantly below the total theoretical market for the services covered. Over the total duration of the framework agreement and across all customers, there is uncertainty as to the actual turnover under the framework agreement. The estimation therefore includes both an assessment of the estimated value and an assessment of the maximum value of the framework agreement. These values are not considered clearly unrealistic, but are subject to uncertainty, as the framework agreement is optional for some customer segments and competes with customers' existing procurement solutions. The difference between the estimated value and the maximum value is

due to the uncertainty regarding the final value of the individual lots. The estimation of the estimated value and the maximum value represents SKI's best qualified and transparent assessment of the expected consumption under the lots at the time of the tender, including possible extensions and options, and across all economic operators participating in the lots, regardless of their final number. Please note that the total estimated value and the total maximum value for all lots are stated in section 5.1.5. Tenderers are specifically reminded that they are fully responsible for the prices tendered in all respects, regardless of the actual turnover achieved under the individual lots, including where the actual turnover deviates from the estimates, whether upwards or downwards. The framework agreement is subject to the prohibition laid down in Article 5k of Council Regulation (EU) No 833/2014, and SKI requires a declaration from the tenderer(s) to whom SKI intends to award the framework agreement, as further specified in section 16.2 of the procurement conditions.

**Legal basis:**

Directive 2014/24/EU

**2.1.6. Grounds for exclusion**

Sources of grounds for exclusion: European Single Procurement Document (ESPD)

## 5. Lot

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**5.1. Lot: LOT-0000**

Title: 16.08 Flyrejser (2027)

Description: SKI, a central purchasing body, puts up for tender a framework agreement for the purchase of air journeys for passenger transport. The tender is conducted as an open procedure. An air journey is defined as a return flight between two destinations. The tender comprises a total of 548 routes, each put up for tender as separate lots. Each lot is evaluated, awarded and contract-managed individually. For administrative purposes, however, SKI has decided to publish the material for the tendered routes under one overall framework agreement, as the contract documents are identical for all the routes, subject to limited route-specific variations set out in Appendix B. Likewise, an overall tender document (bill of quantities) has been prepared, in which the tenderer can submit tender for the routes (lots) desired by the tenderer. The framework agreement is mandatory for state authorities and optional for SKI's other customer segments. The customers entitled to use the framework agreement are specified in Appendix A and Appendix A.1.

Internal identifier: 25aa2e42-6e20-4339-ac52-2bff5f64f9f8

**5.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 60410000 Scheduled air transport services

**5.1.2. Place of performance**

Anywhere

Additional information: The place of performance depends on the specific air route (lot) and may take place in multiple countries.

**5.1.3. Estimated duration**

Duration: 4 Years

**5.1.4. Renewal**

Maximum renewals: 2

Other information about renewals: The framework agreement may be extended for up to two periods of 12 months each, corresponding to a total extension period of 24 months.

#### 5.1.5. Value

Estimated value excluding VAT: 751 100 000,00 DKK

Maximum value of the framework agreement: 2 621 300 000,00 DKK

#### 5.1.6. General information

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

Participation is not reserved.

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

Additional information: The procurement substantively covers a total of 594 separate lots.

However, it has not been technically possible to create these as individual lots in the contract notice, as the procurement system does not support the creation and publication of such a large number of lots without a significant risk that the notice cannot be published correctly or in due time. Furthermore, due to technical limitations, including a maximum character limit in the present text field "Additional information" (BT-300-Procedure) of the contract notice, it is not possible to specify the information that must be provided for each individual lot pursuant to the Danish Public Procurement Act and Annex V, Part C, of Directive 2014/24/EU, including information on the subject matter of the lots and their estimated maximum value. In order to ensure compliance with the information requirements of the Danish Public Procurement Act in accordance with Annex V to Directive 2014/24/EU, the relevant information has therefore been compiled in "Appendix to Contract notice - Details about the lots" and must be considered an integral part of the information contained in this contract notice. Accordingly, this contract notice covers a total of 594 lots, cf. Annex 1. Prior to the award decision, the tenderers to whom the contracting authority intends to award the contract shall submit appropriate documentation proving that the information provided in the ESPD is correct. Where a tenderer participates as part of a consortium, this must be indicated in Part II, Section A of the ESPD (Information about the economic operator), under the field "Is the economic operator participating in the procurement procedure together with others?". Each participating economic operator shall complete and sign a separate ESPD containing the required information. The tenderer and any consortium members must not be subject to the exclusion grounds laid down in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act.

