



“Autopilot Your Mini-Grid”, says INENSUS

[INENSUS GmbH](#) is a one-stop-shop for mini-grids, providing a full range of services from conceptualisation to implementation and operation using the latest technologies. Keeping up with the digitalisation drive, INENSUS has come up with a solution to “Autopilot Your Mini-Grid”. Our experts will be speaking at the 6th ARE Energy Access Investment Forum on innovative business models that incorporate digitalisation.

Thanks to digitalisation, modern mini-grid businesses run entirely automatically. Mini-grid managers now have the possibility and technology to access a full-scale view of their business at the tip of their fingers. This minimises operational cost and increases profitability and scalability. However, only a few mini-grid companies have reached a level of digitalisation that allows for this degree of automation. And those who have made the shift still struggle to integrate various software products into one streamlined customised software package. On the other hand, small and medium companies continue to run operations manually and are yet to digitalise their businesses.

Understanding this gap, INENSUS, financially supported by DOEN Foundation, has developed the MicroPowerManager (MPM), an all-in-one management Open Source software for mini-grids. In fact, INENSUS has successfully employed the MPM software at JUMEME, a mini-grid utility operating in Tanzania and serving over 10,000 connections, which is co-owned and co-developed by INENSUS. Demonstrably, MPM allows a mini-grid business to improve and optimise their efficiencies by digitising their operations. And as an Open Source software, MPM is available free of cost for all mini-grid businesses.

With the MPM, a mini-grid business can monitor their business performance, manage their customers remotely, and keep control of their own data on their own servers. This frees up the resources of the

business to go beyond merely the revenues from sale of electricity and explore opportunities presented by the natural resources around the mini-grid sites. For example, mini-grid businesses can use their logistical and managerial skills to procure locally produced goods from the communities and export these to urban and commercial centres. Additional profits from this line of operations can facilitate the mini-grid business in breaking even and make them financially viable. This will also enable mini-grid businesses to attract much needed investments and financing from the private sector and reduce reliance on development funding.

INENSUS has refined this business idea through its KeyMakerModel, which you can learn about here: [KeyMaker Model fundamentals \(afdb.org\)](#). Find more information on the MPM here: [MicroPowerManager Open Source](#).

Free your mind from operational hassles and explore the business opportunities brought forth by autopiloting your mini-grid!