

REQUEST FOR INFORMATION

Helicopter Emergency Medical Service arrangements in Finland

Purpose and principle of process:

The purpose of this Request for Information (RFI) is to find out possible solutions for arranging Helicopter Emergency Medical Services (HEMS) in Finland during the next contract period (preliminary years 2022 - 2032).

This is not Contract Notice nor Request for Quotation (RFQ). The contracting entity, FinnHEMS Oy, does not commit to procurement. Further, FinnHEMS Oy will not be responsible for any cost incurred in furnishing this information.

Decision of procurement, if any, will be done and published via Tenders Electronic Daily (TED) and Finnish national HILMA- portal after complete market study.

Background information:

The contracting entity, FinnHEMS Oy (FinnHEMS) is the national administrative unit for HEMS-operations in Finland financed by the government. FinnHEMS has been managing HEMS operations in Finland since 2011. Currently the operations are carried out from six bases and eight helicopters by two different operators. Two different helicopter types are used: EC135P2 in three southern bases (Helsinki, Turku and Tampere) and EC145T2 in three northern bases (Oulu, Kuopio and Rovaniemi). Decision has been made to expand the number of bases up to eight from 2022 onward. Current contracts are valid to the end of December 2021 and February 2022. The new contracted operations should be running from the beginning of 2022.

Operations are running on all bases day and year around. Daily operations will be run with eight helicopters (plus two spare helicopters). EMS-doctors are provided by the University Hospitals of Finland. Base infrastructure is provided by FinnHEMS. EASA regulations apply.

Target of this RFI is to identify interested/possible operators and conducting ways for the new contract period. FinnHEMS is open to study different approaches to fulfil the contract specifications. Main objective is to find out a cost-effective way for future HEMS- operations in Finland. Secondary objective is to find out best practises for HEMS-operations.

FinnHEMS kindly requests Your answers, opinions and views of the following:

1. Please provide the name of Your organization.
 2. Is your organization currently carrying out HEMS- operations, if yes, in what scale, where and with what type of helicopters?
 3. Does your organization have recent experience in recurring seasonal cold weather/winter operations (temperature below 0 C and snow)?
 4. Is your organization interested in offering HEMS- services to Finland?
 5. What is your opinion concerning operator number in area of Finland:
 - a. Would you prefer to divide the country geographically in two, as it is now, and award contract to two different operators or
 - b. Would you prefer to keep the country as one and award contract to only one operator?
 6. What is the minimum, optimum and maximum period of time (in years) that you prefer for a contract duration?
 7. If awarded with contract, how long time do you estimate you would need for the preparations before being able to start the operations?
 8. How do You see HEMS-pilot resources in Europe in the becoming years? Will there be in your opinion a lack of qualified personnel? If yes, do you see any long-term solutions to the problem?
 9. HEMS- operations in Finland are flown currently in two cockpit crew compositions (described in paras 9.a and 9.b). How do you see cockpit crew composition in HEMS- operations:
 - a. One pilot and one Technical Crew Member (TCM, paramedic with appropriate helicopter training) or
 - b. Pilot in Command (PIC) and Co-Pilot?
 10. If the crew consists of a Pilot and a Co-Pilot and two medical crew members taking care of one patient, according to your experience what type of helicopter is optimum for HEMS- operations:
 - a. Range requirement 165Nm
 - i. In urban area,
 - ii. sparsely populated area and if only one size of helicopter is used,
 - iii. on both areas.
-

- b. Range requirement 245Nm
 - i. In urban area,
 - ii. sparsely populated area and if only one size of helicopter is used,
 - iii. on both areas.
- c. Range requirement 300Nm
 - i. In urban area,
 - ii. sparsely populated area and if only one size of helicopter is used,
 - iii. on both areas.

11. If the crew consists of a Pilot and a Technical Crew Member and one medical crew member taking care of one patient, according to your experience what type of helicopter is optimum for HEMS- operations:

- a. Range requirement 165Nm
 - i. In urban area,
 - ii. sparsely populated area and if only one size of helicopter is used,
 - iii. on both areas.
- b. Range requirement 245Nm
 - i. In urban area,
 - ii. sparsely populated area and if only one size of helicopter is used,
 - iii. on both areas.
- c. Range requirement 300Nm
 - i. In urban area,
 - ii. sparsely populated area and if only one size of helicopter is used,
 - iii. on both areas.

12. If your organization would be awarded by contract:

- a. Would you work under your national Air Operator Certificate (AOC) or
- b. are you willing to convert it to Finnish AOC if requested?

Please, do not hesitate to bring up anything you consider important with regard to the possible Contract Notice.

FinnHEMS Oy emphasizes that it will not influence your participation in possible future tender for HEMS, should you decline to participate or only partly fill out this Request for Information.

This is not a Contract Notice nor a Request for Quotation. This is a Request for Information and the nature of this document is a market study.

FinnHEMS

For further information feel free to contact Project Manager Ari Pellinen by email finnhems2022@finnhems.fi

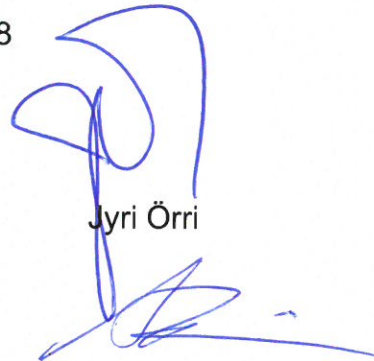
Answer to this Request for Information is kindly asked to be submitted before the end of June 2018 by email to finnhems2022@finnhems.fi.

If Your answer includes confidential information we ask you to mark it clearly.

Vantaa, Finland 17th May 2018

FinnHEMS Oy
Managing Director

Flight Operations Unit
Project Manager



Jyri Örrö

Ari Pellinen