

353099-2026 - Competition

Finland – Unmanned aerial vehicles – Micro-UAS Procurement

OJ S 98/2026 22/05/2026

Contract or concession notice – standard regime

Supplies

1. Buyer

1.1. Buyer

Official name: The Finnish Border Guard

Email: kilpailutukset@raja.fi

Legal type of the buyer: Central government authority

Activity of the contracting authority: Public order and safety

2. Procedure

2.1. Procedure

Title: Micro-UAS Procurement

Description: The Finnish Border Guard (later also Contracting Authority) is launching a restricted procurement procedure for the procurement of small unmanned aircraft systems (hereinafter referred to as the UAS) and is inviting suppliers to request participation. This Request for Participation alongside its appendices sets out general requirements for the unmanned aircraft system (hereinafter referred to as the system) and the unmanned aircraft (hereinafter referred to as the UAV) to be procured. More detailed requirements will be presented in the Call for Tenders, which will be published later. The Finnish Border Guard's unmanned aviation is civil aviation that complies with the provisions of the Aviation Act (864 /2014) and Traficom OPS M1-35 State Unmanned Aviation. The operations may deviate from the EASA drone regulations, taking into account the flight safety definitions of the 'specific' category. In addition, the operations of unmanned aircraft comply with the provisions and instructions of the Border Guard's permanent documents. The Finnish Border Guard uses unmanned aerial vehicles to perform statutory tasks on land and at sea. Unmanned aerial vehicles may be used in crime prevention, maritime rescue, special forces operations or in support of other authorities, for example in the search for a missing person. Unmanned aerial vehicles may also be used in other operational tasks as well as in research, development, education, training and communication activities. Interested candidates are requested to attach brochures of the proposed systems in their request to participate. If the product in the brochure does not meet the requirements stated in this Request for Participation, the participant may be excluded from the tendering phase. After submitting the tenders, the Finnish Border Guard may request tenderers to submit a test version of the proposed UAS to verify the requirements set out in the Call for Tenders. The total estimated value of this procurement is 450 000 €.

Procedure identifier: 940c9135-3c51-4fd8-a0fe-efa98139b2af

Internal identifier: RVLDDNo-2026-1038

Type of procedure: Restricted

The procedure is accelerated: no

Main features of the procedure: The Act on Public Procurement in the Fields of Defence and Security (1531/2011) shall be applied to the procurement. The value of the contract exceeds the EU threshold value of the applicable law. A restricted procedure will be applied. Restricted

procedure means that all interested candidates may request to participate; only those candidates selected by the Contracting Authority will receive the actual Call for Tenders in the next phase and may submit a tender. The Contracting Authority selects one (1) supplier with whom it will sign a procurement contract. The phases of the procurement process are as follows: 1. Request for Participation 2. Candidate questions and Contracting Authority answers 3. Submitting of Candidates' participation application 4. Processing participation applications: verifying the suitability of Candidates 5. Selection of tenderers out of the Candidates that have submitted a participation application and notifying participants of the decision. 6. Publishing the Call for Tenders 7. Tenderer questions and Contracting Authority answers 8. Submitting tenders 9. Opening of tenders: verifying the conformity of the tenders with the Call for Tenders 10. Potential field tests to verify the UAS's conformity with the technical requirements set in the Call for Tenders , if necessary. 11. Procurement decision and notification of the decision 12. Signing of security agreement and procurement contract Field testing phase takes place at a place in Finland to be later defined. All costs related to preparing and submitting the participation application or tender as well as all costs related to evaluation of tenders, including but not limited to field tests in Finland shall be totally at the Candidates or Tenderers expense and risk and no claims related to these costs can be submitted to the Contracting Authority. Should the procurement process be interrupted at any stage prior to a procurement decision, the Contracting Authority has no obligation whatsoever to indemnify any of the costs caused to the Candidates or Tenderers related to participating in the process.

2.1.1. Purpose

Main nature of the contract: Supplies

Main classification (cpv): 35613000 Unmanned aerial vehicles

2.1.2. Place of performance

Anywhere

2.1.3. Value

Estimated value excluding VAT: 450 000,00 EUR

2.1.4. General information

Legal basis:

Directive 2009/81/EC

2.1.6. Grounds for exclusion

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

Corruption: The economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein has been the subject of a conviction by final judgment for corruption, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable.

Fraud: The economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein has been the subject of a conviction by final judgment for fraud, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable.

Money laundering or terrorist financing: The economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein has been the subject of a conviction by final judgment for money laundering or terrorist financing, by a conviction rendered at the most five

years ago or in which an exclusion period set out directly in the conviction continues to be applicable.

