

353099-2026 - Kilpailu

Suomi – Miehittämättömät ilma-alukset – Micro-UAS Procurement

OJ S 98/2026 22/05/2026

Hankintailmoitus tai käyttöoikeussopimusta koskeva ilmoitus – vakiojärjestelmä

Tavarahankinnat

1. Ostaja

1.1. Ostaja

Virallinen nimi: The Finnish Border Guard

Sähköposti: kilpailutukset@raja.fi

Ostajan oikeudellinen muoto: Keskushallinnon viranomainen

Pääasiallinen toimiala: Yleinen järjestys ja turvallisuus

2. Menettely

2.1. Menettely

Ilmoituksen nimi: Micro-UAS Procurement

Kuvaus: 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 €.

Menettelyn tunniste: 940c9135-3c51-4fd8-a0fe-efa98139b2af

Sisäinen tunniste: RVLDNo-2026-1038

Menettelyn tyyppi: Rajoitettu

Käytetään nopeutettua menettelyä: ei

Menettelyn tärkeimmät piirteet: 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. Tarkoitus

Pääasiallinen hankintalaji: Tavarahankinnat

Pääasiallinen luokitus (cpv): 35613000 Miehitämättömät ilma-alukset

2.1.2. Suorituspaikka

Missä tahansa

2.1.3. Arvo

Ennakoitu arvo ilman arvonlisäveroa: 450 000,00 EUR

2.1.4. Yleistä tietoa

Oikeusperusta:

Direktiivi 2009/81/EY

2.1.6. Poissulkemisperusteet

Poissulkemisperusteiden ilmoittamispaikka: Hankinta-asiakirja, Yhteinen eurooppalainen hankinta-asiakirja (ESPD), Ilmoitus

Korruptio: 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.

Petos: 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.

Rahanpesu tai terrorismin rahoitus: 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.

Rikollisjärjestön toimintaan osallistuminen: 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.

Terrorismirikokset tai terroritoimintaan liittyvät rikokset: 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.

Lapsityövoima ja muut ihmiskaupan muodot: 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.

Ympäristölainsäädännön mukaisten velvoitteiden rikkominen: The economic operator has breached its obligations in the field of environmental law.

Työlainsäädännön mukaisten velvoitteiden rikkominen: The economic operator has breached its obligations in the field of labour law.

Sosiaalilainsäädännön mukaisten velvoitteiden rikkominen: The economic operator has breached its obligations in the field of social law.

Toisten talouden toimijoiden kanssa kilpailun vääristämiseksi tehdyt sopimukset: The economic operator has entered into agreements with other economic operators aimed at distorting competition.

Ammatin harjoittamiseen liittyvä vakava virhe: The economic operator is guilty of grave professional misconduct.

Väärien tietojen antaminen, tietojen salaaminen, vaadittujen asiakirjojen toimittamatta jättäminen tai tätä menettelyä koskevien luottamuksellisten tietojen saaminen: 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.

Talouden toimijan hankintamenettelyyn osallistumisesta johtuvat eturistiriidat: 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.

Välitön tai välillinen osallistuminen tämän hankintamenettelyn valmisteluun: 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.

Ennenaikainen irtisanominen, vahingonkorvaukset tai muut vastaavat seuraamukset: 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.

Puhtaasti kansallisten poissulkemisperusteiden nojalla asetettujen velvoitteiden rikkominen: 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.

Sosiaaliturvamaksujen maksamiseen liittyvän velvoitteen rikkominen: 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.

Verojen maksamiseen liittyvän velvoitteen rikkominen: 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.

Liiketoiminta on keskeytetty: The business activities of the economic operator are suspended.

Konkurssi: The economic operator is bankrupt.

Järjestelyt velkojien kanssa: The economic operator is in arrangement with creditors.

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

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

Kansallisesta lainsäädännöstä johtuva konkurssia tai muuta sellaista vastaava tilanne: The economic operator is in any analogous situation like bankruptcy arising from a similar procedure under national laws and regulations.

5. Osa

5.1. Osa: LOT-0000

Ilmoituksen nimi: Micro-UAS Procurement

Kuvaus: 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 €.

Sisäinen tunnistus: RVLDDNo-2026-1038

5.1.1. Tarkoitus

Pääasiallinen hankintalaji: Tavarahankinnat

Pääasiallinen luokitus (cpv): 35613000 Miehistämättömät ilma-alukset

5.1.2. Suorituspaikka

Missä tahansa

5.1.3. Arvioitu kesto

Alkamispäivä: 01/09/2026

Päätymispäivä: 31/12/2027

5.1.4. Uusiminen

Sopimuksen optiokausien enimmäismäärä: 0

5.1.5. Arvo

Ennakoitu arvo ilman arvonlisäveroa: 450 000,00 EUR

5.1.6. Yleistä tietoa

Varattu osallistuminen:

Osallistumista ei ole varattu.

Tämä hankinta soveltuu myös pienille ja keskisuurille yrityksille (pk-yrityksille): kyllä

5.1.7. Strategiset hankinnat

Lähestymistapa ympäristövaikutusten vähentämiseen: Siirtyminen kiertotalouteen

Edistettävä sosiaalinen tavoite: Oikeudenmukaiset työlöt

5.1.9. Valintaperusteet

Valintaperusteiden ilmoittamispaikka: Hankinta-asiakirja, Yhteinen eurooppalainen hankinta-asiakirja (ESPD), Ilmoitus

Kriteeri: Erityinen keskimääräinen vuotuinen liikevaihto

Valintaperusteen kuvaus: 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.

