

## Posti invites companies to submit bids on mail delivery

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Posti initiates again its sourcing procedure on mail delivery services in areas not covered by early-morning newspaper delivery. Companies interested in submitting a bid can register for the competitive tendering as of February 3, 2020. The tendering also includes areas where Posti will put out to tender the entire service portfolio.

The Postal Act requires Posti to put out to tender annually the five-day delivery of universal service letters—i.e. letters and postcards equipped with a stamp or other cash payment method—in areas not covered by early-morning newspaper delivery that has been agreed upon commercially.

The competitive tendering was organized for the first time in 2018. For this year's tendering, the Finnish Transport and Communications Agency Traficom has re-determined the areas. Previously, the areas were based on postal code areas. In the reformed model, the areas have been assessed with delivery point precision. There are altogether 4,324 areas included in the tendering.

“Posti is now organizing the sourcing procedure for the third time. It is of utmost importance to us that this task is carried out in accordance with the stipulations of the Postal Act in a transparent and neutral way. In addition to the universal service items, Posti will organize a tendering in two areas regarding the delivery and picking of items that are not included in basic delivery,” says Tuija Åkerman, Director, Consumer Mail & International Affairs at Posti.

The Postal Act only requires that the delivery of universal service items is tendered. However, Posti will organize a more extensive tendering in the postal code areas of Kerava

(04200) and Joutsa (19650). In previous rounds, the competitive tendering has not introduced any new deliverers, which means that Posti has organized the delivery of all areas mentioned in the competitive tendering.

The sourcing will not affect the basic delivery of newspapers in sparsely populated areas. Newspaper delivery will continue according to existing contracts.

The Postikilpailutus.fi website will be opened on February 3, 2020

Companies willing to participate in the tendering are requested to register between February 3 and February 14, 2020, using the registration link on Posti's website [postikilpailutus.fi](https://postikilpailutus.fi).

The Postikilpailutus.fi website features information on the execution of the tendering, the areas included in it and any special requirements. Companies willing to participate in the tendering are asked to register using an electronic form where you fill in the name of the company and contact persons, business ID and email address.

Like last year, the competitive bidding will be organized electronically in Posti's Sourcing Portal. The company submitting a bid selects the area or areas for which they want to submit a binding tender in the Sourcing Portal by entering the price of the performance they

offer. The competitive tendering will be organized in accordance with the principles of the Act on public contracts and concessions of entities operating in the water, energy, transport and postal services sectors.

According to Åkerman, the same requirements and selection criteria apply to all participants in the tendering, including Posti.

The basic criteria of the competitive tendering

include the company committing to the ethical guidelines and environmental criteria of Posti's suppliers as well as being a Reliable Partner in accordance with Vastuugroup.fi.

At the end of the tendering procedure, Posti's Sourcing will compare the tenders on April 2-30, 2020 and award the contract to the most economically advantageous tender based on an overall assessment. Operations under the contract will begin on July 1, 2020.

Source: [Posti](#)