Participation in a criminal organisation: The economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein has been the subject of a conviction by final judgment for participation in a criminal organisation, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable.

Terrorist offences or offences linked to terrorist activities: The economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein has been the subject of a conviction by final judgment for terrorist offences or offences linked to terrorist activities, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable.

Child labour and including other forms of trafficking in human beings: The economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein has been the subject of a conviction by final judgment for child labour and other forms of trafficking in human beings, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable.

Breaching of obligations in the fields of environmental law: The economic operator has breached its obligations in the field of environmental law.

Breaching of obligations in the fields of labour law: The economic operator has breached its obligations in the field of labour law.

Breaching of obligations in the fields of social law: The economic operator has breached its obligations in the field of social law.

Agreements with other economic operators aimed at distorting competition: The economic operator has entered into agreements with other economic operators aimed at distorting competition.

Grave professional misconduct: The economic operator is guilty of grave professional misconduct.

Misrepresentation, withheld information, unable to provide required documents or obtained confidential information of this procedure: The economic operator can confirm that: a) It has been guilty of serious misrepresentation in supplying the information required for the verification of the absence of grounds for exclusion or the fulfilment of the selection criteria, b) It has withheld such information, c) It has not been able, without delay, to submit the supporting documents required by a contracting authority or contracting entity, and d) It has undertaken to unduly influence the decision making process of the contracting authority or contracting entity, to obtain confidential information that may confer upon it undue advantages in the procurement procedure or to negligently provide misleading information that may have a material influence on decisions concerning exclusion, selection or award.

Conflict of interest due to its participation in the procurement procedure: The economic operator is aware of any conflict of interest, as indicated in national law, the relevant notice or the procurement documents due to its participation in the procurement procedure.

Direct or indirect involvement in the preparation of this procurement procedure: The economic operator or an undertaking related to it has advised the contracting authority or contracting entity or otherwise been involved in the preparation of the procurement procedure.

Early termination, damages, or other comparable sanctions: The economic operator has experienced that a prior public contract, a prior contract with a contracting entity or a prior concession contract was terminated early, or that damages or other comparable sanctions were imposed in connection with that prior contract.

Breaching of obligations set under purely national exclusion grounds: Any person who is a member of the economic operator's administrative, management or supervisory body or has powers of representation, decision or control therein has been the subject of a conviction by final judgment for work safety offence, working hours offence, work discrimination, extortionate work discrimination, violation of the right to organise or unauthorised use of foreign labour.

Breaching obligation relating to payment of social security contributions: The economic operator has breached its obligations relating to the payment social security contributions, both in the country in which it is established and in Member State of the contracting authority or contracting entity if other than the country of establishment.

Breaching obligation relating to payment of taxes: The economic operator has breached its obligations relating to the payment of taxes, both in the country in which it is established and in Member State of the contracting authority or contracting entity if other than the country of establishment.

Business activities are suspended: The business activities of the economic operator are suspended.

Bankruptcy: The economic operator is bankrupt.

Arrangement with creditors: The economic operator is in arrangement with creditors.

Insolvency: The economic operator is the subject of insolvency or winding-up.

Assets being administered by liquidator: The assets of the economic operator are being administered by a liquidator or by the court.

Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law: The economic operator is in any analogous situation like bankruptcy arising from a similar procedure under national laws and regulations.

5. Lot

5.1. Lot: LOT-0000

Title: Micro-UAS Procurement

Description: The Finnish Border Guard (later also Contracting Authority) is launching a restricted procurement procedure for the procurement of small unmanned aircraft systems (hereinafter referred to as the UAS) and is inviting suppliers to request participation. This Request for Participation alongside its appendices sets out general requirements for the unmanned aircraft system (hereinafter referred to as the system) and the unmanned aircraft (hereinafter referred to as the UAV) to be procured. More detailed requirements will be presented in the Call for Tenders, which will be published later. The Finnish Border Guard's unmanned aviation is civil aviation that complies with the provisions of the Aviation Act (864 /2014) and Traficom OPS M1-35 State Unmanned Aviation. The operations may deviate from the EASA drone regulations, taking into account the flight safety definitions of the 'specific' category. In addition, the operations of unmanned aircraft comply with the provisions and instructions of the Border Guard's permanent documents. The Finnish Border Guard uses unmanned aerial vehicles to perform statutory tasks on land and at sea. Unmanned aerial vehicles may be used in crime prevention, maritime rescue, special forces operations or in support of other authorities, for example in the search for a missing person. Unmanned aerial vehicles may also be used in other operational tasks as well as in research, development, education, training and communication activities. Interested candidates are requested to attach brochures of the proposed systems in their request to participate. If the product in the

brochure does not meet the requirements stated in this Request for Participation, the participant may be excluded from the tendering phase. After submitting the tenders, the Finnish Border Guard may request tenderers to submit a test version of the proposed UAS to verify the requirements set out in the Call for Tenders. The total estimated value of this procurement is 450 000 €.