Kriteeri: Näytteet, kuvaukset tai valokuvat ilman aitoustodistusta

Valintaperusteen kuvaus: 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. Vertailuperusteet

Kriteeri:

Tyyppi: Hinta

Nimi: Price

Kuvaus: Price

Kriteeri:

Tyyppi: Laatu

Nimi: Quality
Kuvaus: Quality.

5.1.11. Hankinta-asiakirjat

Tiettyjen hankinta-asiakirjojen saatavuutta on rajoitettu
Lisätietojen pyytämisen määräaika: 14/06/2026 20:59:00 (UTC+00:00) Länsi-Euroopan aika, GMT

Tietoa rajoitetuista asiakirjoista on saatavilla osoitteessa: <https://tarjouspalvelu.fi/rajavartiolaitys?id=612972&tpk=a20fc2f0-b95c-4fb9-9752-d219b2fee6cc>

5.1.12. Hankinnan ehdot

Tarjouksen/hakemuksen jättämisen ehdot:

Tarjouksessa ilmoitettavat alihankintaa koskevat tiedot: Alihankinnasta ei ole ilmoitettu

Tarjouksen/hakemuksen jättäminen sähköisesti: Pakollinen

Tarjouksen/hakemuksen toimitusosoite: <https://tarjouspalvelu.fi/rajavartiolaitys?id=612972&tpk=a20fc2f0-b95c-4fb9-9752-d219b2fee6cc>

Kielet, joilla tarjoukset tai osallistumishakemukset voidaan toimittaa: englanti

Tarjoaja voi jättää useamman kuin yhden tarjouksen: Ei sallittu

Osallistumishakemusten vastaanottamisen määräaika: 24/06/2026 20:59:00 (UTC+00:00)
Länsi-Euroopan aika, GMT

Sopimusehdot:

Sopimuksen täytäntöönpano on rajattu tehtäväksi suojatyöohjelmien puitteissa: Ei

Sopimuksen täytäntöönpanoa koskevat ehdot: Draft contract shall be attached as an appendix to the Call for Tenders.

Salassapitosopimus (NDA) vaaditaan: kyllä

Lisätietoja salassapitosopimuksesta: 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.

Sähköinen laskutus: Pakollinen

Tilaukset tehdään sähköisesti: kyllä

Rahoitusjärjestelyn kuvaus: .

Alihankinta:

Alihankintaa koskevia velvoitteita ei sovelleta.

5.1.15. Menetelmät

Puitejärjestely:

Ei puitejärjestelyä

Tietoa dynaamisesta hankintajärjestelmästä:

Ei dynaamista hankintajärjestelmää

5.1.16. Lisätietoja, sovittelu ja muutoksenhaku

Muutoksenhakuelin: Markkinaoikeus

Tietoa muutoksenhaun määräajoista: Instructions on rectification and appeal will be attached to each decision made by the contracting authority.

8. Organisaatiot

8.1. ORG-0001

Virallinen nimi: The Finnish Border Guard

Rekisterinumero: 0246003-5

Postiosoite: P.O. Box 3

Postitoimipaikka: Helsinki
Postinumero: 00131
Maaryhmittely (NUTS): Helsinki-Uusimaa (FI1B1)
Maa: Suomi
Yhteyspiste: Commercial unit
Sähköposti: kilpailutukset@raja.fi
Puhelin: +358 295421000
Internetosoite: <https://www.raja.fi>
Tämän organisaation roolit:
Ostaja

8.1. ORG-0002

Virallinen nimi: Markkinaoikeus
Rekisterinumero: 3006157-6
Postiosoite: Radanrakentajantie 5
Postitoimipaikka: Helsinki
Postinumero: 00520
Maaryhmittely (NUTS): Helsinki-Uusimaa (FI1B1)
Maa: Suomi
Sähköposti: markkinaoikeus@oikeus.fi
Puhelin: +358 295643300
Internetosoite: <https://www.markkinaoikeus.fi>
Tämän organisaation roolit:
Muutoksenhakuelin

8.1. ORG-0003

Virallinen nimi: Hansel Oy (Hilma)
Rekisterinumero: FI09880841
Postiosoite: Mannerheiminaukio 1a
Postitoimipaikka: Helsinki
Postinumero: 00100
Maaryhmittely (NUTS): Helsinki-Uusimaa (FI1B1)
Maa: Suomi
Yhteyspiste: eSender
Sähköposti: tekninen@hankintailmoitukset.fi
Puhelin: 029 55 636 30
Internetosoite: <http://hankintailmoitukset.fi>
Tämän organisaation roolit:
TED eSender

Ilmoituksen tiedot

Ilmoituksen tunnisteversionumero: 31bb4dc3-f3b9-4cbe-9e4e-8e15d813974f - 01
Lomakkeen tyyppi: Kilpailu
Ilmoituksen tyyppi: Hankintailmoitus tai käyttöoikeussopimusta koskeva ilmoitus – vakiojärjestelmä
Ilmoituksen alatyypinumero: 18
Ilmoituksen lähetyspäivä: 21/05/2026 10:22:51 (UTC+00:00) Länsi-Euroopan aika, GMT
Ilmoituksen lähetyspäivä (eSender): 21/05/2026 10:22:53 (UTC+00:00) Länsi-Euroopan aika, GMT

Kielet, joilla tämä ilmoitus on virallisesti saatavilla: englanti

Ilmoituksen julkaisunumero: 353099-2026

EUVL S -lehden numero: 98/2026

Julkaisupäivä: 22/05/2026