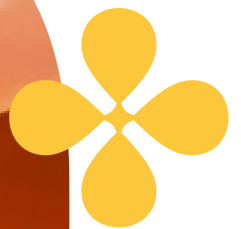


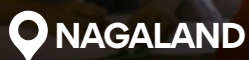


WATT MATTERS 2026

WEEKLY MEMBER SPOTLIGHTS



HAMARA GRID PVT. LTD.



EST. 2020



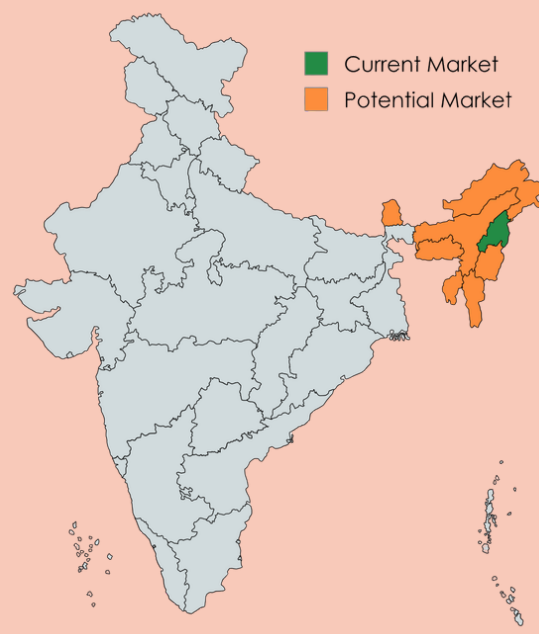
SOLAR MINI GRIDS

ABOUT

Founded in 2020 by Vijay Bhaskar and Sudeshna Mukherjee, Hamara Grid is a Nagaland-based enterprise working to expand access to reliable, community-centred energy solutions in remote regions of the state. Operating primarily in Mon District, the company designs, installs, builds, and operates renewable energy minigrids that power households, enterprises, and community institutions.

The enterprise started out as consultants to a World Bank-supported project and later formalised its collaboration with the Government of Nagaland through an MoU. Drawing on Vijay and Sudeshna's prior experience with Mlinda Foundation, Hamara Grid has adopted a holistic approach that goes beyond energy access, supporting rural entrepreneurship, agricultural livelihoods, access to finance, and the identification of technologies that can strengthen local economies. Through this integrated model, the organisation is demonstrating how decentralised renewable energy can drive sustainable and inclusive development in underserved communities.

Current Market	Potential Market
Nagaland	Northeast India



Map. Operation Area

SOLUTION & APPROACH

Hamara Grid's model demonstrates how energy access can be sustained and scaled when backed by strong institutions, local ownership, and strategic partnerships.

Institutional Partnerships: Hamara Grid's Public–Private–People Partnership (PPPP) model has helped build strong collaboration between government agencies, communities, and private actors. Its success has also prompted the Mon District Administration to explore opportunities for replication.

Anchor Loads: The company strengthens the financial viability of its minigrids by connecting anchor loads such as telecom towers, fuel stations, rural banks, and village water supply systems, creating a stable demand base for rural energy infrastructure.

Capacity Building: Hamara Grid invests in developing Master Trainers, standardising operational tools and processes, and nurturing Community Champions to strengthen local ownership and accountability.

Ecosystem Development: Through partnerships with rural banks, development finance institutions, market actors, capacity-building organisations, and technology providers, Hamara Grid is helping build a stronger decentralised renewable energy ecosystem.



BUSINESS MODEL

Financing Models

Hamara Grid supports livelihoods technology adoption through a 20% upfront payment and instalment-based repayment model. It also facilitates access to finance through partnerships with Canara Bank, Nagaland Rural Bank, Indian Overseas Bank, and Central Bank of India.

Revenue Streams

Hamara Grid generates revenue through upfront connection charges, electricity sales enabled by prepaid smart meters, carbon credits, and consulting services related to decentralised renewable energy and rural electrification.

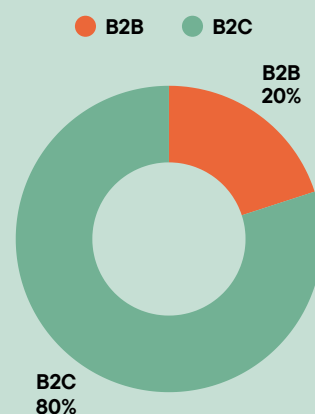


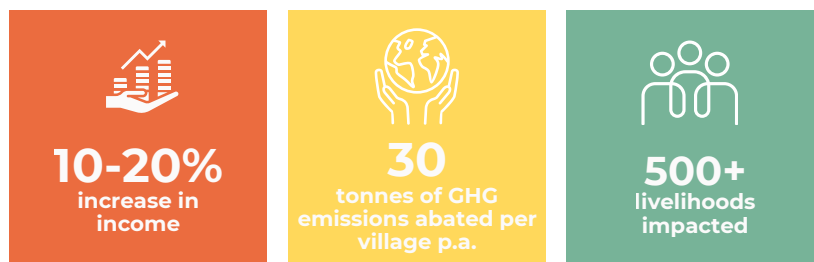
Chart. Market Segment

IMPACT

Livelihoods: Hamara Grid powers 611 microenterprises across 35 villages, including 206 women-led businesses. These include agri-processing units such as rice hullers and millet de-huskers, as well as welding, carpentry, stone works, and vehicle servicing enterprises.

Community Development: Solar-powered water pumps in Wakching, Pongkong, Chenwetnyu, and Kongan have strengthened village water supply systems. Reliable electricity has also supported improved health and education outcomes. Additionally, 78% of the company's 65-member workforce comes from Konyak communities and the wider Northeast region.

Rural Banking & Connectivity: Hamara Grid powers branches of Canara Bank, Yes Bank, and Indian Overseas Bank, with new partnerships underway with Central Bank of India and Nagaland Rural Bank. 10 Airtel telecom towers are powered across nine villages, improving rural connectivity.



Way Forward

Hamara Grid is focused on growing sustainably rather than scaling rapidly. The organisation prioritises deepening its impact within communities and strengthening existing operations before expanding further. Going forward, it aims to reach more villages across Nagaland and Northeast India.

Through its Centre for Entrepreneurship and Skill Development, Hamara Grid is also investing in local capacity building and entrepreneurship. The organisation is keen to support individuals and institutions interested in replicating its model, sharing lessons and expertise to enable similar initiatives in other regions.



Alignment with SDGs



CONTACT

