

117694-2026 - Konkursas

Suomija – Mažmeninės prekybos paslaugos – Finavia: Food & Beverage Unit to Schengen Gate Area 28-29 at Helsinki Airport - Concession Notice - Request to Participate

OJ S 35/2026 19/02/2026

Skelbimas apie pirkimą arba koncesiją. Įprasta tvarka
Paslaugos

1. Pirkėjas

1.1. Pirkėjas

Oficialus pavadinimas: Finavia Oyj

E. paštas: tuomas.pitkanen@finavia.fi

Pirkėjo teisinė forma: Valstybinė įmonė

Pirkėjas yra perkantysis subjektas

Perkančiojo subjekto veiklos sritis: Oro uostų veikla

2. Procedūra

2.1. Procedūra

Pavadinimas: Finavia: Food & Beverage Unit to Schengen Gate Area 28-29 at Helsinki Airport - Concession Notice - Request to Participate

Aprašymas: Finavia grants possession of business premises at the Schengen airside of Helsinki Airport, to an Tenderer specializing in professional, ambitious, and distinctive restaurant / Food & Beverage concepts and/or brands with a unique atmosphere, high-quality offering and excellent service. Finavia is seeking an attractive restaurant / Food & Beverage concept that complements our already diverse range of Food & Beverage services at Helsinki Airport, creates a unique sense of place, and further enhances Helsinki Airport's customer experience. The tender includes a two-story unit located in a visible landmark location in the Helsinki Airport Schengen airside area between gates 28-29, directly along lively passenger routes. The upper floor will serve as an elevated à la carte restaurant with table service. The lower floor will serve as an elevated allday Food & Beverage concept with either counter-order and/or table-service. The brand/concept should be positioned in an upper-scale segment compared to the Helsinki Airport's overall selection: providing high quality, elevated and premium feel offering a clear uplift to everyday life, while remaining affordable, approachable and avoiding niche or overly exclusive positioning. The tenderer may propose one unified brand/concept for both floors, or two distinct but complementary brands/concepts to each floor. The unit includes compact kitchen facilities. Potential expansion or upgrading of kitchen capacity is investigated and evaluated during later procurement phases. Investments, including mid-term refurbishments are expected from the Operator. Finavia's vision is to offer world-class services for air passengers and airlines. At the heart of our strategy is the development of Helsinki Airport. World class customer experience will distinguish us from our competitors. Our customer promise "For smooth travelling" underlines the vision and kept by actions lead by customer experience pillars: GIFT OF TIME "I have time to do the things I like" CONFIDENCE "I have a feeling that I am on top of things" REFRESHED "I feel good - body, mind and soul" FINNISH EXPERIENCE "I experience something unique".

Procedūros identifikatorius: f24dac5f-53f5-4d65-a5e8-a28e45bd40ad

Vidaus identifikatorius: 591229

Pirkimo būdas: Derybos su išankstiniu kvietimu dalyvauti konkurse ir (arba) konkursas su derybomis

Pagrindiniai procedūros ypatumai: For the negotiations the Tenderers are asked to submit the preliminary tender by the deadline. In the negotiations the preliminary tender submitted by the Tenderer is to be discussed further for both Finavia to understand the Tenderers preliminary tender better as well as for the Tenderer to understand the Finavia's tender criteria better.

Schedule (times are Helsinki times, dates are DD.MM.): 04.03.2026 - Questions concerning the procedure by 13:00 11.03.2026 - Site visit day 1 12.03.2026 - Site visit day 2 18.03.2026 - Submitting the Request to Participate by 13:00 19.03.2026 - Invitation to Negotiate and Preliminary Invitation to Tender, at earliest 09.04.2026 - Questions, comments and preliminary tender submitted by 13:00 14.04.2026 – Negotiations round – Day 1 15.04.2026 – Negotiations round – Day 2 16.04.2026 – Negotiations round – Day 3 16.04.2026 - Negotiations end (without separate notice) 20.04.2026 - Final Invitation to Tender is published, at earliest 05.05.2026 - Questions regarding the Final Invitation to Tender by 13:00 18.05.2026 - Final Tender submitted by 13:00 18.05.2026 - Procurement decision, at earliest 03.06.2026 - Signing of the Agreement, at earliest Finavia reserves the right to change the schedule.

