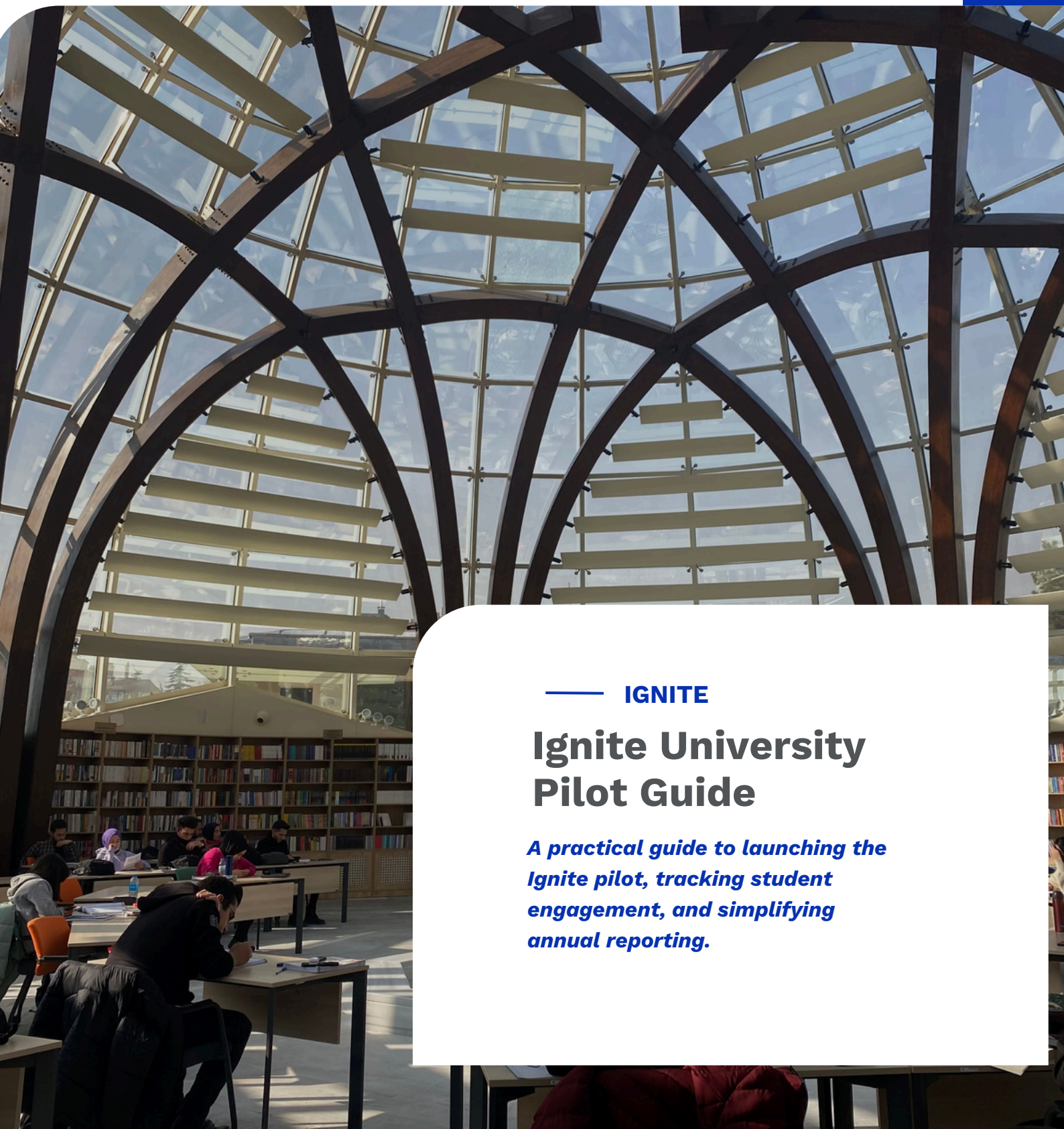
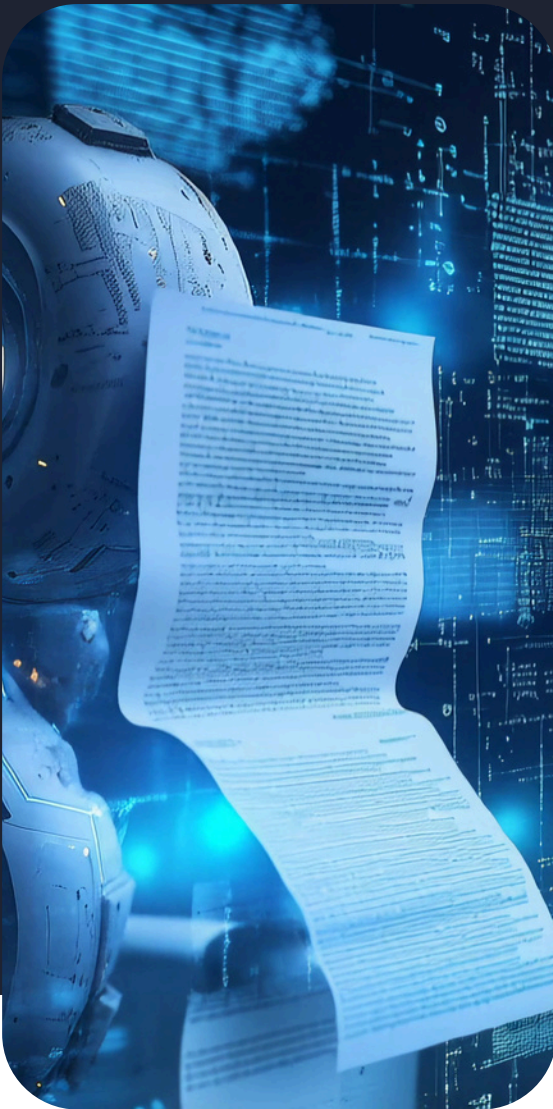




— IGNITE

Ignite University Pilot Guide

A practical guide to launching the Ignite pilot, tracking student engagement, and simplifying annual reporting.