Documentation substantiating the information provided in the ESPD with regard to the exclusion grounds set out in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act shall be submitted. This requirement applies to the tenderer as well as any consortium members. The European Commission's eCertis service indicates what constitutes sufficient documentation for each economic operator, depending on the country of establishment. With regard to sections 2.1.3 Value and 5.1.5 Value, the indication of the estimated value and the maximum value of the framework agreement represents an estimate of the expected future consumption, based on the following factors: - Revenue and revenue development under the previous framework agreement 16.08 Air Travel (2023); - The development of historical consumption within the central government, based on the State's total procurement of air travel in 2025; - Knowledge of other market conditions identified in the market analysis, including that it is not considered likely that new significant suppliers will tender for the forthcoming framework agreement; - The fact that the framework agreement is mandatory for state authorities but optional for other customers. Several factors are included in the estimation, including a higher utilisation rate under the existing agreement for covered routes, with reservations for routes affected by EU Presidency countries, expanded possibilities for multiple suppliers on all routes, and an overall adjustment based on the risk of significantly increased oil prices. The estimated value therefore reflects a cautious and realistic

expectation of the use of the framework agreement, but is significantly below the total theoretical market for the services covered. Over the total duration of the framework agreement and across all customers, there is uncertainty as to the actual turnover under the framework agreement. The estimation therefore includes both an assessment of the estimated value and an assessment of the maximum value of the framework agreement. These values are not considered clearly unrealistic, but are subject to uncertainty, as the framework agreement is optional for some customer segments and competes with customers' existing procurement solutions. The difference between the estimated value and the maximum value is due to the uncertainty regarding the final value of the individual lots. The estimation of the estimated value and the maximum value represents SKI's best qualified and transparent assessment of the expected consumption under the lots at the time of the tender, including possible extensions and options, and across all economic operators participating in the lots, regardless of their final number. Please note that the total estimated value and the total maximum value for all lots are stated in section 5.1.5. Tenderers are specifically reminded that they are fully responsible for the prices tendered in all respects, regardless of the actual turnover achieved under the individual lots, including where the actual turnover deviates from the estimates, whether upwards or downwards. The framework agreement is subject to the prohibition laid down in Article 5k of Council Regulation (EU) No 833/2014, and SKI requires a declaration from the tenderer(s) to whom SKI intends to award the framework agreement, as further specified in section 16.2 of the procurement conditions.

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

Sources of selection criteria: European Single Procurement Document (ESPD)

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

Description of the method to be used if weighting cannot be expressed by criteria: Tenders will be evaluated separately per route on the basis of the award criterion "best value for money". For each received and admissible tender for a given route, an evaluation price will be calculated. The evaluation price is determined on the basis of a weighted price consisting of historical prices and the discounts offered per booking class. The weighted price is adjusted to reflect the quality offered by applying a percentage reduction factor defined for each qualitative element, as stated by the tenderer in the tender list.

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

Address of the procurement documents: <https://www.ethics.dk/ethics/eo#/76a6af89-6e89-4552-b172-6da502684903/publicMaterial>

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

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

Electronic submission: Required

Address for submission: <https://www.ethics.dk/ethics/eo#/76a6af89-6e89-4552-b172-6da502684903/homepage>

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

Electronic catalogue: Not allowed

Deadline for receipt of tenders: 19/06/2026 11:00:00 (UTC+00:00) Western European Time, GMT

Duration during which the tender must remain valid: 12 Years

##### **Terms of contract:**

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

Electronic invoicing: Required

Electronic ordering will be used: yes

Electronic payment will be used: yes

Financial arrangement: Where the tenderer is a group of economic operators (such as a consortium), the members of the group shall be jointly and severally liable for the performance of any delivery contracts awarded under the system and shall appoint a common authorised representative responsible for communication with SKI.

