

## 329834-2026 - Gara

Danimarca – Servizi di linea di trasporto aereo – 16.08 Flyrejser (2027)

OJ S 92/2026 13/05/2026

Bando di gara o di concessione – regime ordinario

Servizi

### 1. Committente

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#### 1.1. Committente

Nome ufficiale: Staten og Kommunernes Indkøbsservice A/S

E-mail: [rura@ski.dk](mailto:rura@ski.dk)

Forma giuridica del committente: Organismo di diritto pubblico

Attività dell'amministrazione aggiudicatrice: Affari economici

### 2. Procedura

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#### 2.1. Procedura

Titolo: 16.08 Flyrejser (2027)

Descrizione: SKI, a central purchasing body, puts up for tender a framework agreement for the purchase of air journeys for passenger transport. The tender is conducted as an open procedure. An air journey is defined as a return flight between two destinations. The tender comprises a total of 548 routes, each put up for tender as separate lots. Each lot is evaluated, awarded and contract-managed individually. For administrative purposes, however, SKI has decided to publish the material for the tendered routes under one overall framework agreement, as the contract documents are identical for all the routes, subject to limited route-specific variations set out in Appendix B. Likewise, an overall tender document (bill of quantities) has been prepared, in which the tenderer can submit tender for the routes (lots) desired by the tenderer. The framework agreement is mandatory for state authorities and optional for SKI's other customer segments. The customers entitled to use the framework agreement are specified in Appendix A and Appendix A.1.

Identificativo della procedura: 92036fd2-1a20-4060-8bde-80cc97698079

Identificativo interno: 8d2e1548-a598-4b89-a241-23ee144b1f50

Tipo di procedura: Aperta

La procedura è accelerata: no

Caratteristiche principali della procedura: The description of the procedure is set out in the procurement documents.

##### 2.1.1. Finalità

Natura dell'appalto: Servizi

Classificazione principale (cpv): 60410000 Servizi di linea di trasporto aereo

##### 2.1.2. Luogo di esecuzione

Ovunque

Informazioni supplementari: The place of performance depends on the specific air route (lot) and may take place in multiple countries.

##### 2.1.3. Valore

Valore stimato al netto dell'IVA: 751 100 000,00 DKK

Valore massimo dell'accordo quadro: 2 621 300 000,00 DKK

#### 2.1.4. Informazioni generali

Informazioni supplementari: The procurement substantively covers a total of 594 separate lots. However, it has not been technically possible to create these as individual lots in the contract notice, as the procurement system does not support the creation and publication of such a large number of lots without a significant risk that the notice cannot be published correctly or in due time. Furthermore, due to technical limitations, including a maximum character limit in the present text field "Additional information" (BT-300-Procedure) of the contract notice, it is not possible to specify the information that must be provided for each individual lot pursuant to the Danish Public Procurement Act and Annex V, Part C, of Directive 2014/24/EU, including information on the subject matter of the lots and their estimated maximum value. In order to ensure compliance with the information requirements of the Danish Public Procurement Act in accordance with Annex V to Directive 2014/24/EU, the relevant information has therefore been compiled in "Appendix to Contract notice - Details about the lots" and must be considered an integral part of the information contained in this contract notice. Accordingly, this contract notice covers a total of 594 lots, cf. Annex 1. Prior to the award decision, the tenderers to whom the contracting authority intends to award the contract shall submit appropriate documentation proving that the information provided in the ESPD is correct. Where a tenderer participates as part of a consortium, this must be indicated in Part II, Section A of the ESPD (Information about the economic operator), under the field "Is the economic operator participating in the procurement procedure together with others?". Each participating economic operator shall complete and sign a separate ESPD containing the required information. The tenderer and any consortium members must not be subject to the exclusion grounds laid down in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act.

Documentation substantiating the information provided in the ESPD with regard to the exclusion grounds set out in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act shall be submitted. This requirement applies to the tenderer as well as any consortium members. The European Commission's eCertis service indicates what constitutes sufficient documentation for each economic operator, depending on the country of establishment. With regard to sections 2.1.3 Value and 5.1.5 Value, the indication of the estimated value and the maximum value of the framework agreement represents an estimate of the expected future consumption, based on the following factors: - Revenue and revenue development under the previous framework agreement 16.08 Air Travel (2023); - The development of historical consumption within the central government, based on the State's total procurement of air travel in 2025; - Knowledge of other market conditions identified in the market analysis, including that it is not considered likely that new significant suppliers will tender for the forthcoming framework agreement; - The fact that the framework agreement is mandatory for state authorities but optional for other customers. Several factors are included in the estimation, including a higher utilisation rate under the existing agreement for covered routes, with reservations for routes affected by EU Presidency countries, expanded possibilities for multiple suppliers on all routes, and an overall adjustment based on the risk of significantly increased oil prices. The estimated value therefore reflects a cautious and realistic expectation of the use of the framework agreement, but is significantly below the total theoretical market for the services covered. Over the total duration of the framework agreement and across all customers, there is uncertainty as to the actual turnover under the framework agreement. The estimation therefore includes both an assessment of the estimated value and an assessment of the maximum value of the framework agreement. These values are not considered clearly unrealistic, but are subject to uncertainty, as the framework agreement is optional for some customer segments and competes with customers' existing procurement solutions. The difference between the estimated value and the maximum value is

