

## 361442-2026 - Competition

Finland – Coaching services – Valmennuspalvelut

OJ S 100/2026 27/05/2026

Contract or concession notice – standard regime

Services

### 1. Buyer

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#### 1.1. Buyer

Official name: Business Finland Oy

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

Legal type of the buyer: Public undertaking, controlled by a central government authority

Activity of the contracting authority: Economic affairs

#### 1.1. Buyer

Official name: Innovaatorahoituskeskus Business Finland

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

Legal type of the buyer: Central government authority

Activity of the contracting authority: Economic affairs

### 2. Procedure

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#### 2.1. Procedure

Title: Valmennuspalvelut

Description: Hankinnan kohteena on valmennuspalvelut. Hankinta on jaettu kahteen (2) osa-

alueeseen: OSA-ALUE 1: HR1 Valmennuspalvelut (yksilövalmennus (asiantuntijoiden ja keskijohdon coaching sekä Executive coaching) ja johtoryhmien kehittämisen valmennus)

OSA-ALUE 2: HR2 Valmennuspalvelut (Muutostuki -valmennus ja Outplacement -palvelut)

Tarjoaja voi jättää tarjouksen yhteen (1) tai molempiin osa-alueisiin. Toimittaja valitaan

seuraavasti: OSA 1: 2 Toimittajaa ensisijajärjestyksessä OSA 2: 1 Toimittaja

\*\*\*\*\* Hankinta on kuvattu tarkemmin seuraavissa liitteissä:

OSA 1: Liite 1.1 OSA 1 HR1 Hankinnan kohteen kuvaus Liite 1.3 OSA 1 HR1 Puitesopimus

LUONNOS OSA 2: Liite 2.1 OSA 2 HR2 Hankinnan kohteen kuvaus Liite 2.3 OSA 2 HR2

Puitesopimus LUONNOS Tilaaaja ei sitoudu kiinteisiin hankintamääriin kummarkaan osa-

alueen osalta. Kaikki tarjouspyynnössä esitetyt määrät ovat suuntaa antavia.

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Procedure identifier: 7d4b2847-0abf-47a8-8c7c-405f78d208b2

Internal identifier: BFRK/2/25/2026

Type of procedure: Open

The procedure is accelerated: no

#### 2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79998000 Coaching services

Additional classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security, 80570000 Personal development training services

#### 2.1.2. Place of performance

Country: Finland

Anywhere in the given country

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

##### **Legal basis:**

Directive 2014/24/EU

#### **2.1.5. Terms of procurement**

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

Maximum number of lots for which one tenderer can submit tenders: 2

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

Maximum number of lots for which contracts can be awarded to one tenderer: 2

#### **2.1.6. Grounds for exclusion**

Sources of grounds for exclusion: Procurement Document

## **5. Lot**

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### **5.1. Lot: LOT-0001**

Title: OSA 1 HR1 Valmennuspalvelut (yksilövalmennus (asiantuntijoiden ja keskijohdon coaching sekä Executive coaching) ja johtoryhmien kehittämisen valmennus)

Description: Hankinnan kohteena on yksilövalmennus (asiantuntijoiden ja keskijohdon coaching sekä Executive coaching) ja johtoryhmien kehittämisen valmennus.

Internal identifier: OSA 1-0

#### **5.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security

Additional classification (cpv): 79414000 Human resources management consultancy services , 80570000 Personal development training services

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

Country: Finland

Anywhere in the given country

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

Duration: 48 Months

#### **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

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

#### **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  
Name: Hinta  
Description: hintapisteet  
Category of award weight criterion: Weight (percentage, exact)  
Award criterion number: 60

**Criterion:**

Type: Quality  
Name: Laatu  
Description: Laatu  
Category of award weight criterion: Weight (percentage, exact)  
Award criterion number: 40

**5.1.11. Procurement documents**

Deadline for requesting additional information: 04/06/2026 09:00:00 (UTC+00:00) Western European Time, GMT

Address of the procurement documents: <https://tarjouspalvelu.fi/businessfinland?id=605836&tpk=06f61b42-733d-45c5-a189-50ee09d3d908>

