

# Open call for tenders: Leading nature art excursions in Espoo, Siuntio, Karkkila and Lohja

## Background

Through this call for tenders, the City of Espoo is looking for offers on nature art excursions, which will take place between 1 April 2026 and 31 May 2027. The excursions will be implemented as part of the project UUSI KULMA – Culture and nature activities in Uusimaa.

The project combines cultural and artistic elements with outdoor activities in nature. The project involves organising nature excursions where local artists carry out musical performances, dance sessions, poetry readings and more at local natural sites. Each excursion will have one (1) nature guide and one (1) artist working together. The activities will take place at all times of the year. One excursion should take 1.5–4 hours.

The project is co-funded through the Supporting Sustainable Growth and Vitality in the Regions (AKKE) grant issued by the Helsinki-Uusimaa Regional Council. The main partner in the project is the City of Espoo in cooperation with the cities of Lohja and Karkkila, the municipality of Siuntio, and the Western Uusimaa wellbeing services county.

This call for tenders is looking for providers for the whole duration of the project. Services from the selected providers will be ordered first for the first six month period. After this, new orders will be placed on the basis of the received feedback.

## Who is the target group for the activities?

The activities are aimed at groups at risk of social exclusion, particularly mental health and substance abuse rehabilitees, senior citizens, and immigrants.

The City of Espoo and its partners are together in charge of reaching out to the target groups in regard to the excursions. One excursion will have around 5–20 participants, depending on how the excursion is carried out and the target group.

## Where are the activities organised?

The project's operating area includes Espoo, Siuntio, Lohja, and Karkkila. We are looking for service providers for the entire operating area.

Excursions will take place at different nature sites in the target municipalities. Some of the excursions will take place on accessible trails. The sites will be specified once we have selected the service providers. If the customer group needs transport to the site, the City of Espoo is responsible for organising the transport in cooperation with the project partners.

## What are the languages of the activities?

The excursions will be held in the following languages in these areas:

- Espoo: Finnish, possibly also Swedish and English
- Lohja: Finnish, possibly also Swedish and English
- Karkkila: Finnish
- Siuntio: Swedish and Finnish

## Details on the services

We are looking for service providers to produce content for the nature art excursions.

Each excursion will have one nature guide and one artist working together.

The service providers can be contracted for one or more excursions. The client does not commit to a specific number of orders. A more detailed number of services will be agreed on separately with the selected providers.

### Tasks and responsibilities of the nature guide::

- Guiding a customer group on being in nature at a nature site
- Ensuring the safety of the group and getting in contact with the authorities when needed
- Planning the content of the excursion and its route together with the artist
  - For example, the nature guide can come up with various wellness exercises that can be done in nature during the excursion.
  - The nature guide plans the route that the group will take, taking into account the limitations determined by the target group and artistic content.
- Drafting and documenting a safety plan

### Responsibilities of the artist:

- Planning the content and route of the excursion together with the nature guide
- Creating artistic content in nature
  - The content must be appropriate for the specified target groups and designed with the target group in mind. For example, if the target group would benefit from participatory methods, this should be considered when planning and carrying out the artistic content.
  - The planned artistic content must be suitable to be carried out in nature without extra investments.
- Planning the content together with the nature guide and the project
  - The details of the content implementation may be specified during the preparation phase in cooperation with the project group.

## Who can participate?

The call for tenders is open to parties that can send invoices electronically (such as companies and organisations with a business ID or operators that use an invoicing service).

Each excursion will have 1 nature guide and 1 artist. Service providers can make an offer either as partners or by themselves. If a service provider submits an offer without a partner, the offer must include details on how the joint planning and implementation with another party will be carried out. Service providers may offer services for the entire project area or only for some of the municipalities.

We hope to see bidders with diverse backgrounds and from a variety of artistic fields.

### Requirements for all service providers:

- We require that all service providers are committed to the CultureEspoo principles of a safer space (<https://www.espoo.fi/en/cultureespoos-principles-safer-space>).
- We require all service providers to act responsibly in nature, following everyone's rights and the Metsähallitus outdoor etiquette (<https://www.luontoon.fi/en/activities/hiking-and-outdoor-recreation/etiquette>).
- Service providers must have valid liability insurance valued at a minimum of one million euros (EUR 1,000,000.00) per incident.
- Service providers must be able to invoice electronically.

### Prerequisites and qualification requirements for nature guides:

- Language proficiency: Finnish and English, Swedish and Finnish for the excursions in Siuntio
- Professional skills in the nature sector (education in the field or at least two years of professional experience in nature guide activities)
- Experience and competence in nature wellness (e.g. Green Care studies, Health Forest or Forest Mind Guide training, or similar)
- Good knowledge of the natural environment in at least one of the target municipalities (Espoo, Siuntio, Lohja, Karkkila)
- Availability of sufficient equipment for the excursions (first aid kit, sit pads for 20 people)
- Competence in drawing up statutory safety documentation
- At least EA1 level in first aid competence

### Prerequisites and qualification requirements for artists:

- Education in the field of culture or arts or at least two years of professional experience in the field
- Language proficiency: Finnish and English, Finnish and Swedish for the excursions in Siuntio
- Experience in encounters with diverse groups

- Experience and competence in cultural well-being

## Include in your offer

The offer must include the following details:

### Nature guides

#### 1. Content of the offered activities

Explain clearly and briefly the kind of nature guidance you can provide, taking into account the budget limit (EUR 500 per excursion, excluding VAT). Specify the target groups for which you can provide guidance (senior citizens, immigrants, and/or substance abuse and mental health rehabilitees).

