

# **Finnish Defence Contracts Bulletin**

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Defence Staff • Commercial Division • P.O. Box 919 • 00131 Helsinki • Finland

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# INTRODUCTION

## Scope of Publication

The Finnish Defence Contracts Bulletin is published by the Defence Staff of the Finnish Defence Forces. The main purpose of the bulletin is to inform the industry of possible contract opportunities with the Finnish Defence Forces procurement authorities.

The Finnish Defence Contracts Bulletin provides information on military orders arising from national and international programs and projects. In principle, the bulletin lists the requirements of the Finnish Defence Forces valued at one million EUR or more (orders of less value may occur) for which possible contract opportunities exist at both main and sub contract level. Published orders include those for research and development, production, supply and maintenance, of all military equipment except for:

- 1) those already subject to the EC Supplies and Services Directives,
- 2) those defined secret,
- 3) those subject to special national regulations.

## Procurement Regulations

The Finnish Defence Procurement Authorities comply with the national laws and regulations governing public procurement. Standard conditions for public procurement in Finland are contained in the "General Terms and Conditions of Public Procurement for Finland (1994)" which is available in Finnish, Swedish and English.

## Information Service

The Commercial Division of the Defence Staff has established a Focal Point. The Focal Point provides general information about the various national procedures and practices which govern defence procurement in Finland.

Finnish Defence Contracts Bulletin is published quarterly by the Defence Staff of the

Finnish Defence Forces in March, June, September and December on the Finnish Defence Forces web site: [www.mil.fi](http://www.mil.fi) -> english version.

Editorial inquiries or possible comments should also be addressed to the Focal Point address:

Defence Staff  
Commercial Division  
P.O. Box 919  
FIN-00131 HELSINKI  
Attn: Jonna Törnroos  
Phone: +358 9 181 22833  
Fax: +358 9 181 22858  
E-mail: [jonna.tornroos@mil.fi](mailto:jonna.tornroos@mil.fi)

Please note that enquiries about specific procurement projects should be addressed to the responsible procurement authorities.

## Declarations of Interest by Potential Suppliers

The Contracting Authorities need appropriate information on companies which want to become suppliers to the Government in the future.

There is no list of approved suppliers in Finland. Companies should therefore register their interest in each specific case to the responsible procurement authority. The declarations of interest should contain the following information, if possible:

1. Data concerning the company
  - full company name and address including telephone and telefax numbers
  - number of employees
  - branch of industry/line of business
  - contact point
2. Quality assurance status
3. Security/Classification status
4. Capabilities, products or services being offered
5. Companies may wish to give brief details about relevant past contracts either as a

# INTRODUCTION

main contractor or as a sub-contractor, e.g. customer, nature of work performed, date and value of contracts.

## Procurement Authorities

All contacts regarding specific contracts should be addressed to the responsible procurement authority. The possible future purchases, tenders invited and contracts awarded announcements have contact persons for technical and/or commercial matters. The addresses of the procurement authorities announcing in this volume of the bulletin are given below.

Defence Forces Materiel Command Hq  
Commercial Section  
P.O. Box 69  
FIN-33541 TAMPERE  
Telephone +358 3 181 55111  
Telefax +358 3 181 55889

Finnish Naval Headquarters  
Commercial Division  
P.O. Box 105  
FIN-00201 HELSINKI  
Telephone +358 9 181 24211  
Telefax +358 9 181 24212

Finnish Air Force Headquarters  
Procurement Division  
P.O. Box 30  
FIN-41161 TIKKAKOSKI  
Telephone +358 14 181 0111  
Telefax +358 14 181 4370

## Criteria for Contract Award

The Procurement Authorities will exercise their discretionary power in accordance with the national laws and regulations. When competitive contracts are awarded, the most economical solution usually takes into account, among other things, the following:

- conformity with the requirements
- tender price, including terms of payment
- cost of ownership implications on a through life basis

- assessment of tenderer's specific capabilities
- security of supply
- quality assurance standard
- preservation of the scope for future competition

## Liabilities

It is the policy of the Finnish Defence Forces to contract only with companies whose technical competence and financial viability have been established.

