FLOTATION ENERGY

Standardised and audit-ready tendering, from the smallest RFQ to the largest package

Flotation Energy is a global offshore wind developer, specialising in pioneering floating projects in deeper waters. As its projects move into delivery, every contract Flotation Energy places has to justify contractor selection to joint venture partners, auditors, investors and banks. DeepStream gives its supply chain team one consistent, auditable way of tendering across its projects.

8 weeks
from signing to live

45
tenders and market enquiries in year one

10+
in the supply chain team

~1 day
typical first draft to issue



"As our projects move into the delivery phase, we will be placing contracts of significant value. Our team needs systems in place that ensure consistency, transparency, efficiency and governance, in order to give us confidence that we've arrived at the right decision. DeepStream helps us with that."

Dan Wright, Head of Supply Chain, Flotation Energy

AT A GLANCE

COMPANY
Flotation Energy is a global leader in floating offshore wind development, based in Edinburgh.

UK PORTFOLIO
Green Volt (560 MW), Cenos (1,350 MW), White Cross (100 MW).

STAGE
Development, with major capex to follow.

USED FOR
RFIs, RFQs and ITTs, including market enquiries for a competitive national funding process.

THIS YEAR'S ACTIVITY
45 tenders and market enquiries across all three projects.

TEAM
A supply chain team of 10+, with more than 50 across the business taking part in tender activities.

IN ONE PLACE
Around 190 supplier invitations, 1,100+ clarification messages, 2,300+ supplier documents.

AUDIT
Procurement audited as part of an ISO audit with audit trail, clarity and templates commended.

Higher contract value, more scrutiny

Flotation Energy is at the vanguard of floating offshore wind. While the company has the capability to deliver independently, it thrives in partnership. Projects are often delivered as joint ventures with other leading developers, so consistency across all projects is important.

All stakeholders in its projects have a right to seek clarity that the procurement process has been followed.

Before DeepStream, tenders ran through manual, bespoke processes which differed project by project, and success depended on individuals running the process. That was appropriate for smaller contracts and when complex events were rare. However, as projects move into the delivery phase, more robust processes are required.

WHO CHECKS EVERY AWARD

ISO auditors
Flotation Energy is ISO certified across a number of standards, including ISO 9001, ISO 14001 and ISO 45001.

Joint venture partners
The company works with different partners, each with a right to audit the procurement process.

Investors and lenders
Each requires evidence that processes are robust and that contracts represent best value.

Government funding
Market enquiries for a competitive national funding process run through the platform.

> Delivering value is central to our joint venture partnerships, and DeepStream helps us to demonstrate consistency, efficiency and good governance against our processes. That's not just important from a financial perspective. It's also about providing confidence in the technical solution.
>
> **Alan Grant**, Supply Chain Manager

WHY DEEPSTREAM

Built from Flotation Energy's existing processes and documents, live in eight weeks

Flotation brought in DeepStream for consistent templates, a full audit trail with everything in one place, and better tendering behaviour, so that a tender no longer depends on the experience of one individual.

"We require consistent, efficient tendering processes, with good governance to ensure everyone in our team and in the supply chain has the same positive experience."

Dan Wright, Head of Supply Chain

Eight weeks to go-live, built alongside the team, with support available from day one

01

Templates built
Tender templates built in DeepStream using Flotation's own documentation.

02

One environment per project
Access to information stays with the right joint venture.

03

Pilot with real suppliers
A live pilot tender to test the setup before go-live.

04

First tenders, side by side
Built and checked together, including the first major ITTs, with support from day one.

What changed, stage by stage

1 · Before issue | 2 · While bidding | 3 · At evaluation | 4 · After award

1 · BEFORE ISSUE

Faster to market from a standard start

Around 95% of tenders start from approved templates, tailored where a requirement demands it. A full tender has been built from scratch in about half a day, and once documents are ready, a typical tender goes from first draft to issued in about a day, with a quarter going out within two hours. For a series of high-stakes market enquiries tied to a competitive national funding process, enquiries went out within an hour or two of the documents being finished.

“Manually collecting and issuing the documents by email could have taken perhaps double, triple the time.”

Matthew Wilson, Supply Chain Advisor, Flotation Energy

2 · WHILE BIDDING

Visibility throughout the tender

The team can check supplier progress throughout the tender period, not just when a proposal has been submitted. Proposals stay sealed until the automated submission date, which ensures a fair and transparent process. Clarifications and tender bulletins are managed within DeepStream for audit purposes.

3 · AT EVALUATION

Clear requirements

With evaluation criteria set up in DeepStream before a tender is issued, the tender team are focused on what is required from a proposal as well as having a pre-agreed method of evaluation.

“Our engineers have been impressed by the structure of the evaluation part of DeepStream as it allows quicker evaluation times.”

Alan Grant, Supply Chain Manager

THE TEAM BEHIND IT

“The Flotation Energy team has been great to work with. They're approachable, easy to collaborate with and always open to exchanging ideas. They know what they want and aren't afraid to challenge suggestions, but are equally happy to listen to feedback and explore different approaches. They also value the relationship beyond day-to-day use, with regular calls on system health, open topics and feedback that make it a two-way partnership.”

Rebeka Horváth, Customer Success, DeepStream

4 · AFTER AWARD

A record that stands up

Every clarification, submission, evaluation and decision sits in one record, with revision tracking on large tenders, and recommendations to award go to a tender board with that record behind them. Procurement has been audited since go-live, and the auditors were very pleased with the audit trail, the decision-making functions and the templates that make sure each department's requirements are included. Project managers check the dashboard instead of chasing manual trackers, and the team can show a joint venture partner exactly how a tender was run.

"Using DeepStream, we can demonstrate to joint venture partners and other stakeholders that we are procuring in a fair, transparent manner and can justify our contract awards."

Alan Grant, Supply Chain Manager

ACROSS THE TEAM

Same team, more complex tendering

With less administration on each tender, the same supply chain team can run multiple and complex tenders more easily. Suppliers and engineering colleagues have had positive experiences with the user interface.

> **The system is very intuitive and user friendly. Don't be intimidated by the system. If I can use it, you can too.**
>
> **Alan Grant**, Supply Chain Manager

WHAT'S NEXT

The biggest packages are still ahead

DeepStream arrived ahead of most of the White Cross and Cenos activity, so the biggest packages are still to come.

The team plans to trial AI that prepares bid comparisons for evaluators to decide on, and use tender visibility to plan tender boards.

Flotation's experience on the road to FID: the earlier the process is in place, the more of the portfolio sits in one auditable record, ready for every partner, bank and auditor who asks.



"It's very auditable. You get everything in one place, and the timelines are all automated."

Dan Wright, Head of Supply Chain, Flotation Energy

Running packages across project companies, with strict audit and compliance requirements?

We'll build your first package in DeepStream from your own documents, so you can see your process before you commit.

Build your first package →

or visit deep.stream

DeepStream

Outcomes over optics.
Substance over suites.
Control, hardwired.