

386218-2026 - Competition

Finland – IT services: consulting, software development, Internet and support – Air Travel Analytics and Insights for destinations as SaaS Service (LOT 1 Business Finland Oy and LOT 2 City of Helsinki)

OJ S 107/2026 05/06/2026

**Contract or concession notice – standard regime
Services**

1. Buyer

1.1. Buyer

Official name: Business Finland Oy

Email: 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: Helsingin kaupunki (City of Helsinki)

Email: kilpailutus@businessfinland.fi

Legal type of the buyer: Local authority

Activity of the contracting authority: General public services

2. Procedure

2.1. Procedure

Title: Air Travel Analytics and Insights for destinations as SaaS Service (LOT 1 Business Finland Oy and LOT 2 City of Helsinki)

Description: The subject of the procurement is a SaaS-based analytics service, including the web-based self-service portal and the underlying data, datasets, and analytical functionalities, to which the Customer has been granted access via User Rights. The Service enables the Customer to independently access, search, analyze, and export only the air travel and destination-related data, markets, reports, analyses, and insights included in the User Rights. The Service includes aviation analytics delivered through built-in dashboards, charts, and tables that are standard components of the Service Software and available to the Customer for self-service use in real time. No application programming interface (API) connections needed. Language of the portal must be at least in English. ***** The procurement is divided into two (2) lots: LOT 1 Business Finland Oy LOT 2 City of Helsinki The tenderer can bid for one (1) or both lots. One (1) Supplier is selected per lot. Procurement is described in more details in: LOT 1 Business Finland Oy Appendix 1.1 LOT 1 Business Finland Oy Procurement Description Appendix 1.3 LOT 1 Business Finland Contract draft LOT 2 City of Helsinki Appendix 2.1 LOT 2 City of Helsinki Procurement Description Appendix 2.3 LOT 2 City of Helsinki Contract draft ***** The Contracting Entities do not commit to fixed procurement quantities per LOT (except the amount of the fixed User Rights per year). All quantity estimates in the call for tenders are indicative. ***** All tender documents must be in English. ***** Please note that the deadline for submitting tenders is Finnish time (UTC+3).

Procedure identifier: 81267e6f-e1ac-4e23-a176-8673aeae94aa

Internal identifier: BFOY/20/27/2026

Type of procedure: Open
The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 72000000 IT services: consulting, software development, Internet and support

Additional classification (cpv): 72220000 Systems and technical consultancy services, 72260000 Software-related services, 72300000 Data services, 72316000 Data analysis services, 72400000 Internet services

2.1.2. Place of performance

Anywhere

2.1.4. General information

Additional information: The procurement procedure will be carried out in stages. The stages are broadly as follows: 1. Opening of tenders and verification of tenderers' eligibility 2. Verification of the conformity of tenders with the request for tender 3. Comparison of tenders 4. Making the procurement decision and notification of the decision - Both Contracting Entities will make separate Procurement Decision (each own LOT's) 5. Conclusion of the procurement contract with the winning tenderer PLEASE NOTICE: The Contracting Entity may proceed to a negotiated procedure (according to Act on Public Procurement and Concession Contracts Section 34) (per LOT) if it has received only tenders that do not comply with the request for tender, or if none of the tenders can be accepted.

***** The procurement exceeds the national threshold value under the Finnish Act on Public Procurement and Concession Contracts (1397/2016) but remains below the EU threshold value. The Contracting Entity conducts the procurement as a competitive tender and applies the EU#threshold tendering template as a basis in order to maximise visibility and reach a wider pool of potential tenderers.

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

5.1. Lot: LOT-0001

Title: LOT 1 Business Finland Oy

Description: The subject of the procurement is a SaaS-based analytics service, including the web-based self-service portal and the underlying data, datasets, and analytical functionalities, to which the Customer has been granted access via User Rights. The Service enables the Customer to independently access, search, analyze, and export only the air travel and destination-related data, markets, reports, analyses, and insights included in the User Rights. The Service includes aviation analytics delivered through built-in dashboards, charts, and tables that are standard components of the Service Software and available to the Customer for

self-service use in real time. No application programming interface (API) connections needed.

Language of the portal must be at least in English.