Suppliers should note that, whilst entries in either the Possible Future Purchases or the Tenders Invited Sections of the Finnish Defence Contracts bulletin are placed in good faith with the aim of fulfilling a potential requirement of the Finnish Defence Forces, needs, priorities or applications may subsequently change.

The Finnish Defence Forces reserves the right not to release further information or to entertain requests to be placed on bidders lists for specific projects. The judgment of the Finnish Defence Forces is final in any such matters.

Publication of the details of an Invitation to Tender does not imply that the responsible Finnish Defence Procurement Authorities will add any new bidders to the competition nor accept any of the resulting bids.

The material in this bulletin is intended merely as a guide although every effort is made to ensure that the information given is accurate. The Finnish Defence Forces are not to be taken as incurring any legal or contractual liability whatsoever for any statements made in the bulletin. Any expenditure, work or effort undertaken prior to contract award is accordingly a matter solely for the commercial judgment of potential suppliers.

# POSSIBLE FUTURE PURCHASES

**Possible Future Purchases** lists the possible future requirements of the Finnish Ministry of Defence. These are advance notices in order to facilitate companies' capability considerations and the establishment of initial contact between a company and the procurement authorities and between companies themselves. Potential contractors should express their interest to the procurement authorities. Their addresses are listed on page 5. The announcement of a future requirement is not to be construed as confirmation that a tender/contract will subsequently be issued.

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No announcements.

# POSSIBLE FUTURE PURCHASES

## PREVIOUSLY ANNOUNCED POSSIBLE FUTURE PURCHASES

**Previously Announced Possible Future Purchases** lists all the possible future purchases which are still in process and are waiting for the invitation to tender.

The announcements include all the necessary amendments (deadlines, contact persons).

Corrected title is underlined. issued.

## REPLACEMENT OF ANTI-PERSONNEL MINES (APM`s)

<b>First announcement in</b>	Bulletin No 2/05
<b>Procurement authority</b>	Finnish Defence Forces Defence Staff
<b>Contact person/Technical matters</b>	Maj Kai Kaltiainen
<b>Phone and fax number</b>	+358 9 181 22551 +358 9 181 22898 (fax) kai.kaltiainen@mil.fi
<b>Scope of delivery</b>	<p>In the first phase (2005-2008) preparations and proposals for procurement. In the second phase (2009-2012) procurement, training and proposals for procurement 2013-2016. The third phase procurement 2013-2016 and destroying of APM`s in 2016.</p> <p>The replacement of APM`s will be a combination of:</p> <p>APM Capabilities</p> <ul style="list-style-type: none"><li>- protection of troops and key installations</li><li>- area surveillance and psychological effects</li><li>- delay of enemy formations</li></ul> <p>Combinations of replacement systems</p> <ul style="list-style-type: none"><li>- short-range perimeter defence weapons and</li><li>- Claymore mines with related sensors</li><li>- independent sensor systems</li><li>- modern anti-tank mine systems</li><li>- intelligent charges with an integrated sensor system and</li><li>- smart ammunition for artillery or multiple rocket launchers</li></ul>
<b>Estimated issue date of invitation to tender</b>	2006
<b>Delivery date</b>	2009-2012 / 2013-2016

# POSSIBLE FUTURE PURCHASES

## RADAR JAMMING SYSTEMS

<b>First announcement in</b>	Bulletin No 2/05
<b>Procurement authority</b>	Finnish Defence Forces Materiel Command Headquarters
<b>Contact person/Technical matters</b>	Capt(Eng) Tero Solante
<b>Phone and fax number</b>	Phone: +358 - 40 - 575 1396 Fax: + 358 - 3 - 55 105
<b>Scope of delivery</b>	5 - 15 Radar Jamming Systems each system including several radar jamming stations.
<b>Estimated issue date of invitation to tender</b>	1st - 3rd quarter of 2007
<b>Delivery date</b>	System deliveries during 2009 - 2012