due to the uncertainty regarding the final value of the individual lots. The estimation of the estimated value and the maximum value represents SKI's best qualified and transparent assessment of the expected consumption under the lots at the time of the tender, including possible extensions and options, and across all economic operators participating in the lots, regardless of their final number. Please note that the total estimated value and the total maximum value for all lots are stated in section 5.1.5. Tenderers are specifically reminded that they are fully responsible for the prices tendered in all respects, regardless of the actual turnover achieved under the individual lots, including where the actual turnover deviates from the estimates, whether upwards or downwards. The framework agreement is subject to the prohibition laid down in Article 5k of Council Regulation (EU) No 833/2014, and SKI requires a declaration from the tenderer(s) to whom SKI intends to award the framework agreement, as further specified in section 16.2 of the procurement conditions.

**Base giuridica:**

Direttiva 2014/24/UE

**2.1.6. Motivi di esclusione**

Fonti dei motivi di esclusione: Documento di gara unico europeo (DGUE)

## 5. Lotto

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**5.1. Lotto: LOT-0000**

Titolo: 16.08 Flyrejser (2027)

Descrizione: SKI, a central purchasing body, puts up for tender a framework agreement for the purchase of air journeys for passenger transport. The tender is conducted as an open procedure. An air journey is defined as a return flight between two destinations. The tender comprises a total of 548 routes, each put up for tender as separate lots. Each lot is evaluated, awarded and contract-managed individually. For administrative purposes, however, SKI has decided to publish the material for the tendered routes under one overall framework agreement, as the contract documents are identical for all the routes, subject to limited route-specific variations set out in Appendix B. Likewise, an overall tender document (bill of quantities) has been prepared, in which the tenderer can submit tender for the routes (lots) desired by the tenderer. The framework agreement is mandatory for state authorities and optional for SKI's other customer segments. The customers entitled to use the framework agreement are specified in Appendix A and Appendix A.1.

Identificativo interno: 25aa2e42-6e20-4339-ac52-2bff5f64f9f8

**5.1.1. Finalità**

Natura dell'appalto: Servizi

Classificazione principale (cpv): 60410000 Servizi di linea di trasporto aereo

**5.1.2. Luogo di esecuzione**

Ovunque

Informazioni supplementari: The place of performance depends on the specific air route (lot) and may take place in multiple countries.

**5.1.3. Durata stimata**

Durata: 4 Anni

**5.1.4. Rinnovo**

Rinnovi massimi: 2

Altre informazioni sul rinnovo: The framework agreement may be extended for up to two periods of 12 months each, corresponding to a total extension period of 24 months.

#### 5.1.5. Valore

Valore stimato al netto dell'IVA: 751 100 000,00 DKK

Valore massimo dell'accordo quadro: 2 621 300 000,00 DKK

#### 5.1.6. Informazioni generali

##### **Partecipazione riservata:**

La partecipazione non è riservata.

Progetto di appalto non finanziato con fondi UE

L'appalto è soggetto all'accordo sugli appalti pubblici (AAP): sì

Informazioni supplementari: The procurement substantively covers a total of 594 separate lots. However, it has not been technically possible to create these as individual lots in the contract notice, as the procurement system does not support the creation and publication of such a large number of lots without a significant risk that the notice cannot be published correctly or in due time. Furthermore, due to technical limitations, including a maximum character limit in the present text field "Additional information" (BT-300-Procedure) of the contract notice, it is not possible to specify the information that must be provided for each individual lot pursuant to the Danish Public Procurement Act and Annex V, Part C, of Directive 2014/24/EU, including information on the subject matter of the lots and their estimated maximum value. In order to ensure compliance with the information requirements of the Danish Public Procurement Act in accordance with Annex V to Directive 2014/24/EU, the relevant information has therefore been compiled in "Appendix to Contract notice - Details about the lots" and must be considered an integral part of the information contained in this contract notice. Accordingly, this contract notice covers a total of 594 lots, cf. Annex 1. Prior to the award decision, the tenderers to whom the contracting authority intends to award the contract shall submit appropriate documentation proving that the information provided in the ESPD is correct. Where a tenderer participates as part of a consortium, this must be indicated in Part II, Section A of the ESPD (Information about the economic operator), under the field "Is the economic operator participating in the procurement procedure together with others?". Each participating economic operator shall complete and sign a separate ESPD containing the required information. The tenderer and any consortium members must not be subject to the exclusion grounds laid down in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act.

