

Cloudia and Hansel announced collaboration – applies to hundreds of public administration organizations and billions in procurement

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Helsinki, Finland – Cloudia, a provider of digital contracting and procurement solutions, and Hansel, a central purchasing body for central and local governments in Finland, are further enhancing the digitalisation of public procurement with a new framework agreement.

In accordance with the agreement signed in September, Cloudia will act as the supplier of procurement lifecycle services for Hansel. Hansel Ltd released a tender for procurement lifecycle services, eventually selecting Cloudia as the chosen provider for the second time in a row. Unlike before, the framework agreement not only covers central government operators but also municipal organizations.

Lifecycle services refer to an electronic system that supports the different phases of the procurement process, including planning and preparation, tendering, contract management and supplier management.

Thanks to a long contract period (six years and a three-year option period), the service package, which is constantly evolving, meets the requirements for the strategic management of public procurement. The service also responds to the objectives of the recently announced national public procurement strategy.

"This framework agreement is one part of the continuing operation to develop and digitalise public procurement," says **Susanna Närvänen**, Hansel's Chief Category Officer.

Tenders worth billions

"The cooperation with Hansel has been active since the tendering process

ended," says **Jaana Niukkala**, Cloudia's Sales Director. "We have started reviewing customer-specific deployment plans according to our customers' individual needs."

The aim of the cooperation is not only to develop processes and working methods with contracting entities, but to also support the further development of cooperation between different stakeholders, including contracting entities, tenderers and suppliers.

"We are delighted that with Cloudia's versatile services, Hansel's customers can develop their procurement in the direction they want," Niukkala continues. "Based on our past customer relationships, we know that the organizations covered by the agreement create billions of euros worth of tenders every year. We have a lot of practical experience on how our digital systems can enable public administration organizations to achieve significant savings in terms of costs, working hours and volumes."

The agreement is commercially significant for Cloudia with a total value of more than EUR 10 million.

"We are particularly pleased that, as a Finnish company, we were both price-competitive and best met the requirements in terms of quality and technical features," concludes Niukkala.

About Cloudia

Cloudia is a global provider of a complete suite of Source-to-Contract services for both private and public sector organizations. The company's comprehensive product portfolio includes data security certified and easy-to-use solutions for strategic and operational aspects of procurement, including eSourcing, Contract Management and Supplier Management. Cloudia's digital marketplace for suppliers and buyers has an annual procurement volume exceeding USD 22 billion, and the company has seen a consistent growth of +40% for the past five years. Founded in Finland in 2008, Cloudia has offices in Finland and Dubai. Additional information at www.cloudia.com/for-media.

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