#### **5.1.15. Techniques**

##### **Framework agreement:**

Framework agreement, without reopening of competition

Maximum number of participants: 2 416

##### **Information about the dynamic purchasing system:**

No dynamic purchase system

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

Review organisation: Klagenævnet for Udbud

Information about review deadlines: Complaints concerning this procurement procedure must be submitted to the Complaints Board for Public Procurement within 6 months after SKI has concluded the framework agreement, calculated from the day following the day on which SKI has informed the tenderers concerned, cf. section 7(2)(3) of the Danish Act on the Complaints Board for Public Procurement (Act No. 593 of 2 June 2016, as amended). At the latest at the same time as a complaint is submitted to the Complaints Board for Public Procurement, the complainant must notify SKI in writing that a complaint has been lodged and state whether the complaint has been submitted during the standstill period, cf. section 6(4) of the Act. Where the complaint has not been submitted during the standstill period, the complainant must also state whether interim measures are requested, cf. section 12(1) in conjunction with section 6 (4) of the Act.

Organisation providing more information on the review procedures: Konkurrence- og Forbrugerstyrelsen

## **8. Organisations**

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### **8.1. ORG-0001**

Official name: Staten og Kommunernes Indkøbsservice A/S

Registration number: 17472437

Postal address: Pakkerivej 6

Town: Valby

Postcode: 2500

Country subdivision (NUTS): Byen København (DK011)

Country: Denmark

Contact point: Rune Ramming Laugesen

Email: [rura@ski.dk](mailto:rura@ski.dk)

Telephone: 20668578

Internet address: <https://www.ski.dk>

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

Buyer

### **8.1. ORG-0002**

Official name: Klagenævnet for Udbud

Registration number: 37795526

Postal address: Toldboden 2

Town: Viborg  
Postcode: 8800  
Country subdivision (NUTS): Vestjylland (DK041)  
Country: Denmark  
Contact point: Klagenævnet for Udbud  
Email: [kfu@naevneneshus.dk](mailto:kfu@naevneneshus.dk)  
Telephone: +45 72405600  
Internet address: <https://naevneneshus.dk/start-din-klage/klagenævnet-for-udbud/>  
Information exchange endpoint (URL): <https://naevneneshus.dk/start-din-klage/klagenævnet-for-udbud/>

**Roles of this organisation:**

Review organisation

**8.1. ORG-0003**

Official name: Konkurrence- og Forbrugerstyrelsen  
Registration number: 10294819  
Postal address: Carl Jacobsens Vej 35  
Town: Valby  
Postcode: 2500  
Country subdivision (NUTS): Byen København (DK011)  
Country: Denmark  
Contact point: Konkurrence- og Forbrugerstyrelsen  
Email: [kfst@kfst.dk](mailto:kfst@kfst.dk)  
Telephone: +45 41715000  
Internet address: <https://www.kfst.dk>  
Information exchange endpoint (URL): <https://www.kfst.dk>

**Roles of this organisation:**

Organisation providing more information on the review procedures

**8.1. ORG-0004**

Official name: Merzell Holding ASA  
Registration number: 980921565  
Postal address: Askekroken 11  
Town: Oslo  
Postcode: 0277  
Country subdivision (NUTS): Oslo (NO081)  
Country: Norway  
Contact point: eSender  
Email: [publication@merzell.com](mailto:publication@merzell.com)  
Telephone: +47 21018800  
Fax: +47 21018801  
Internet address: <http://merzell.com/>

**Roles of this organisation:**

TED eSender

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## Notice information

Notice identifier/version: 5d644972-7f4a-4ca8-8b64-d9b5ac7928b9 - 01  
Form type: Competition  
Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 12/05/2026 09:19:17 (UTC+00:00) Western European Time, GMT

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