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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. Following the receipt of Requests for Information (RFI) in 2016 (aircraft), 2017 (weapons), Request for Quotation (RFQ) 2018 and the Revised Request for Quotation (RevRFQ) 2019, the HX Programme has now entered the request for the Best and Final Offer (RFBAFO) phase.

The objectives of this RFBAFO are:

- FDF to provide each candidate with a specific and final budget,
- FDF to further specify the requirements,
- FDF to receive precise and comparable pricing details,
- FDF to provide comprehensive contract structures and drafts of needed contracts, contract annexes and related documentation and
- to enable the Tenderers to finalise their responses
- FDF to receive binding offers from the Tenderers.

### **Structure of the RFBAFO**

The purpose and content of the revisited Parts are detailed in the respective parts.

- 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

Additional parts:

- Content Management (CM)
- HX Risks, Issues and Opportunities Register (RIO)
- Test and Evaluation Master Plan draft (TEMP)

### **Schedule for HX the Programme**

The schedule for the HX Programme is the following:

- Request for best and final offers (RFBAFO) 01/2021
- BAFO due 04/2021
- Type Selection and Procurement Decision Q4/2021
- Contract award and Signature Q4/2021 - Q1/2022





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## Qualified recipients of HX RFBAFO

The HX RFBAFO is sent to the following 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)

The Candidates receiving this RFBAFO will be requested to pass the HX RFBAFO or the relevant parts thereof on to the Suppliers that produce applicable combat aircraft, weapons and systems. Distribution is to be authorized by FDF taking note of the General Security Agreements (valid Facility Security Clearance, FSC), 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

The type selection recommendation will be based on military capability as it is the only decision-making area where the Candidates will be compared. The other areas are assessed as pass/fail. Security and Defence policy will be assessed separately.

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. The Tenderers are authorized, at their discretion, to include in their solution capability elements additional to the multi-role aircraft with their weapons and sensors.





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## Foreign Military Sales

For the purposes of the FMS process, the HX RFBAFO shall be interpreted as an amendment to the Letter of Request for a Letter of Offer and Acceptance.

We are looking forward to receiving your response.

Yours sincerely,

Chief, Logistics Command  
Major General

Kari Renko

Commercial Director, Strategic Programmes  
LL.M., MA

Lars-Christian Schauman