

388253-2026 - Competition

Finland – Coaching services – Valmennuspalvelut

OJ S 107/2026 05/06/2026

Contract or concession notice – standard regime - Change notice
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: Innovaatorahoituskeskus Business Finland

Email: kilpailutus@businessfinland.fi

Legal type of the buyer: Central government authority

Activity of the contracting authority: Economic affairs

2. Procedure

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 kummankaan osa-alueen osalta. Kaikki tarjouspyynnössä esitetyt määrät ovat suuntaa antavia.

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

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: 40

Criterion:

Type: Quality
Name: Laatu
Description: Laatu
Category of award weight criterion: Weight (percentage, exact)
Award criterion number: 60

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

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: 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
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
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
Telephone: 029 55 636 30
Internet address: <http://hankintailmoitukset.fi>

Roles of this organisation:

TED eSender

10. Change

Version of the previous notice to be changed

:

4de5b79e-a46f-4f6e-92c4-f9c414f4ab9d-01

Main reason for change

:

Publisher correction

Description

:

tarjouskilpailuasiakirjoja muutetaan

10.1. Change

Section identifier: LOT-0001

10.1. Change

Section identifier: LOT-0002

Notice information

Notice identifier/version: e33884a1-f298-441b-ae29-0d8f078e504e - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 04/06/2026 12:16:19 (UTC+00:00) Western European Time, GMT

Notice dispatch date (eSender): 04/06/2026 12:16:21 (UTC+00:00) Western European Time, GMT

Languages in which this notice is officially available: Finnish

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