Candidates are responsible for submitting their participation, questions and Final Tenders in due time. In the first phase of the procurement, potential Candidates will be invited to participate. Based on the Requests to Participate, Candidates meeting the minimum requirements shall be invited to participate as Tenderers and invited to Negotiate. Tenderers are invited to provide feedback, comments and suggestions regarding the documentation. Finavia may invite the Tenderers to several rounds of meetings, if necessary. Negotiation agenda shall be instructed in the Invitation to Negotiate. Participants have the opportunity to ask questions at each stage. Tenderers are advised to consider that after the Procurement Decision has been made, agreements shall not be negotiated. Minor clarifications and additions to contact details and dates shall be made. Finavia sets suitability requirements to the Tenderers. Tenderer's own conditions and terms may not be included in any of the material it submits. Registration to Tarjouspalvelu supplier portal is free of charge. To avoid confusion, Candidates are advised to register to Tarjouspalvelu using the company name and ID of the entity that shall sign the Agreement. The procurement documentation, including the Agreement, any security details and floor plans etc. are available only against a duly filled-in and signed NDU. The NDU form is available in Tarjouspalvelu for registered users. Upon receipt of the signed NDU, Finavia sends the entire material to the email the NDU was received from. The signed NDU shall be sent to hankintapaallikot@finavia.fi with subject: "Food & Beverage Unit to Schengen Gate Area 28-29 at Helsinki Airport". The technical documentation is subject to change due to the nature of construction planning and processes.

2.1.1. Tikslas

Sutarties objektas: Paslaugos

Pagrindinis klasifikacijos kodas (cpv): 55900000 Mažmeninės prekybos paslaugos

2.1.2. Sutarties vykdymo vieta

Šalies administracinis vienetas (NUTS): Helsinki-Uusimaa (FI1B1)

Šalis: Suomija

2.1.4. Bendra informacija

Papildoma informacija: Finavia's vision for the tendered unit is to offer a high quality dine in experience that creates unique moments across all touchpoints - products, service, and interior design - coming together to deliver an elevated atmosphere and a feeling of being cared for before your flight. Excellent customer experience is one of the key objectives at Helsinki Airport and the elevated experience of this unit must be visible across several

dimension and key success factors, as further described below.

Positioning and Value-for-Money The concept must be positioned in the upper-scale segment compared to the general F&B offering seen at downtowns and at Helsinki Airport. This means: - a premium-feel environment and atmosphere - high-quality ingredients and a high share of products prepared on-site - attentive and warm hospitality - a consistent, smooth and hassle-free experience throughout the customer journey At the same time, the concept must remain affordable and approachable, appealing to all departing passengers. The concept and its selection must reflect a strong value-for-money perception: high-quality products and service delivered at a fair and justified price point, portion sizes, consistency, and service quality that supports the perceived value, actively avoid of negative value-for-money perception. The goal is to provide a clear uplift to everyday life without becoming niche or overly exclusive.

Concept Structure and Customer Experience by Floor

Upper Floor – Elevated À La Carte Experience The upper floor will operate as a à la carte restaurant featuring: - an ingredient-forward, food-led concept, high-quality table service - a atmospheric environment - a sense of indulgence and attention to detail. The design, service and menu must work seamlessly together to create a refined and memorable dine-in moment.

Lower Floor – Elevated All-Day Food & Beverage Experience The lower floor provides an elevated but slightly more relaxed all-day eat-in and drink-in experience: - premium but approachable ambiance - faster-paced operational capability - consistent quality - a well-designed offering and customer flow to serve travellers on the move, including takeaway products suitable for flights. Fluent service and well-designed fast options are crucial in the dynamic airport environment however emphasising the dine-in experience.

Customer Journey and Experience Principles Both floors should embody: - Calm & Aesthetics – a visually coherent, relaxing atmosphere - Exceptional Hospitality – warm, attentive, and proactive service - Attractive Dayparts – relevant offering from morning to evening - Destination Appeal – a place travellers actively choose to visit - Compelling Impulse – attractive grab & go items and visible temptations The operator must demonstrate strong competence and creativity in concept development, storytelling, and understanding of customer needs in an airport environment.