#### 2. Brief introduction of the person(s) in charge

Introduce yourself and describe your competence/experience with nature wellness and special target groups. Mention also if you have experience in organising accessible nature excursions.

#### 3. Language skills

Clearly indicate the languages of your guidance (Finnish, Swedish and/or English).

#### 4. Operating area

In your offer, list the municipalities where you are able to provide guidance (Espoo, Siuntio, Lohja, Karkkila). Please note that the price also includes travel costs.

### Artists

#### 1. Content of the offered activities

Explain clearly and briefly the kind of content you can create in nature, taking into account the budget limit (EUR 500 per excursion, excluding VAT). Specify the target groups of the content (senior citizens, immigrants, and/or substance abuse and mental health rehabilitees). In addition, indicate whether the content can be implemented in nature during all seasons or only during certain seasons. Please note that, as a rule, additional production, such as providing a sound system or building a stage in the natural environment is not possible in this project.

#### 2. Brief introduction of the person(s) in charge

Introduce yourself and describe your competence/experience with cultural wellness and special target groups.

#### 3. Language skills

Clearly indicate the languages of your sessions (Finnish, Swedish and/or English).

#### 4. Operating area

In your offer, list the municipalities where you are able to provide your services (Espoo, Siuntio, Lohja, Karkkila). Please note that the price also includes travel costs.

The offer can be presented in free format in a docx, PDF, or PPT file.

## Price

The total budget of the tendering process, excluding VAT, is EUR 80,000 at maximum. The total price of one excursion is EUR 1,000 (excluding VAT), of which half (EUR 500, excluding VAT) is allocated to the nature guide and the other half (EUR 500, excluding VAT) to the artist.

Please consider in your offer that the price includes the whole package, including planning with your work partner as well as travel and material costs. We require that the service providers selected for the project participate in at least one joint planning session remotely before the excursions start (the meeting takes 1–2 hours).

## Evaluating the offers

The offers will be considered on the basis of qualitative criteria. The evaluation is carried out by a multiprofessional and multidisciplinary working group, which also includes persons from the target groups.

### Evaluation criteria for nature guides:

- The provider's competence in nature wellness
- Knowledge of the natural environments of the target municipalities
- The provider's experience and competence in guiding special groups

### Evaluation criteria for artists:

- In the offers for artistic content and activities, we consider how the service provider takes the following issues into account:
  - o Content implementation is suitable for the natural environment
  - o Content implementation improves the participants' mood and has a feel-good effect
  - o Content implementation strengthens the participants' experience of inclusion
  - o Content implementation helps support the functional capacity of the participants
- The provider's competence in cultural well-being
- The provider's experience and competence with special groups

## Schedule

The call for tenders was published in the Cloudia Tendering system on 9 February 2026. The tenders are open until 28 February, 3:45 p.m. in the Cloudia system.

The City of Espoo will organise an open information event on the procurement on Friday 13 February 2026 between 2 and 3 p.m. [Join the information event on Teams through this link.](#)

The offer will be rejected if the qualification requirements presented in this document are not met or if the offer arrives late.

The excursions will begin in spring 2026 and continue until 31 May 2027. Services from the selected providers will be ordered first for the first six month period. After this, new orders will be placed on the basis of the received feedback.

## **Data protection and processing the offers**

The UUSI KULMA project is carried out by the City of Espoo in cooperation with the cities of Lohja and Karkkila, the municipality of Siuntio, and the Western Uusimaa wellbeing services county. The calls for tenders and their content are processed by all of these parties and the representative of the project funder (Uusimaa Regional Council). In addition, the evaluation of offers may also involve experts from the target groups, such as representatives of mental health organisations.

## **Procurement decision and terms of contract**

The City of Espoo will make the procurement decision as a separate decision. The procurement decision and its justifications will be delivered in writing to the parties concerned. A contract with the selected service providers will only be concluded after signing a separate contract.

The procurement is subject to the JYSE 2025 Services: General Terms of Public Procurement in Service Contracts, May 2025/ Updated version (<http://www.vm.fi>).

The offers must be valid until 31 May 2027. We aim to conclude the procurement contracts with the selected providers in spring 2026.

## **Invoicing and terms of payment**

Invoices are sent via e-invoicing. More detailed invoicing instructions will be agreed upon with the selected providers after approving their offer.

The payment period for invoices is 30 days net.

## **Details of the procurement procedure**

The value of the procurement is below the national threshold, therefore the Act on Public Procurement and Concession Contracts (29.12.2016/1397) does not apply. The transparency provisions of the Act on Public Procurement and Concession Contracts apply.

The City of Espoo treats the participants to the tender and other providers in an equal and non-discriminatory manner and acts openly, taking into account the requirements of proportionality.

## **Rights and public access to documents**

With regard to the publicity of procurement documents, the legislation on the openness of government activities is applied. The tender documents and other documentation related to the procurement are public after the contract has been concluded. However, a party, such as the provider making an offer, has the right to be informed of the aforementioned documents as soon as the decision has been made and the minutes have been checked.

In their offer, the provider must mark any information or appendices that are trade secrets as CONFIDENTIAL. The City of Espoo will consider on a case-by-case basis whether the information marked as trade secrets is confidential under the law.

## Questions

Please submit your questions and observations related to the procurement on the Cludia Tender system by 17 February 2026, 11:59 p.m. The City will answer all questions at the same time in the Cludia Tender system by 23 February 2026.

## Additional information

For more information, you can contact the contact person responsible for the tender process, Elina Pulli: [elina.pulli@espoo.fi](mailto:elina.pulli@espoo.fi), tel. +358 46877 3888.

In Espoo, 9 February 2026

CITY OF ESPOO

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