# POSSIBLE FUTURE PURCHASES

## COMMUNICATIONS JAMMING SYSTEMS

<b>First announcement in</b>	Bulletin No 2/05
<b>Procurement authority</b>	Finnish Defence Forces Materiel Command Headquarters
<b>Contact person/Technical matters</b>	Capt(Eng) Tero Solante
<b>Phone and fax number</b>	phone: +358 - 40 - 575 1396 Fax: + 358 - 3 - 55 105
<b>Scope of delivery</b>	5 - 15 Communications Jamming Systems each system including several communications jamming stations.
<b>Estimated issue date of invitation to tender</b>	1st - 3rd quarter of 2007
<b>Delivery date</b>	System deliveries during 2009 - 2012

# POSSIBLE FUTURE PURCHASES

## SHORT RANGE AIR DEFENSE GUN SYSTEMS

<b>First announcement in</b>	Bulletin No 1/05
<b>Procurement authority</b>	Finnish Defence Forces Defence Staff
<b>Contact person/Technical matters</b>	Maj Jukka Korhonen
<b>Phone and fax number</b>	+358 9 18122544(phone Korhonen) +358 9 181 22898 (fax) jukka.korhonen@mil.fi
<b>Scope of delivery</b>	<p>In the first phase (2004-2006) feasibility study including RFI phase. Second phase (2007-2008) preparations for procurement including RFQ. Third phase possible procurement nro1 (2009-2011) and procurement nro 2 (2013-2016)</p> <p>The Short Range Air Defense Gun System consists of:</p> <ul style="list-style-type: none"><li>- AA gun systems range of 3-5 km and altitude up to 3-5 km and</li><li>-surveillance radar 3 D</li><li>-fire control station incl. fire control radar and BMC3I-system</li><li>-training systems (simulators etc)</li><li>-maintanance systems (spare parts, documentation,technical support etc)</li></ul>
<b>Estimated issue date of invitation to tender</b>	2007 (procurement nro 1)
<b>Delivery date</b>	2010-2011 and 2013-2016

# POSSIBLE FUTURE PURCHASES

## LONG RANGE ARTILLERY SYSTEMS

<b>First announcement in</b>	Bulletin No 1/05
<b>Procurement authority</b>	Finnish Defence Forces Defence Staff
<b>Contact person/Technical matters</b>	Maj Mika Tauru
<b>Phone and fax number</b>	+358 9 181 22512 (phone Tauru) +358 9 181 22898 (fax) mika.tauru@mil.fi
<b>Scope of delivery</b>	<p>In the first phase (2005-2007) combination study. Second phase (2008-2012) preparations for procurement including RFI and RFQ. Third phase possible procurement (2013-2016).</p> <p>The Long Range Artillery System will be combination of:</p> <ul style="list-style-type: none"><li>- heavy rocket launcher including ammunition (rockets and missiles)</li><li>- special ammunition for 155 mm tubed artillery</li><li>- ISTAR-systems</li><li>- training systems (simulators etc)</li><li>- maintenance systems (spare parts, documentation, technical support etc)</li></ul>
<b>Estimated issue date of invitation to tender</b>	2008
<b>Delivery date</b>	2013-2016

# POSSIBLE FUTURE PURCHASES

## LONG RANGE AIR DEFENCE MISSILE SYSTEM

<b>First announcement in</b>	Bulletin No 1/05
<b>Procurement authority</b>	Finnish Defence Forces Materiel Command Headquarters
<b>Contact person/Technical matters</b>	Capt(Eng) Timo Hovila, Capt(Eng) Hari Paattimäki Mr Timo Lensu
<b>Phone and fax number</b>	phones: Hovila: +358 - 40 - 55 972, Paattimäki: +358 - 40 - 55 043, Lensu: +358 - 40 - 55 170,  Fax: + 358 - 3 - 55 900
<b>Scope of delivery</b>	One (1) Long Range Air Defence Missile System and a potential option for 1 system.
<b>Estimated issue date of invitation to tender</b>	January 2007
<b>Delivery date</b>	System deliveries starting 2010

