



DEFENCE SECTOR VISIT TO FINLAND & ESTONIA

6-9 MAY 2019

Want to know more about the procurement opportunities in Finland and Estonia and meet the right people within the defence sector? Come and pitch your solutions to the Finnish and Estonian defence authorities and potential partners in the defence sector!

This visit provides an excellent opportunity to meet with leading companies from different areas within the defence sector and procurement specialists within defence. The four-day programme will include seminars, pre-scheduled B2B meetings, networking receptions, and field trips. One of the main themes of the visit is cyber security but the visit is relevant to anyone interested in doing business with the Finnish and Estonian Defence Forces and other companies within the sector. DALO will send staff to support the Danish firms during the whole visit. The Defence Attaché covering the Baltics will also participate.



PROGRAMME

Monday 6th of May (Helsinki):

Arrival in Helsinki and check-in at hotel Klaus K

Late afternoon: Kick-off event and networking reception at the Danish residence in Helsinki.

Tuesday 7th of May (Helsinki):

Defence seminar at the Danish residence covering among others:

- Current defence & security environment of Finland
- Procurement process and future plans for the Defence Forces
- EU Defence Fund

Company pitching session, pre-scheduled B2B meetings, networking lunch at the Danish residence.

Field trip to Cyberlab or Santahamina military base (tbc)

Joint dinner for Danish participants at the World heritage site of fortress island Sveaborg.

Wednesday 8th of May (Tallinn):

Check-out from hotel (in Helsinki)

Ferry ride to Tallinn with Tallink Megastar

Defence seminar at the Danish Embassy in Tallinn covering among others:

- Current defence & security environment of Estonia
- Procurement process & four year plan for the Defence Forces

Company pitching session and pre-scheduled B2B meetings.

Networking reception at the Danish residence.

Check-in at hotel Radisson

Thursday 9th of May (Tallinn):

Field trip to Cyber Range, Estonian MoD (tbc)
Presentation by The NATO Cooperative Cyber Defence Centre of Excellence (CCDCOE) (tbc)
Joint lunch
Flights to CPH in late afternoon



PRICE:

SMEs 16.169 DKK* per company incl. GROW subsidy 35% (please see the guidelines [here](#)).
Large companies 24.875 DKK*

Outlays: 6.000-8.500 DKK**

**Depending on the number and the size of the participating companies we will utilise the funding programmes available at MFA to bring cost down also for larger companies if possible.*

***For up to two persons, covers e.g. most meals during the visit, costs related to receptions such as catering and bus transportations etc. The costs will be divided between participating companies and invoiced separately. The final price depends on the number of participating Danish companies.
In addition to this, flights, hotels, and ferry ticket are at each participant's own expense.*

TRAVEL PLAN:

6.5. Flights Copenhagen-Helsinki

Hotel in Finland: Hotel Klaus K (single room 144€ incl. breakfast), reservations directly to the hotel using this [link](#).

8.5. Ferry from Helsinki to Tallinn, Tallink Megastar 10.30-12.30. Tickets can be purchased [here](#).

Hotel in Tallinn: Radisson Blu Sky Hotel Tallinn (single/double room 120€ incl. breakfast, WIFI, health/spa centre). Please send your reservation to the Embassy in Tallinn (Anne Porsholdt: anpors@um.dk), who will then direct the reservation to the hotel.

9.5. Flight from Tallinn to Copenhagen

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