Internal identifier: RVLDDNo-2026-1038

5.1.1. Purpose

Main nature of the contract: Supplies

Main classification (cpv): 35613000 Unmanned aerial vehicles

5.1.2. Place of performance

Anywhere

5.1.3. Estimated duration

Start date: 01/09/2026

Duration end date: 31/12/2027

5.1.4. Renewal

Maximum renewals: 0

5.1.5. Value

Estimated value excluding VAT: 450 000,00 EUR

5.1.6. General information

Reserved participation:

Participation is not reserved.

This procurement is also suitable for small and medium-sized enterprises (SMEs): yes

5.1.7. Strategic procurement

Approach to reducing environmental impacts: The transition to a circular economy

Social objective promoted: Fair working conditions

5.1.9. Selection criteria

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

Criterion: Specific average yearly turnover

Description of selection criterion: The Candidate shall have made several deliveries of multiple Unmanned Aerial Systems. The overall value of deliveries shall be on average at minimum 1 million EURO annually, since the end of the year 2023.

Criterion: Samples, descriptions, or photographs without certification of authenticity

Description of selection criterion: The Candidate shall provide a brochure of the system(s) they plan to tender in the Call for Tenders phase. The brochure(s) will be used to verify the compliance of the system(s) with the technical requirements set in this Request for Participation and its appendices.

5.1.10. Award criteria

Criterion:

Type: Price

Name: Price

Description: Price

Criterion:

Type: Quality
Name: Quality
Description: Quality.

5.1.11. Procurement documents

Access to certain procurement documents is restricted

Deadline for requesting additional information: 14/06/2026 20:59:00 (UTC+00:00) Western European Time, GMT

Information about restricted documents is available at: <https://tarjouspalvelu.fi/rajavartiolaitos?id=612972&tpk=a20fc2f0-b95c-4fb9-9752-d219b2fee6cc>

5.1.12. Terms of procurement

Terms of submission:

Obligatory indication of subcontracting: No subcontracting indication

Electronic submission: Required

Address for submission: <https://tarjouspalvelu.fi/rajavartiolaitos?id=612972&tpk=a20fc2f0-b95c-4fb9-9752-d219b2fee6cc>

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: 24/06/2026 20:59:00 (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: Draft contract shall be attached as an appendix to the Call for Tenders.

A non-disclosure agreement is required: yes

Additional information about the non-disclosure agreement: The Call for Tenders shall include confidential information and data. As a result the Candidate shall commit to the Non-Disclosure Agreement (as appendix) in all mutual co-operation.

Electronic invoicing: Required

Electronic ordering will be used: yes

Financial arrangement: .

Subcontracting:

No subcontracting obligation applies.

5.1.15. Techniques

Framework agreement:

No framework agreement

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: Markkinaoikeus

Information about review deadlines: Instructions on rectification and appeal will be attached to each decision made by the contracting authority.

8. Organisations

8.1. ORG-0001

Official name: The Finnish Border Guard

Registration number: 0246003-5
Postal address: P.O. Box 3
Town: Helsinki
Postcode: 00131
Country subdivision (NUTS): Helsinki-Uusimaa (FI1B1)
Country: Finland
Contact point: Commercial unit
Email: kilpailutukset@raja.fi
Telephone: +358 295421000
Internet address: <https://www.raja.fi>

Roles of this organisation:

Buyer

8.1. ORG-0002

Official name: Markkinaoikeus
Registration number: 3006157-6
Postal address: Radanrakentajantie 5
Town: Helsinki
Postcode: 00520
Country subdivision (NUTS): Helsinki-Uusimaa (FI1B1)
Country: Finland
Email: markkinaoikeus@oikeus.fi
Telephone: +358 295643300
Internet address: <https://www.markkinaoikeus.fi>

Roles of this organisation:

Review organisation

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 (FI1B1)
Country: Finland
Contact point: eSender
Email: tekninen@hankintailmoitukset.fi
Telephone: 029 55 636 30
Internet address: <http://hankintailmoitukset.fi>

Roles of this organisation:

TED eSender

Notice information

Notice identifier/version: 31bb4dc3-f3b9-4cbe-9e4e-8e15d813974f - 01
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