# POSSIBLE FUTURE PURCHASES

## MEDIUM RANGE AIR DEFENCE MISSILE SYSTEMS

<b>First announcement in</b>	Bulletin No 1/05
<b>Procurement authority</b>	Finnish Defence Forces Materiel Command Headquarters
<b>Contact person/Technical matters</b>	Capt(Eng) Timo Hovila, Capt(Eng) Hari Paattimäki Mr Timo Lensu
<b>Phone and fax number</b>	Phones: Hovila: +358 - 40 - 55 972, Paattimäki: +358 - 40 - 55 043, Lensu: +358 - 40 - 55 170,  Fax: + 358 - 3 - 55 900
<b>Scope of delivery</b>	4 Medium Range Air Defence Missile Systems and a potential option for 5 systems.
<b>Estimated issue date of invitation to tender</b>	January 2007
<b>Delivery date</b>	System deliveries starting 2010

# POSSIBLE FUTURE PURCHASES

## LIASON AIRCRAFT, approx. 8 ea

<b>First announcement in</b>	FDC Bulletin No. 4/04
<b>Procurement authority</b>	Finnish Air Force Headquarters (the FiAF)
<b>Contact person/Technical matters</b>	Major M.S.c Kari Korhonen
<b>Phone and fax number</b>	tel. +358 14 1814811 fax +358 14 1814351 GSM +358 40 8259164 e-mail: kari.korhonen@faf.mil.fi
<b>Contact person/Commercial matters</b>	Mr Aatos Kaukinen
<b>Phone and fax number</b>	tel. +358 14 1814065 fax +358 14 1814310 e-mail: aatos.kaukinen@faf.mil.fi
<b>Scope of delivery</b>	<p>The Liaison Aircraft will primarily serve as a personnel and cargo transport aircraft on domestic flights and occasionally as a VIP transport aircraft.</p> <p>The aircraft shall be powered by one or two turbo-prop engines, be approved for single-pilot operations and have a seating arrangement for nine passengers. The cabin shall be easily convertible to cargo configuration or to accommodate both passengers and cargo (combi).</p> <p>The aircraft is to have IFR day and night capability, to be B-RNAV-approved and certified for flight into known icing conditions. The service ceiling shall be at least FL 200. The aircraft shall have a</p> <p>range of at least 500 NM (plus a 45 minute fuel reserve) with a 1 000 kg payload and with a 500 kg payload a range of at least 900 NM (plus a 45 minute fuel reserve).</p>
<b>QA Requirements</b>	AQAP 2110, AQAP 160, ISO 9001 or equal
<b>Estimated issue date of invitation to tender</b>	February 2006
<b>Delivery date</b>	2009

# TENDERS INVITED

**Tenders invited** lists the tenders issued by the procurement authorities. If your company is interested in the main contract of the requirement and would like to be invited as a potential contractor, you should address your company to the responsible procurement authority.

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No announcements.

# TENDERS INVITED

## PREVIOUSLY ANNOUNCED TENDERS INVITED

**Previously Announced Tenders Invited** lists all the tenders invited which are still in process and are waiting for the contract to be awarded. The announcements include all the necessary amendments (deadlines, contact persons).

Corrected title is underlined.

