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Dear Madam/Sir,

The Government of Finland has initiated a programme (“HX Programme”) to replace the capabilities of the current Finnish Air Force (FINAF) Boeing F/A-18 C/D Hornet fleet of 64 aircraft. Following the receipt of requests for information (RFI) in 2016 (aircraft) and 2017 (weapons), the programme has now entered the request for quotation (RFQ) phase. The objective of the programme is to achieve an effective and affordable weapon system capability enabled by a multirole combat aircraft and its weapons and sensors, including associated support assets and services.

The deliveries are planned for in 2025–2030 concurrently with the phasing out of the existing Hornet fleet. An initial operational capability is aimed to be achieved in 2027 and a full operational capability in 2030.

It is assumed that integrating the HX system into the Finnish Defence Forces (FDF) differs from the Hornet’s concept of operations. Therefore, there may be a need to introduce changes to the FDF’s current concepts, systems and services in order to maximize the full HX capability. In addition to the HX system, the RFQ aims to identify any changes needed in the FDF’s legacy systems and integration, which will be necessary in order to introduce the HX system into the FDF context (C4ISR, etc.).

Structure

The purpose and content of Parts A-H are detailed in the respective parts.

Part A – Introduction

Part B – Commercial

Part C – Decision Making and Evaluation

Part D – Military Capability

Part E – Security of Supply

Part F – Affordability

Part G – Industrial Participation

Part H – Terms and abbreviations

Schedule for HX programme

The preliminary schedule for the HX programme is the following (schedule may be revised):

- HX RFQ release 04/2018
- Negotiations 08/2018–05/2020
- Request for best and final offers (BAFO) 2020
- Selection and Contract award 2021



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Qualified recipients of HX RFQ

The HX RFQ is sent to the following government entities:

- UK Ministry of Defence / BAE Systems (Eurofighter Typhoon)
- Navy International Programs Office / The Boeing Company (F/A-18 Super Hornet)
- Direction générale de l'armement / Dassault Aviation (Rafale)
- Joint Program Office / Lockheed Martin (F-35)
- Försvarets materielverk / Saab (Gripen)

For the purpose of this RFQ, "Tenderer" means a public or Industrial entity or an Industrial consortium which will respond to this RFQ.

The Tenderers receiving this RFQ will be requested and authorised to pass the HX RFQ or the relevant parts thereof on to the Suppliers that produce applicable combat aircraft, weapons and systems, taking note of the General Security Agreements which are in place between the respective governments or other mandatory arrangements. The Tenderers are encouraged to actively initiate necessary proceedings to this end.

Basis for decision

The HX procurement process is a transparent bidding competition executed under Article 346 of the Treaty of the Functioning of the European Union (TFEU) between equally treated Tenderers. The award will be based on the following decision-making areas:

- Military capability
- Affordability
- Security of supply
- Industrial participation
- Security and defence policy

Provided that all other decision-making areas are passed, the Tenderer offering the best military capability shall be awarded the contract.

The Tenderers are requested to present the best solution meeting the FDF's requirements. The selected Tenderer is required to assume a full responsibility for the technical and operational integrity of the HX weapon system. To be able to offer a competitive solution and form the necessary network of partners and subcontractors in time, the Tenderers are – with the necessary involvement of the Purchaser – encouraged to share the HX RFQ or the relevant parts thereof with Suppliers that produce applicable combat aircraft, weapons, sensors, special systems, mission data and support systems. The Tenderers are authorized, at their discretion, to include in their solution capability elements additional to the above mentioned multi-role aircraft with their weapons and sensors.

The final selection of the HX weapon system will be subject to governmental approval.



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FDF Strategic Industrial Partners

The FDF have strategic industrial partners that are an integral part of the national support concept for military aviation. Currently, Patria Aviation Oy, Insta Group Oy and Millog Oy have signed a formal strategic partnership agreement with the FDF, and these companies will be utilised as Purchaser's subject matter experts (SME) in HX program. Furthermore, technical data except classified secret received via the RFQ process is meant for the FDF's strategic industrial partners to facilitate their planning for HX support.

Foreign Military Sales

The basis for the negotiations shall be the HX RFQ including aircraft, weapons, and mission data and support systems. For the purposes of the FMS process, the HX RFQ shall be interpreted as a letter of request for a letter of offer and acceptance.

Guidelines on Ethical Conduct

To safeguard the integrity of the procurement process the Tenderers and their representatives shall follow the guidelines for ethical conduct stated in Commercial Part.

We are looking forward to receiving your response.

Yours sincerely,

Chief, Logistics Command
Major General

Timo Kakkola

Chief of Branch, Chief Legal Counsel
LL.M.

Anita Linnakangas