

GLASS BIZ SOLUTIONS

FROM CONCEPT TO COMMISSIONING: DELIVERING LIFECYCLE CONSULTING FOR THE GLASS INDUSTRY



Sharad Chandra
Founder & Principal Consultant

The global glass and ceramics industry is undergoing a fundamental transformation. Sustainability mandates, renewable energy expansion, smart glass adoption, and advanced manufacturing technologies are reshaping expectations across markets. In India, rapid growth in solar glass, architectural glazing, automotive, and electronics-grade glass is placing unprecedented pressure on manufacturers to meet stricter quality standards while managing significantly higher capital investments.

As glass projects become larger, more complex, and increasingly irreversible, the margin for error continues to shrink. Decisions made at the concept and design stage often define plant performance for the next 12 to 15 years. It is within this high-stakes environment that Glass Biz Solutions has positioned itself as a lifecycle-focused consulting and technical services firm dedicated exclusively to the glass industry.

Glass Biz Solutions supports manufacturers from concept through steady-state operations, ensuring that feasibility, plant design, technology selection, execution, and operational stabilization are aligned from the outset. Rather than focusing on short-term cost savings, the firm prioritizes long-term operational efficiency,

capital protection, and sustained competitiveness, and helping clients avoid design and process decisions that can permanently limit performance.

The firm addresses several critical industry gaps commonly observed in both greenfield and brownfield projects. These include inadequate feasibility assessment, misaligned furnace and plant design, improper utilization of advanced technologies, raw material quality mismatches, and fragmented project ownership. "With experience across India, the Middle East, and Africa, we bring an integrated perspective that combines technical depth with commercial and operational understanding, enabling manufacturers to take informed, data-backed investment decisions," says Sharad Chandra, Founder and Principal Consultant of Glass Biz Solutions.

End-to-End Project Ownership

What differentiates Glass Biz Solutions in an increasingly competitive consulting landscape is its hands-on, end-to-end accountability model. Unlike fragmented service providers that operate in silos, the firm acts as a single accountable partner across feasibility studies, detailed engineering, equipment selection, project execution, and operational ramp-up.

"Our leadership team has worked closely with global industry leaders such as Saint-Gobain, Schott Glass, PPG, Philips, and international engineering partners like Mott MacDonald," Sharad explains. "That exposure allows us to translate global best practices into Indian manufacturing environments, where gaps often exist in quality consistency, delivery reliability, and cost competitiveness."

A key strength of Glass Biz Solutions lies in its integrated approach spanning raw material sourcing, furnace and plant design, processing, and downstream applications such as advanced glazing and smart glass. The firm ensures invest-

ments in advanced technologies such as furnace cameras, sensors, online process monitoring systems, and real-time dashboards are fully utilized.

Smart Manufacturing and Global Expansion

Quality consistency and defect reduction form a core pillar of Glass Biz Solutions' engagement model. The firm emphasizes disciplined process management, enabling manufacturers to observe, standardize, and tightly control critical parameters with minimal variation. Through structured application of tools such as XRF analysis, control charts, and digital dashboards, clients are supported in meeting stringent global standards particularly in high-purity segments such as solar glass.



Glass Biz Solutions delivers lifecycle-driven expertise, aligning technology, design, and operations to build resilient, high-performance glass manufacturing plants

Looking ahead, Glass Biz Solutions is deepening its focus on smart manufacturing, digital quality systems, energy-efficient furnace technologies, and sustainable glass solutions. Alongside expanding in the Middle East and Africa, the firm partnered with PCC Global for debt and equity advisory, enabling promoters to focus on execution and long-term operations.

Glass Biz Solutions continues to position itself not merely as a consultant, but as a long-term partner guarding capital investments, improving operational resilience, and enabling glass manufacturers to compete with confidence in an increasingly demanding global market. ■■■

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Virupakshi

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Editor

