



PROGRAMME SPONSOR

Guillaume Duroyon

Procurement Director,
Europe and Africa

AT A GLANCE

CUSTOMER

Ferroglobes France (Ferropem),
part of the Ferroglobes group

FUNCTION

Procurement, Europe and Africa

IN USE SINCE

2022

SCOPE

Manufacturing consumables and
packing, spare parts, and
services above roughly €3,000,
across multiple plants

A STANDARD PROCESS, EVERY TIME

"It improves a lot the
professionalism of each
tender process, because
it's done in the same way
each time."

Guillaume Duroyon

Procurement Director, Europe and
Africa · Ferroglobes France

ONE PLANT'S WORK REUSED BY ANOTHER

"Everybody in each plant
sees what the other buyers
do. You can also extend
your sourcing value,
because you can get a
similar tender which has
been done at another plant,
and you can get the same
suppliers."

Guillaume Duroyon

Procurement Director, Europe and
Africa · Ferroglobes France

CUSTOMER STORY · FERROGLOBES FRANCE

Structured sourcing at Ferroglobes France

How a lean European procurement team put three years of
tendering through one standard process, and what it changed for
the buyers who use it.

Where they started

Before 2022, tendering at Ferroglobes France ran on email. Requirements went
out as attachments, responses came back in whatever shape each supplier
chose, and the record of a tender lived in one buyer's inbox and folder
structure.

Technical colleagues had no way to follow a live process without asking the
buyer directly. Each buyer ran tenders their own way, so a good approach at
one plant stayed at that plant. The team needed one place, and one way, to run
a tender.

SPEED, ONCE THE TEMPLATE EXISTS

**"When your template is done and you create a new
tender request, it takes you maybe five, ten minutes, it's
finished, created, you send it and you wait for the
answer. It's very efficient."**

Guillaume Duroyon

Procurement Director, Europe and Africa · Ferroglobes France

What runs through the platform today

Manufacturing consumables and packing. 100% of tenders in these categories.

Spare parts. Large spare-parts tenders run through the platform; small stock refills
are deliberately left out, because the process cost is not worth it for them.

Services. A team rule that anything above roughly €3,000 is tendered through the
platform rather than placed directly.

Multiple stages as standard. A first stage for initial proposals, a second for best
and final offers, and an extra stage for technical visits where the tender needs one.

One shared supplier database. Built and owned by the buyers themselves, with
their own named contacts at each supplier.

HOW DOES YOUR TEAM COMPARE?

Take the Sourcing Efficiency Check



THE RECORD, THREE YEARS IN

1,607

Sourcing events run

6,480

Supplier invitations issued

~4

Suppliers invited per tender, on average

69.5%

Supplier response rate

13.8 days

Median time from opening a tender to closing it

97%+

Tenders created from a standard template

All figures are taken from Ferroglobe France's own activity in the platform, over three years to September 2026.

EMAIL REPLACED, NOT SUPPLEMENTED

"You have no limitations, so you can put everything in there. It's better than an email, which can be limited with drawings and so on. It avoids a lot of emails."

Guillaume Duroyon

Procurement Director, Europe and Africa · Ferroglobe France

What made it work

Software on its own does not produce the record above. Five decisions by Guillaume's team did, and they are the part of this story worth copying.

01

Templates built once, then reused

Over 97% of tenders start from a standard template. That single habit is what turns a tender into a ten-minute job instead of a morning's work.

02

A threshold the team set itself

Services above roughly €3,000 go through the platform. Nobody outside procurement had to mandate it, and because the rule is the team's own, it holds.

03

Deliberate scope, including what to leave out

High-value and repeat categories in, small stock refills out. Running everything through a formal process would have cost more than it returned, and they said so.

04

More than one stage, as the norm

A best and final round on top of first proposals, and a technical visit stage where the tender warrants it.

05

A supplier base owned by the buyers

The team builds and maintains its own supplier records and contacts, which is why adding a new supplier is their decision rather than a request to anybody else.

What's next with DeepStream

Guillaume's own priorities, in his own order.

01

Structured evaluation and scoring on high-value tenders

In his words, compiling a technical and a commercial evaluation to select the best offer on both counts, which he describes as something the team wants to improve.

02

Testing reverse auctions

On one or two suitable categories, to see what they are worth to Ferroglobe.

03

Rolling the platform out

To departments in other countries.

The platform gave the team one place to tender. The team's own habits made it the way they tender.

Want to run tenders like this?
www.deep.stream

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