Brand, Naming and Design Requirements

Brand & Naming The restaurant/concept name must support the desired positioning and ambiance. The tenderer shall propose 1–3 alternative names, each with a short rationale outlining: - how the name supports the storytelling and attracts appetite, - how it fits the desired positioning, - how it resonates with local & international travellers. Finavia will approve the final name.

Interior Design The look & feel must: - reinforce the elevated positioning - include interesting details and high-quality finishing - prioritize functional design to ensure smooth operations and support a seamless, effortless customer journey - use durable materials suitable for an airport environment

Target Group and Location The centrally located unit at Schengen gates 27–28 serves all passengers with access in the Schengen area of the terminal. Primary target groups include: - food-oriented travellers and experience-seeking consumers -customers looking for a relaxed, high-quality sit-down meal before departure - business lunch guests and airport staff during daytime - to a significantly smaller extent: arriving passengers. The concept must attract international and local travellers alike.

Availability and Operational Requirements - The unit must follow Helsinki Airport's unified commercial opening hours and the unit must be open to all potential customers without purchasing obligation - Part of the offering—preferably the lower floor—must be scalable to 24/7 service - Service must be fast, smooth and reliable at all times of day.

Continuous Development, Quality Commitment and Investments The Operator must commit to: - continuous improvement of commercial and qualitative performance - aligning its offer with Helsinki Airport's evolving overall commercial mix, - delivering a Quality Promise covering key success factors like food quality, value for money, service excellence, and high maintenance of the premises. The concept requires investments as well as mid-term refurbishments by the Operators to maintain the expected standard.

The Unit: Ref. of floor plan

(s): 2761 Size: Approximately 632m2 in total Location: Schengen Airside between gates 28-29
Preliminary transition timeline: The construction of the premises is planned to start 1st of January 2027. The opening date of the unit is planned to be 1st of April 2027.

Teisinis pagrindas:

Direktyva 2014/23/ES

2.1.6. Pašalinimo pagrindai

Pašalinimo pagrindų šaltiniai: Pirkimo dokumentas

5. Pirkimo dalis

5.1. Pirkimo dalis: LOT-0000

Pavadinimas: Finavia: Food & Beverage Unit to Schengen Gate Area 28-29 at Helsinki Airport
- Concession Notice - Request to Participate

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Vidaus identifikatorius: 591229

5.1.1. Tikslas

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5.1.2. Sutarties vykdymo vieta

Šalies administracinis vienetas (NUTS): Helsinki-Uusimaa (FI1B1)

Šalis: Suomija

5.1.3. Numatomas galiojimas

Galiojimas: 84 Mėnesiai

5.1.6. Bendra informacija

Rezervuota dalyvavimo teisė:

Dalyvavimas nerezervuotas.

Iš ES fondų nefinansuojamas pirkimo projektas

Šis viešasis pirkimas taip pat tinkamas mažosioms ir vidutinėms įmonėms (MVĮ): ne