Documentation substantiating the information provided in the ESPD with regard to the exclusion grounds set out in sections 135, 136 and section 137(1)(2) of the Danish Public Procurement Act shall be submitted. This requirement applies to the tenderer as well as any consortium members. The European Commission's eCertis service indicates what constitutes sufficient documentation for each economic operator, depending on the country of establishment. With regard to sections 2.1.3 Value and 5.1.5 Value, the indication of the estimated value and the maximum value of the framework agreement represents an estimate of the expected future consumption, based on the following factors: - Revenue and revenue development under the previous framework agreement 16.08 Air Travel (2023); - The development of historical consumption within the central government, based on the State's total procurement of air travel in 2025; - Knowledge of other market conditions identified in the market analysis, including that it is not considered likely that new significant suppliers will tender for the forthcoming framework agreement; - The fact that the framework agreement is mandatory for state authorities but optional for other customers. Several factors are included in the estimation, including a higher utilisation rate under the existing agreement for covered routes, with reservations for routes affected by EU Presidency countries, expanded possibilities for multiple suppliers on all routes, and an overall adjustment based on the risk of significantly increased oil prices. The estimated value therefore reflects a cautious and realistic

expectation of the use of the framework agreement, but is significantly below the total theoretical market for the services covered. Over the total duration of the framework agreement and across all customers, there is uncertainty as to the actual turnover under the framework agreement. The estimation therefore includes both an assessment of the estimated value and an assessment of the maximum value of the framework agreement. These values are not considered clearly unrealistic, but are subject to uncertainty, as the framework agreement is optional for some customer segments and competes with customers' existing procurement solutions. The difference between the estimated value and the maximum value is due to the uncertainty regarding the final value of the individual lots. The estimation of the estimated value and the maximum value represents SKI's best qualified and transparent assessment of the expected consumption under the lots at the time of the tender, including possible extensions and options, and across all economic operators participating in the lots, regardless of their final number. Please note that the total estimated value and the total maximum value for all lots are stated in section 5.1.5. Tenderers are specifically reminded that they are fully responsible for the prices tendered in all respects, regardless of the actual turnover achieved under the individual lots, including where the actual turnover deviates from the estimates, whether upwards or downwards. The framework agreement is subject to the prohibition laid down in Article 5k of Council Regulation (EU) No 833/2014, and SKI requires a declaration from the tenderer(s) to whom SKI intends to award the framework agreement, as further specified in section 16.2 of the procurement conditions.

#### **5.1.9. Criteri di selezione**

Fonti dei criteri di selezione: Documento di gara unico europeo (DGUE)

#### **5.1.10. Criteri di aggiudicazione**

Descrizione del metodo da utilizzare se la ponderazione non può essere espressa da criteri: Tenders will be evaluated separately per route on the basis of the award criterion "best value for money". For each received and admissible tender for a given route, an evaluation price will be calculated. The evaluation price is determined on the basis of a weighted price consisting of historical prices and the discounts offered per booking class. The weighted price is adjusted to reflect the quality offered by applying a percentage reduction factor defined for each qualitative element, as stated by the tenderer in the tender list.

#### **5.1.11. Documenti di gara**

Indirizzo dei documenti di gara: <https://www.ethics.dk/ethics/eo#/76a6af89-6e89-4552-b172-6da502684903/publicMaterial>

#### **5.1.12. Condizioni di appalto**

##### **Modalità di presentazione:**

Presentazione elettronica delle offerte: Obbligatoria

Indirizzo per la presentazione: <https://www.ethics.dk/ethics/eo#/76a6af89-6e89-4552-b172-6da502684903/homepage>

Lingue in cui possono essere presentate le offerte o le domande di partecipazione: inglese

Catalogo elettronico: Non consentita

Termine per il ricevimento delle offerte: 19/06/2026 11:00:00 (UTC+00:00) ora dell'Europa occidentale, GMT

Durata durante la quale l'offerta deve rimanere valida: 12 Anni

##### **Condizioni contrattuali:**

L'esecuzione dell'appalto deve avvenire nel contesto di programmi di lavoro protetti: No

Fatturazione elettronica: Obbligatoria

Si farà ricorso all'ordinazione elettronica: sì

Sarà utilizzato il pagamento elettronico: sì

Accordo finanziario: Where the tenderer is a group of economic operators (such as a consortium), the members of the group shall be jointly and severally liable for the performance of any delivery contracts awarded under the system and shall appoint a common authorised representative responsible for communication with SKI.