Sustainable Operational Economics

Traditional student support models are severely bottlenecked by manual processes, typically capping cohorts at around 50 users before administrative overhead becomes unmanageable. Expanding these programs has historically required a linear increase in staff costs, creating a reactive and cost-heavy burden on the department.

This pilot shifts the university enterprise hub from a high-touch cost centre to a highly scalable asset by automating the repetitive elements of business planning. Instead of staff spending hours correcting basic errors or tracking progress in spreadsheets, the platform handles foundational validation and logs every milestone natively. By eliminating this administrative white noise, program leads are liberated from basic tutoring and data compilation. This allows the university to safely support over a thousand users with zero increase in staff headcount, freeing your team to focus exclusively on high-value strategy and elite mentoring.

Pilot Risk Management

To ensure controlled platform resource usage, an optional £12,000 budget cap is integrated directly into the pilot phase. This functions as an automatic safety net to manage institutional risk during initial rollout.

The platform is engineered to be fully self-funding within a 10-month period through student licensing, local enterprise grants, or regional development funds.

Pilot Framework

Active Cohort Size 250 users

University Revenue Share: 35%²

Technical Budget Cap: £12,000

Projected Net ROI: 369%

Potential Net Revenue £157,500

Platform Setup & Integration

During the first two weeks, the IT department connects the platform directly to the student's business planning canvas.

This integration ensures that all interactive guidance is based entirely on the student's actual business inputs rather than generic templates, making the automated feedback highly accurate and relevant to their specific venture.

- **Standard IT Setup:** Configure single sign-on (SSO) and secure access controls.
- **Direct Integration:** Link student business plans directly to the interactive workspace.
- **Secure Logging:** Automatically save and timestamp student progress for easy auditing.



The Six Pillars of the Business Idea Canvas

Every viable business must begin with a clearly defined problem and a practical, direct solution. Through the platform, students pin down the exact operational or financial friction their target market faces, ensuring they are addressing a genuine commercial need.

They then articulate the technical structure of their proposed product or service to establish a rock-solid operational foundation

To build a sustainable market presence, founders must identify exactly who they are serving and how they stand out from existing options. This requires a clear analysis of their distinct competitive advantages to establish their unique value proposition.

Students then define their specific demographic and industry sector anchors to build a structured, realistic market analysis.

Long-term commercial survival relies on a clear future vision and the ability to pitch that vision to external partners. Founders define their long-term strategic direction to ensure their startup remains aligned with institutional and industry standards.

This goals-first framework is then distilled into a high-impact, professional elevator pitch designed to secure backing from investors and stakeholders.

Implementation Phases and Timeline

During Weeks 3–4, the enterprise department maps the 28-point validation framework to existing accelerator verticals.

The platform's automated setup acts as an initial filter for business viability, freeing program leads from repetitive administrative tasks and basic tutoring.

This allows staff to focus their time exclusively on providing high-value, bespoke strategy and mentoring to founders who have proven their basic logic

In Weeks 5–6, the platform transforms the university's standard program rejection list into an active, managed asset.

Applicants who are not selected for high-value cohorts are redirected to the digital 'waiting room'. Instead of turning these founders away, the institution provides them access to the platform, challenging them to build out their business canvas and prove their concepts independently.



WEEKS 3-4

Staff Onboarding & Mapping

Map the 28-point validation framework to existing accelerator programs and set up the interactive socratic mentor.

WEEKS 5-6

Launch & The Waiting Room

Open the platform, launch the administrator dashboard, and redirect unsuccessful applicants to the digital waiting room.

WEEKS 7-12

Compliance and Monitoring

Utilise the secure repository to capture progress milestones and generate automated exports for annual reporting.

Automated Reporting & Compliance

During the final phase of the pilot, the platform uses its built-in data room to capture and log student progress milestones automatically.

This creates an accurate, timestamped audit trail that eliminates tracking guesswork, allowing university leads to export validated reports for senior management at any time

Platform Milestone	Student output	Verifiable evidence	HE-BCI Impact
Idea Canvas	Foundational Business Plan	Timestamped progress logs	Institution-led support tracking
Market Validation	Active Customer Research	Tracking of research actions	Verifiable activity hours
Financial Planning	Startup Cash Flow Models	Projections & unit economics	Quantifiable venture pipelines
Pitch Deck	Investor-Ready Profile	Saved export-ready summaries	Regional economic impact

Manual data entry is completely replaced with a one-click export system. All student business plans, verified milestones, and cash flow models are securely locked into a central repository, providing university leadership with a clear, audit-ready folder for external reviews.

This guarantees absolute quality control. Only students who have thoroughly vetted their concepts and proven their viability through verified performance data will progress to high-value, intensive university tracks





NEXT STEPS & BENCHMARKING

To validate these pilot projections against your specific institutional KPIs and explore how the automated tracking system fits your current programs, we invite you to model your exact ROI with our custom calculator

Our strategic growth and partnerships teams are available to assist you with onboarding timelines, technical IT integrations, and academic program alignment.

Please get in touch using the details below to schedule your deployment briefing



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