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### **12,7 MM AMMUNITION FOR HEAVY MACHINE GUN**

<b>First announcement in</b>	FDC Bulletin No 2/05
<b>Invitation to Tender</b>	05/6A4/033
<b>Procurement authority</b>	Finnish Defence Forces Materiel Command Headquarters
<b>Contact person/Technical matters</b>	Mr. Ari Pynnönen
<b>Phone and fax number</b>	phone: +358 3 181 55 854 Fax: + 358 3 181 55 900
<b>Issue date</b>	18.08.2005
<b>Tenders due</b>	30.09.2005
<b>Scope of delivery</b>	12,7 mm ammunition for .50 Browning M2 Heavy Machine Gun, approximately 1 000 000 rounds.
<b>Invitation to Tender issued to</b>	five companies
<b>Delivery date</b>	2006-2008



# TENDERS INVITED

## TELEBRIEFING SYSTEM, APPROX. 14 EA

<b>First announcement in</b>	Bulletin No 2/05
<b>Invitation to Tender</b>	No. 05/803/18 4 July 2005
<b>Procurement authority</b>	Finnish Air Force Headquarters (the FiAF)
<b>Contact person/Technical matters</b>	Captain Juho Suhonen BBA Maria Kalho
<b>Phone and fax number</b>	Suhonen: tel. +358 14 181 4404 fax +358 14 181 4500 GSM +358 40 7511082 e-mail: juho.suhonen@mil.fi  Kalho: tel. +358 14 181 4496 fax +358 14 181 4310 e-mail: maria.kalho@mil.fi
<b>Scope of delivery</b>	The telebriefing system is an air base communication system that is used for voice and data communication. The voice communication is used between command center operators and air base personnel (mechanics and aircraft) as well as between air base personnel. The data communication is used to access the C2 (Command & Control) and information systems from the air base aprons.
<b>QA Requirements</b>	AQAP 2110, AQAP 160, ISO 9001 or equal
<b>Tenders due</b>	30 September 2005
<b>Tenders received from</b>	Ascom Elektrobit Instrumentointi Thales
<b>Delivery date</b>	By 31 December 2007

# TENDERS INVITED

## MEDIUM TACTICAL TRANSPORT AIRCRAFT, 2 ea

<b>First announcement in</b>	FDC Bulletin No. 4/04
<b>RFQ No</b>	No. 05/804/2
<b>Procurement authority</b>	Finnish Air Force Headquarters (The FiAF)
<b>Contact person/Technical matters</b>	Maj M.S.c Kari Korhonen
<b>Phone and fax number</b>	tel. +358 14 1814811 fax +358 14 1814351 GSM +358 40 8259164 e-mail: kari.korhonen@faf.mil.fi
<b>Contact person/Commercial matters</b>	Mr Aatos Kaukinen
<b>Phone and fax number</b>	tel. +358 14 1814065 fax +358 14 181 4310 e-mail: aatos.kaukinen@faf.mil.fi
<b>Issue date</b>	28 January 2005
<b>Tenders due</b>	29 April 2005
<b>Scope of delivery</b>	The FiAF is looking for an aircraft, which is in production and needs minimum modifications or no modifications at all to fulfill the requirements. The aim of this procurement is to replace the current transport aircraft of the FiAF with a Medium Tactical Transport Aircraft with rear ramp and capability of transporting 7 000 kg to 10 000 kg payload.
<b>QA Requirements</b>	AQAP 2110, AQAP 160, ISO 9001 or equal
<b>Invitation to Tender issued to</b>	Alenia Aeronautica EADS CASA
<b>Delivery date</b>	2008

# TENDERS INVITED

## THREE COMPLETE MINE COUNTERMEASURE VESSELS AND MINE WARFARE DATA CENTRE = MWDC

<b>First announcement in</b>	FDC Bulletin No 1/04
<b>RFQ No</b>	FNHQ MCMV 2010 RFQ 04/507/017
<b>Procurement authority</b>	Finnish Naval Headquarters
<b>Contact person/Technical matters</b>	Project Manager Cdr J.G. Ilja Hakanpää Project Manager for the ship M.Sc. Ilkka Mäkinen
<b>Phone and fax number</b>	Tel. +358 9 181 0111 Fax. +358 9 181 24299
<b>Contact person/Commercial matters</b>	Chief of Purchase Pirkko Karine
<b>Phone and fax number</b>	Tel. +358 9 181 0111 Fax. +358 9 181 24299
<b>Issue date</b>	6.5.2004
<b>Tenders due</b>	30.11.2004
<b>Scope of delivery</b>	Under the project Mine Countermeasure Vessel 2010 (MCMV 2010) Finnish Naval Headquarters intends to procure up to three Mine Countermeasure Vessels including Combat System, Mine Warfare Data Center and ILS services. Prime Contracting agreement is the aim of the procurement project.
<b>Delivery date</b>	2009 - 2011

