

# *Strengthening a Large Industrial Manufacturer's Sustainability Journey*



A leading Indian manufacturer in the chemicals sector operates one of the country's largest single-location facilities for soda ash production. The company supplies critical industrial raw materials used across glass manufacturing, detergents, solar glass production, and lithium-ion batteries, making it an integral part of multiple downstream industries. As a publicly listed organization governed by strong SOPs and structured procurement frameworks, the company has committed to reducing carbon emissions by 2030 and embedding ESG alignment across its supply chain.

To support this sustainability roadmap, the company began using biomass alongside conventional fuels in its captive power operations. However, to continue this program with confidence, it needed dependable biomass availability at scale, delivered with reliability, professionalism, and structured execution aligned with enterprise operating standards.

To strengthen this effort, the company partnered with BiofuelCircle, which now serves as a dependable sourcing backbone supplying the major share of its biomass requirement.

## KEY CHALLENGE

*The company needed reliable and consistent biomass availability to confidently continue renewable fuel adoption alongside existing vendors.*

*Any failed or rejected delivery resulted in immediate loss of daily fuel supply due to clearly defined delivery windows and tight operational schedules.*

*Operating under strict compliance expectations, the company required a partner capable of managing procurement in a professional, organized, and technically informed manner. adoption alongside existing vendors.*

## KEY OUTCOME



*BiofuelCircle became their sourcing partner by providing steady biomass supply supported by prompt communication, technical understanding, and professional engagement, resulting in the company sourcing the majority of its total biomass requirement through the platform.*



*By maintaining delivery responsiveness and close operational coordination, BiofuelCircle supported schedule discipline and helped reduce sourcing risk associated with supply interruptions.*



*Through a digitally managed and well-organized sourcing experience, BiofuelCircle replaced fragmented vendor coordination with a more structured and transparent procurement process.*

## BiofuelCircle's Impact



For an enterprise operating at this scale, assurance of availability and professionalism in execution are critical. BiofuelCircle strengthened the organization's sustainability journey by supplying the major share of its biomass requirement, aligning with disciplined delivery expectations, and replacing fragmented vendor coordination with a structured, transparent procurement experience.

With **six boilers**, including 4 CFBC and 2 AFBC units, the plant currently co-fires around **5%** **biomass with coal**, which is the technically feasible limit under existing operating conditions. BiofuelCircle supports this ongoing effort by ensuring **steady access to biomass**, backed by a responsive team and process-driven execution. This collaboration demonstrates how large industrial organizations can continue renewable fuel adoption with confidence when supported by a sourcing ecosystem that is dependable, compliant, and aligned with enterprise needs.

**“BiofuelCircle has been a major contributor to our sustainability journey by supporting our biomass requirements and helping us move toward a more eco-friendly fuel ecosystem. We truly value the promptness, technical knowledge, professionalism, and the way the digital platform has brought structure to what was earlier a disconnected process.”**

— Senior Manager, Strategic Procurement  
(Leading Indian Chemical Manufacturer)

To know more

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