Papildoma informacija: Finavia's vision for the tendered unit is to offer a high quality dine in experience that creates unique moments across all touchpoints - products, service, and interior design - coming together to deliver an elevated atmosphere and a feeling of being cared for before your flight. Excellent customer experience is one of the key objectives at Helsinki Airport and the elevated experience of this unit must be visible across several dimension and key success factors, as further described below. Positioning and Value-for-Money The concept must be positioned in the upper-scale segment compared to the general F&B offering seen at downtowns and at Helsinki Airport. This means: - a premium-feel environment and atmosphere - high-quality ingredients and a high share of products prepared on-site - attentive and warm hospitality - a consistent, smooth and hassle-free experience throughout the customer journey At the same time, the concept must remain affordable and approachable, appealing to all departing passengers. The concept and its selection must reflect a strong value-for-money perception: high-quality products and service delivered at a fair and justified price point, portion sizes, consistency, and service quality that supports the perceived value, actively avoid of negative value-for-money perception. The goal is to provide a clear uplift to everyday life without becoming niche or overly exclusive. Concept Structure and Customer Experience by Floor Upper Floor – Elevated À La Carte Experience The upper floor will operate as a à la carte restaurant featuring: - an ingredient-forward, food-led concept, high-quality table service - a atmospheric environment - a sense of indulgence and attention to detail. The design, service and menu must work seamlessly together to create a refined and memorable dine-in moment. Lower Floor – Elevated All-Day Food & Beverage Experience The lower floor provides an elevated but slightly more relaxed all-day eat-in and drink-in experience: - premium but approachable ambiance - faster-paced operational capability - consistent quality - a well-designed offering and customer flow to serve travellers on the move, including takeaway products suitable for flights. Fluent service and well-designed fast options are crucial in the dynamic airport environment however emphasising the dine-in experience. Customer Journey and Experience Principles Both floors should embody: - Calm & Aesthetics – a visually coherent, relaxing atmosphere - Exceptional Hospitality – warm, attentive, and proactive service - Attractive Dayparts – relevant offering from morning to evening - Destination Appeal – a place travellers actively choose to visit - Compelling Impulse – attractive grab & go items and visible temptations The operator must demonstrate strong competence and creativity in concept development, storytelling, and understanding of customer needs in an airport environment. Brand, Naming and Design Requirements Brand & Naming The restaurant/concept name must support the desired positioning and ambiance. The tenderer shall propose 1–3 alternative names, each with a short rationale outlining: - how the name supports the storytelling and attracts appetite, - how it fits the desired positioning, - how it resonates with local & international travellers. Finavia will approve the final name. Interior Design The look & feel must: - reinforce the elevated positioning - include interesting details and high-quality finishing - prioritize functional design to ensure smooth operations and support a seamless, effortless customer journey - use durable materials suitable for an airport environment Target Group and Location The centrally located unit at Schengen gates 27–28 serves all passengers with access in the Schengen area of the terminal. Primary target groups include: - food-oriented travellers and experience-seeking consumers -customers looking for a relaxed, high-quality sit-down meal before departure - business lunch guests and airport staff during daytime - to a significantly smaller extent: arriving passengers. The concept must attract international and local travellers alike. Availability and Operational Requirements - The

unit must follow Helsinki Airport's unified commercial opening hours and the unit must be open to all potential customers without purchasing obligation - Part of the offering—preferably the lower floor—must be scalable to 24/7 service - Service must be fast, smooth and reliable at all times of day. Continuous Development, Quality Commitment and Investments The Operator must commit to: - continuous improvement of commercial and qualitative performance - aligning its offer with Helsinki Airport's evolving overall commercial mix, - delivering a Quality Promise covering key success factors like food quality, value for money, service excellence, and high maintenance of the premises. The concept requires investments as well as mid-term refurbishments by the Operators to maintain the expected standard. The Unit: Ref. of floor plan (s): 2761 Size: Approximately 632m2 in total Location: Schengen Airside between gates 28-29 Preliminary transition timeline: The construction of the premises is planned to start 1st of January 2027. The opening date of the unit is planned to be 1st of April 2027.

5.1.7. Strateginis viešasis pirkimas

Socialinis tikslas, kurio raginama siekti: Žmogaus teisių išsamus patikrinimas pasaulinėse tiekimo grandinėse, Tinkamos darbo sąlygos

5.1.9. Atrankos kriterijai

Pasirinkimo kriterijų šaltiniai: Pirkimo dokumentas

5.1.10. Skyrimo kriterijai

Kriterijus:

Rūšis: Kaina

Aprašymas: Kuten kuvattu hankintailmoituksessa

Kriterijus:

Rūšis: Kokybė

Aprašymas: Kuten kuvattu hankintailmoituksessa

5.1.11. Pirkimo dokumentai

Prieiga prie tam tikrų pirkimo dokumentų yra ribota

Papildomos informacijos prašymo terminas: 04/03/2026 11:00:00 (UTC+00:00) Vakarų Europos laikas, GMT

Informacija apie ribotos prieigos pirkimo dokumentus pateikiama adresu: <https://tarjouspalvelu.fi/finaviaoyj?id=591229&tpk=eeb2cca3-6499-41ef-82c6-7adf25f10c8b>