Internal identifier: LOT 1 (BFOY/20/27/2026)-0

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 72000000 IT services: consulting, software development, Internet and support

5.1.2. Place of performance

Anywhere

5.1.3. Estimated duration

Other duration: Unlimited

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

Additional information: Procurement includes an option: OPTION "Benchmarking Capability

The ability to benchmark Finland and its sub destinations against Denmark, Copenhagen

Airport." Pricing: € / year / benchmarking capability Price can be 0,00 € (if includes in the

Service). Please see Contract Section 7.2 (Option) for terms and conditions.

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: Price

Description: Price comparison

Criterion:

Type: Quality

Name: Quality

Description: Quality comparison

5.1.11. Procurement documents

Deadline for requesting additional information: 22/06/2026 10:00:00 (UTC+00:00) Western European Time, GMT

Address of the procurement documents: <https://tarjouspalvelu.fi/businessfinland?id=608580&tpk=ce8f5ea8-ddc6-48b7-8fee-7a95f2b9eba8>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://tarjouspalvelu.fi/businessfinland?id=608580&tpk=ce8f5ea8-ddc6-48b7-8fee-7a95f2b9eba8>

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

Electronic catalogue: Not allowed

Tenderers may submit more than one tender: Allowed

Deadline for receipt of tenders: 07/09/2026 11:00:00 (UTC+00:00) Western European Time, GMT

Duration during which the tender must remain valid: 6 Months

Information about public opening:

Opening date: 07/09/2026 11:05:00 (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:

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: Under the Finnish Act on Public Procurement and Concession Contracts (1397/2016).

5.1. Lot: LOT-0002

Title: LOT 2 City of Helsinki

Description: The subject of the procurement is a SaaS-based analytics service, including the web-based self-service portal and the underlying data, datasets, and analytical functionalities, to which the Customer has been granted access via User Rights. The Service enables the Customer to independently access, search, analyze, and export only the air travel and destination-related data, markets, reports, analyses, and insights included in the User Rights. The Service includes aviation analytics delivered through built-in dashboards, charts, and tables that are standard components of the Service Software and available to the Customer for self-service use in real time. No application programming interface (API) connections needed. Language of the portal must be at least in English.

Internal identifier: LOT 2 (HEL 2026-007598)-1

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 72000000 IT services: consulting, software development, Internet and support

5.1.2. Place of performance

Anywhere

5.1.3. Estimated duration

Other duration: Unlimited

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

Additional information: Procurement includes an option: Traveller Profile & Segmentation Data

The ability of analyse traveller profile and segmentation data for Helsinki, including: Booking data A) Length of stay B) Travel party composition (e.g. alone, group) C) Travel purpose (e.g. leisure vs. business based on the trip's characteristics or if trip was purchased in corporate TAs) Pricing: € / year / Traveller Profile & Segmentation Data Price can be 0,00 € (if included in the Annual License Fee (Base Price)).

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: Price

Description: Proce Comparison

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 60

Criterion:

Type: Quality

Name: Quality

Description: Quality comparison

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 40

5.1.11. Procurement documents

Deadline for requesting additional information: 22/06/2026 10:00:00 (UTC+00:00) Western European Time, GMT

Address of the procurement documents: <https://tarjouspalvelu.fi/businessfinland?id=608580&tpk=ce8f5ea8-ddc6-48b7-8fee-7a95f2b9eba8>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://tarjouspalvelu.fi/businessfinland?id=608580&tpk=ce8f5ea8-ddc6-48b7-8fee-7a95f2b9eba8>

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

Electronic catalogue: Not allowed

Tenderers may submit more than one tender: Allowed

Deadline for receipt of tenders: 07/09/2026 11:00:00 (UTC+00:00) Western European Time, GMT

Duration during which the tender must remain valid: 6 Months

Information about public opening:

Opening date: 07/09/2026 11:05:00 (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:

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: Under the Finnish Act on Public Procurement and Concession Contracts (1397/2016)

8. Organisations

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

Telephone: +358 504871758

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

Roles of this organisation:

Buyer

Group leader

8.1. ORG-0002

Official name: Helsingin kaupunki (City of Helsinki)

Registration number: 0201256-6

Postal address: PL 58208

Town: HELSINGIN KAUPUNKI

Postcode: 00099

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

Country: Finland

Contact point: Procurement

Email: 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 (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-0004

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: 3ba2a54f-1674-4f40-add3-084abb5b69ce - 01
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Notice type: Contract or concession notice – standard regime
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