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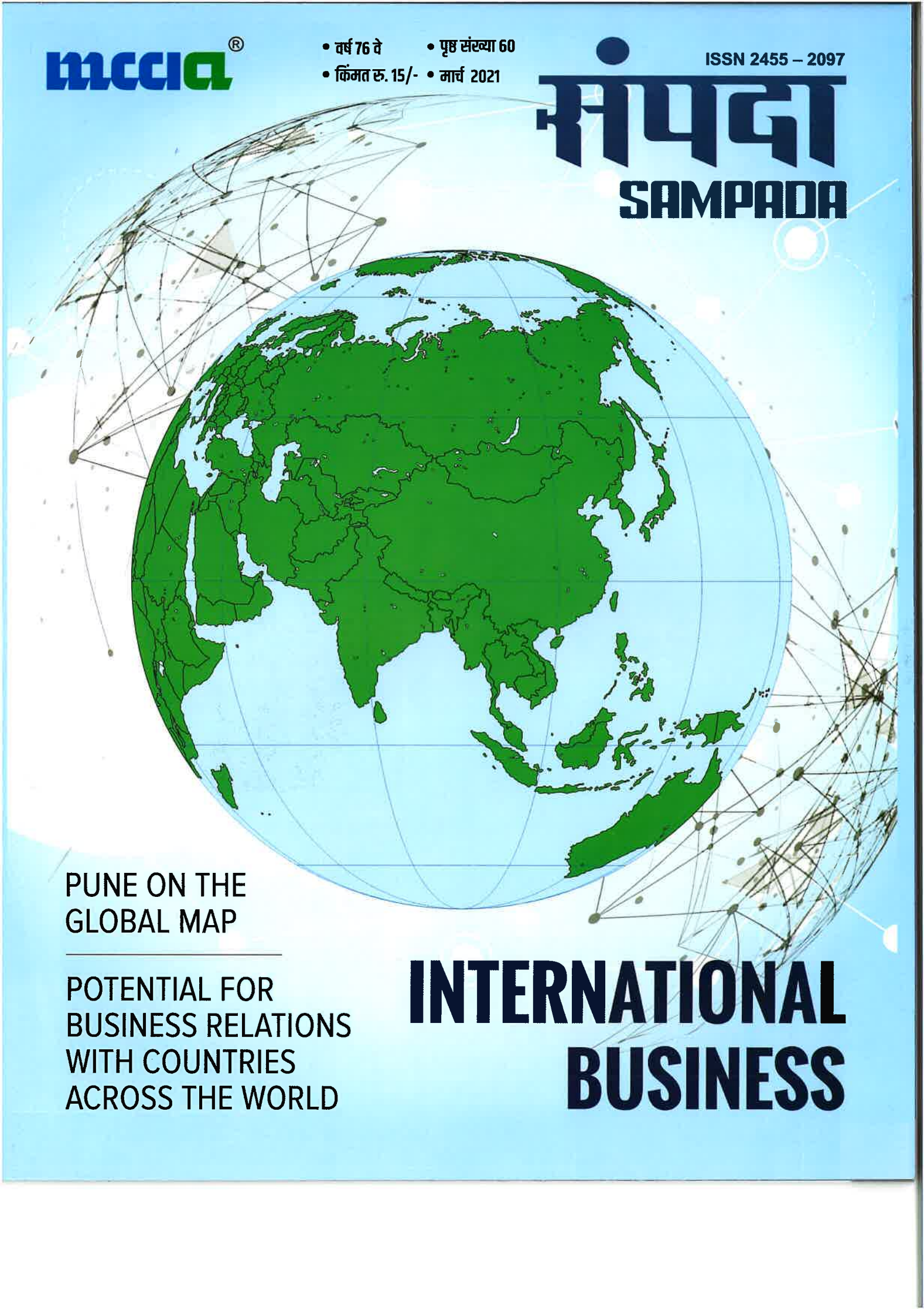
# संपदा

## SAMPADA

PUNE ON THE  
GLOBAL MAP

POTENTIAL FOR  
BUSINESS RELATIONS  
WITH COUNTRIES  
ACROSS THE WORLD

**INTERNATIONAL  
BUSINESS**



# Praj Offers Open Access to HWS Technology; Help Combat Spread of Covid-19 Globally

- Atul Mulay

*"We make a living by what we get, but we make a life by what we give."* - Winston Churchill

Year 2020 has been a real test of patience, persistence and survival for people, organisations, countries and the world economy. Covid-19 has cut across boundaries of caste, colour, religion and nations, its outbreak thrusts the need to reflect on development and economic growth metrics. The global economy is still recovering from the depths to which it had plummeted during the lockdown since early 2020. As a result of COVID-19 pandemic, many countries have slowed reopening and some are still reinstating partial lockdowns against the second wave of the novel coronavirus to protect susceptible populations.



With no prior incidence or knowledge and therefore no medicine to counter, this virus has caught everyone unaware. Social distancing, self-quarantine and strict personal hygiene are the only effective measures prescribed by the World Health Organization and the government to curb spread of the disease. In this scenario, sanitizers and wearing mask are the primary and most reliable means to ensure personal hygiene. When it became clear that hand wash sanitizers (HWS) are a good means to fight the virus, the demand for sanitizers rose rapidly, overtaking the supply. Manufacturers couldn't keep up with the exponential demand. There was a rampant rise in the prices overnight. Sensing opportunity, back-alley operators had started peddling poor quality sanitizers.

True to its vision of making the world a better place, Praj decided to positively respond in the interest of serving a bigger humanitarian cause. Praj developed unique process technology in its state-of-the-art research centre, Praj Matrix that helped formulate alcohol into high quality sanitizers, as per WHO guidelines. Praj Matrix, a DSIR Government of India approved R&D facility is home to over 90 scientists, and has over 84 global patents in science and innovation. The sanitizers have at least 80% alcohol that neutralises the virus and

thus prevents its spread. It can be produced from value added processing of alcohol made in ethanol plant.

Further Praj offered free and open access on its corporate website of all design, engineering and formulation mixture packages to produce sanitizers for all potential manufacturers of HWS. Praj also provided remote engineering and commissioning assistance to produce sanitizers on a fast track basis. There was an overwhelming response of more than 500 interests representing different industrial segments globally. Praj facilitated the production of sanitizers leveraging on its captive process plant customer base across the globe. Praj delivered pharma chemical grade ethanol through several projects globally in countries like Poland, Bulgaria, Hungary, Philippines, USA etc.

Several nations came up with directives to increase the availability of sanitizers by giving permissions to enterprises manufacturing and storing ethyl alcohol, extra neutral alcohol (ENA) and ethanol - the three primary components used in the manufacture of hand sanitizers. This has enabled Praj's technical experts to commission India as well as international projects remotely allowing customers to begin production as planned. Praj collaborated with partners around the world to streamline supply chain aberrations to the extent possible and formulate alternate sourcing plans to honour commitments to its global customers. Praj has been a trusted partner to customers around the world for more than three decades, with presence across 5 continents in more than 75 countries.

The team Praj participated in several international webinars organized by reputed forums to share knowledge and best practices with customers to facilitate operations continuity at their plant. Contemporary technology and expert guidance from Praj team has provided value in bringing efforts to fruition. As a leader among technology-led EPC solution providers for process plants, Praj manifest its commitment to continue to serve customers, partners, employees and society in these testing times.

**Atul Mulay**  
President, Bio-energy Business  
Praj Industries Limited