

Summary and answers to questions submitted by the deadline of 8 October 2026 at 16:00

Procurement title: AI development services in the RAISE project
Contracting authority: KIRAHub (KIRA-InnoHub ry)

The procurement clarifications concern tenderer eligibility, joint tenders, delivery arrangements and the terms of assignments. Joint tenders and delivery primarily through remote work are possible. The precise scope, schedule and any requirements for on-site presence will be determined by the needs of the small and medium-sized enterprises (SMEs) and the mini-competitions.

Joint tenders and eligibility requirements

Joint tenders are permitted. The requirement for a turnover of at least EUR 100,000 in each of the two most recent completed financial years does not have to be met separately by every member of a joint tender. The financial resources of the tendering group and the lead tenderer may be relied upon to meet the requirement. The tender must clearly describe how the group members rely on each other's resources.

Technical references, delivery capability and the minimum experience and competence requirements for experts and the team are assessed across the proposed joint team as a whole. Each member of a joint tender does not have to demonstrate compliance with all minimum requirements independently. The responsibilities of the parties must be clearly described in the tender.

A company established in Spain may participate in a joint tender as a company operating in the EU, even where services are delivered to companies operating in Finland, Sweden, Estonia and Latvia.

Demonstrating turnover

The financial years reported must have ended by the start of the public procurement procedure. The financial statements for the completed financial year 2025 and accounting reports for the current financial year 2026 therefore cannot be used in place of the required two completed financial years, even if the turnover in both years exceeds the required threshold.

Team roles and time commitment

The company representative may act as the main contact, a named senior technical expert may lead delivery, and developers and the project manager may be responsible for practical implementation and coordination. No minimum time commitment has been specified for the company representative or the named expert.

Pilots and delivery location

The SMEs and their use cases for Lot II are not yet known. The deadline for the first application round is 20 November 2026, and the participating companies will be identified shortly thereafter.

An Estonian supplier may deliver the service through a distributed team that also includes experts working in Ukraine. Most of the work is expected to be carried out remotely. Any on-site work will depend on the SME's needs, and the need for site visits must be taken into account in the mini-competition.

Participation in mini-competitions and scheduling

The expectation is that all suppliers under the framework agreement submit a tender for each mini-competition. If the winner of a mini-competition does not confirm delivery, the assignment may pass to the next supplier.

The timing of an assignment cannot be agreed entirely at the supplier's discretion based on its capacity. The mini-competition will specify the timing, and the supplier may propose a schedule that suits its capacity. The proposal must meet the needs of the assignment and be approved.

Intellectual property rights

The intellectual property rights to results created specifically under an assignment belong to the SME receiving the service. Tools and components already owned by the supplier remain the supplier's property.

Compensation for the transfer and licensing of rights is included in the contract price. No separate additional charge for these may be requested from the SME or the client.

Off-the-shelf software and licensing costs

Implementations using off-the-shelf software, such as AI agents based on existing software, also fall within the scope of the procurement.

Before submitting a tender, it must be clarified whether licensing costs incurred during the pilot are included in the tender price or reimbursed separately. Responsibility for ongoing charges after the pilot must also be clarified.