#### **5.1.15. Tecniche**

##### **Accordo quadro:**

Accordo quadro, senza riapertura della gara

Numero massimo di partecipanti: 2 416

##### **Informazioni sul sistema dinamico di acquisizione:**

Nessun sistema dinamico di acquisizione

#### **5.1.16. Ulteriori informazioni, mediazione e ricorsi**

Organizzazione competente per i ricorsi: Klagenævnet for Udbud

Informazioni sui termini per il riesame: Complaints concerning this procurement procedure must be submitted to the Complaints Board for Public Procurement within 6 months after SKI has concluded the framework agreement, calculated from the day following the day on which SKI has informed the tenderers concerned, cf. section 7(2)(3) of the Danish Act on the Complaints Board for Public Procurement (Act No. 593 of 2 June 2016, as amended). At the latest at the same time as a complaint is submitted to the Complaints Board for Public Procurement, the complainant must notify SKI in writing that a complaint has been lodged and state whether the complaint has been submitted during the standstill period, cf. section 6(4) of the Act. Where the complaint has not been submitted during the standstill period, the complainant must also state whether interim measures are requested, cf. section 12(1) in conjunction with section 6(4) of the Act.

Organizzazione alla quale rivolgersi per informazioni complementari sulle procedure di ricorso: Konkurrence- og Forbrugerstyrelsen

## **8. Organizzazioni**

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### **8.1. ORG-0001**

Nome ufficiale: Staten og Kommunernes Indkøbsservice A/S

Numero di registrazione: 17472437

Indirizzo postale: Pakkerivej 6

Località: Valby

Codice postale: 2500

Suddivisione del paese (NUTS): Byen København (DK011)

Paese: Danimarca

Referente: Rune Ramming Laugesen

E-mail: [rura@ski.dk](mailto:rura@ski.dk)

Telefono: 20668578

Indirizzo internet: <https://www.ski.dk>

##### **Ruoli di questa organizzazione:**

Committente

### **8.1. ORG-0002**

Nome ufficiale: Klagenævnet for Udbud

Numero di registrazione: 37795526

Indirizzo postale: Toldboden 2

Località: Viborg

Codice postale: 8800  
Suddivisione del paese (NUTS): Vestjylland (DK041)  
Paese: Danimarca  
Referente: Klagenævnet for Udbud  
E-mail: [klfu@naevneneshus.dk](mailto:klfu@naevneneshus.dk)  
Telefono: +45 72405600  
Indirizzo internet: <https://naevneneshus.dk/start-din-klage/klagenaevnet-for-udbud/>  
Indirizzo per lo scambio di informazioni (URL): <https://naevneneshus.dk/start-din-klage/klagenaevnet-for-udbud/>

**Ruoli di questa organizzazione:**

Organizzazione competente per i ricorsi

**8.1. ORG-0003**

Nome ufficiale: Konkurrence- og Forbrugerstyrelsen  
Numero di registrazione: 10294819  
Indirizzo postale: Carl Jacobsens Vej 35  
Località: Valby  
Codice postale: 2500  
Suddivisione del paese (NUTS): Byen København (DK011)  
Paese: Danimarca  
Referente: Konkurrence- og Forbrugerstyrelsen  
E-mail: [kfst@kfst.dk](mailto:kfst@kfst.dk)  
Telefono: +45 41715000  
Indirizzo internet: <https://www.kfst.dk>  
Indirizzo per lo scambio di informazioni (URL): <https://www.kfst.dk>

**Ruoli di questa organizzazione:**

Organizzazione alla quale rivolgersi per informazioni complementari sulle procedure di ricorso

**8.1. ORG-0004**

Nome ufficiale: Merzell Holding ASA  
Numero di registrazione: 980921565  
Indirizzo postale: Askekroken 11  
Località: Oslo  
Codice postale: 0277  
Suddivisione del paese (NUTS): Oslo (NO081)  
Paese: Norvegia  
Referente: eSender  
E-mail: [publication@merzell.com](mailto:publication@merzell.com)  
Telefono: +47 21018800  
Fax: +47 21018801  
Indirizzo internet: <http://merzell.com/>

**Ruoli di questa organizzazione:**

TED eSender

## Informazioni sull'avviso

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