5.1.12. Pirkimo sąlygos

Pateikimo sąlygos:

Pateikimas elektroninėmis priemonėmis: Privalomos

Pateikimo adresas: <https://tarjouspalvelu.fi/finaviaoyj?id=591229&tpk=eeb2cca3-6499-41ef-82c6-7adf25f10c8b>

Kalbos, kuriomis galima pateikti pasiūlymus arba dalyvavimo prašymus: anglų kalba

Dalyviai gali pateikti daugiau kaip vieną pasiūlymą: Draudžiamos

Dalyvavimo prašymų priėmimo terminas: 18/03/2026 11:00:00 (UTC+00:00) Vakarų Europos laikas, GMT

Sutarties sąlygos:

Sutartis turi būti vykdoma pagal globojamų darbo grupių užimtumo programas: Ne

5.1.16. Išsamesnė informacija, tarpininkavimas ir peržiūra

Peržiūros organizacija: Markkinaoikeus

Informacija apie peržiūros terminus: Kuten kuvattu hankintailmoituksessa

Organizacija, teikianti papildomą informaciją apie pirkimo procedūrą: Finavia Oyj

Organizacija, teikianti daugiau informacijos apie peržiūros procedūras: Markkinaoikeus

8. Organizacijos

8.1. ORG-0001

Oficialus pavadinimas: Markkinaoikeus

Registracijos numeris: 3006157-6

Pašto adresas: Radanrakentajantie 5

Miestas: Helsinki

Pašto kodas: 00520

Šalies administracinis vienetas (NUTS): Helsinki-Uusimaa (FI1B1)

Šalis: Suomija

E. paštas: markkinaoikeus@oikeus.fi

Telefono numeris: +358 295643300

Interneto adresas: <http://www.oikeus.fi/markkinaoikeus>

Šios organizacijos vaidmenys:

Peržiūros organizacija

Organizacija, teikianti daugiau informacijos apie peržiūros procedūras

8.1. ORG-0002

Oficialus pavadinimas: Finavia Oyj

Registracijos numeris: 2302570-2

Pašto adresas: Lentäjätie 3

Miestas: Vantaa

Pašto kodas: 01530

Šalies administracinis vienetas (NUTS): Helsinki-Uusimaa (FI1B1)

Šalis: Suomija

Ryšių centras: Tuomas Pitkänen

E. paštas: tuomas.pitkanen@finavia.fi

Telefono numeris: +358 503170948

Interneto adresas: <http://www.finavia.fi>

Šios organizacijos vaidmenys:

Pirkėjas

Organizacija, teikianti papildomą informaciją apie pirkimo procedūrą

8.1. ORG-0003

Oficialus pavadinimas: Hansel Oy (Hilma)

Registracijos numeris: FI09880841

Pašto adresas: Mannerheiminaukio 1a

Miestas: Helsinki

Pašto kodas: 00100

Šalies administracinis vienetas (NUTS): Helsinki-Uusimaa (FI1B1)

Šalis: Suomija

Ryšių centras: eSender

E. paštas: tekninen@hankintailmoitukset.fi

Telefono numeris: 029 55 636 30

Interneto adresas: <http://hankintailmoitukset.fi>

Šios organizacijos vaidmenys:

TED eSender

Skelbimo informacija

Skelbimo identifikatorius / versija: 93c1d6e4-2105-47d1-a3e0-16760e5e80f3 - 01

Formos tipas: Konkursas

Skelbimo rūšis: Skelbimas apie pirkimą arba koncesiją. Įprasta tvarka

Skelbimo porūšis: 19

Skelbimo išsiuntimo data: 18/02/2026 10:47:59 (UTC+00:00) Vakarų Europos laikas, GMT

Skelbimas: išsiuntimo data (e. formų siuntėjas): 18/02/2026 10:48:11 (UTC+00:00) Vakarų Europos laikas, GMT

Kalbos, kuriomis šis skelbimas oficialiai skelbiamas: anglų kalba

Skelbimo paskelbimo numeris: 117694-2026

OL S numeris: 35/2026

Paskelbimo data: 19/02/2026