# TENDERS INVITED

## SHORT RANGE ANTITANK SYSTEM

<b>First announcement in</b>	FDC Bulletin No. 4/01
<b>Procurement authority</b>	Defence Staff
<b>Contact person/ Technical matters</b>	Maj Matti Honkela
<b>Phone and fax number</b>	+358-9-181 22051 (phone) +358-9-181 22898 (fax)
<b>Scope of Delivery</b>	Man portable Short Range Antitank System
<b>Estimated issue date of Invitation to Tender</b>	Shortlisted 3/2004
<b>Delivery date</b>	2007-2009

# CONTRACTS AWARDED

**Contracts Awarded** lists the contracts which have been awarded by the procurement authorities. Possible sub-contractors should express their interest and make offers to the main contractors

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No announcements.

# CONTRACTS AWARDED

## PREVIOUSLY ANNOUNCED CONTRACTS AWARDED

Breaching System 05.....	1/05
Targets and target services for antiaircraft artillery and missile systems including EW-training .....	3/04
Army flir & optical target designator & air defence missile firing stand project (former imaging devices and laser range finders) .....	2/03 (afotas)
Coastal Missile System.....	1/03
Combat Training System.....	1/03
Surface to Air Missile System for Squadron 2000.....	4/02
VHF Hand Held Combat Net Radio System.....	4/02
Short Range Air Defence Missile System.....	3/02
Simulation System for Trainig of Commanders and Staffs.....	3/02
NBC-Reconnaissance Vehicle.....	2/02
Integrated Electronic Warfare System for Squadron 2000 and Rauma -class Vessels.....	1/02
Radar Signal and Jamming Simulator.....	1/02
Squadron 2000 Fire Control System.....	1/02
Squadron 2000 Gun System.....	1/02
Squadron 2000 Passive Surveillance System.....	1/02
Squadron 2000 Surface and Air Surveillance Radars.....	1/02

# CANCELLATIONS

## PREVIOUSLY ANNOUNCED CANCELLATIONS

Rocket Launcher System.....	1/05
Very short range Air Defence missile system (VShoRADMS).....	3/04
Personal Laser Warning Sensor.....	1/04
Shoulder Launch Flares against Optical Sensor.....	1/04

## Association of Finnish Defence Industries

<http://www.defenceindustries.fi>

The Association of Finnish Defence Industries is the cooperation organ for the defence industry companies in Finland, working in close collaboration with the defence force administration, and representing Finland in international organisations in the field.

The Association is also an important link in contacts concerning Industrial Participation (IP).

- Established in 1994
- Number of member companies 40
- Covering nearly the entire Finnish defence industry sector

The Association represents Finland in the European cooperation organisation, ASD - AeroSpace and Defence Industries Association of Europe , which has been formed in a merger of AECMA, EDIG and EUROSPACE. The Association also serves as a link in contacts with NIAG (NATO Industrial Advisory Group).

### Main activities:

- Cooperation with defence force administration
- Promotion of research and product development in the field
- Contacts with political decision-makers
- Participation in the work of European Branch Associations

### Secretary General:

Mr Henrik Nordell  
Group Manager  
Technology Industries of Finland  
Phone +358-9-1923 399  
E-mail: [henrik.nordell@techind.fi](mailto:henrik.nordell@techind.fi)

### Member companies:

Link to the pdf-file listing all the member companies with their contact information can be found from the Associations web site: <http://www.defenceindustries.fi>