**5.1.12. Terms of procurement**

**Terms of submission:**

Electronic submission: Required

Address for submission: <https://tarjouspalvelu.fi/businessfinland?id=605836&tpk=06f61b42-733d-45c5-a189-50ee09d3d908>

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

Electronic catalogue: Not allowed

Tenderers may submit more than one tender: Allowed

Deadline for receipt of tenders: 24/06/2026 09:00:00 (UTC+00:00) Western European Time, GMT

Duration during which the tender must remain valid: 6 Months

**Information about public opening:**

Opening date: 24/06/2026 09:05:00 (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

Electronic invoicing: Required

Electronic ordering will be used: yes

Electronic payment will be used: yes

**5.1.15. Techniques**

**Framework agreement:**

Framework agreement, partly without reopening and partly with reopening of competition

Maximum number of participants: 2

**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: Hankinta-asiakirjoissa määritelty, Suomen hankintalainsäädännön mukaisesti

**5.1. Lot: LOT-0002**

Title: OSA 2 HR2 Valmennuspalvelut (Muutostuki -valmennus ja Outplacement -palvelut)

Description: Hankinnan kohteena ovat Tilaaajan henkilöstölle suunnatut muutostukea koskevat valmennukset ja outplacement-palvelut

Internal identifier: OSA 2-1

#### 5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security

Additional classification (cpv): 79410000 Business and management consultancy services, 79414000 Human resources management consultancy services, 80570000 Personal development training services

#### 5.1.2. Place of performance

Country: Finland

Anywhere in the given country

#### 5.1.3. Estimated duration

Duration: 48 Months

#### 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

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

#### 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

Name: Hinta

Description: Hinta

##### Criterion:

Type: Quality

Name: Laatu

Description: Laatu

#### 5.1.11. Procurement documents

Deadline for requesting additional information: 04/06/2026 09:00:00 (UTC+00:00) Western European Time, GMT

Address of the procurement documents: <https://tarjouspalvelu.fi/businessfinland?id=605836&tpk=06f61b42-733d-45c5-a189-50ee09d3d908>

#### 5.1.12. Terms of procurement

##### Terms of submission:

Electronic submission: Required

Address for submission: <https://tarjouspalvelu.fi/businessfinland?id=605836&tpk=06f61b42-733d-45c5-a189-50ee09d3d908>

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

Electronic catalogue: Not allowed

Tenderers may submit more than one tender: Allowed

Deadline for receipt of tenders: 24/06/2026 09:00:00 (UTC+00:00) Western European Time, GMT

Duration during which the tender must remain valid: 6 Months

**Information about public opening:**

Opening date: 24/06/2026 09:05:00 (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

Electronic invoicing: Required

Electronic ordering will be used: yes

Electronic payment will be used: yes

**5.1.15. Techniques**

**Framework agreement:**

Framework agreement, partly without reopening and partly with reopening of competition

Maximum number of participants: 1

**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: Hankinta-asiakirjoissa, Suomen hankintalainsäädännön mukaisesti

## 8. Organisations

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**8.1. ORG-0001**

Official name: Business Finland Oy

Registration number: 2725690-3

Postal address: PL 358

Town: Helsinki

Postcode: 00101

Country subdivision (NUTS): Helsinki-Uusimaa (FI1B1)

Country: Finland

Contact point: Procurement

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

Telephone: +358 504871758

Internet address: <https://www.businessfinland.fi/>

**Roles of this organisation:**

Buyer

Group leader

**8.1. ORG-0002**

Official name: Innovaatorahoituskeskus Business Finland

Registration number: 0512696-4

Postal address: PL 69 (Porkkalankatu 1)

Town: Helsinki  
Postcode: 00101  
Country subdivision (NUTS): Helsinki-Uusimaa (F11B1)  
Country: Finland  
Contact point: Procurement  
Email: [kilpailutus@businessfinland.fi](mailto:kilpailutus@businessfinland.fi)  
Telephone: +358 504871758

**Roles of this organisation:**

Buyer

**8.1. ORG-0003**

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: <https://www.markkinaoikeus.fi>

**Roles of this organisation:**

Review organisation

**8.1. ORG-0004**

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: 4de5b79e-a46f-4f6e-92c4-f9c414f4ab9d - 01  
Form type: Competition  
Notice type: Contract or concession notice – standard regime  
Notice subtype: 16  
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