



Scaling Institutional Innovation



— IGNITE

**Build with precision.
Scale with confidence.**

***From Cost-Heavy Support to
Sustainable Third-Stream Funding***

The Institutional Innovation Bottleneck

Traditional university enterprise programmes are currently defined by a '95% rejection bottleneck'. Because institutional resources—specifically human staff hours—are finite, accelerators are forced to turn away the vast majority of applicants who are not yet deemed fully programme-ready. This creates a chronic leaking funnel where high-potential founders are lost simply because the manual cost of providing foundational technical support is prohibitively high.



A Systemic Failure of Infrastructure

The current manual cost barrier means that providing one-on-one guidance to the wider pipeline is operationally impossible under existing staff headcounts. Consequently, universities lose the crucial opportunity to maintain active brand connections with their wider entrepreneurial ecosystem, and potential breakout talent remains completely undeveloped simply because they lacked a structurally validated starting point.



The manual cost barrier makes wider pipeline guidance operationally impossible under fixed headcounts.



Institutions lose critical ecosystem brand connections, leaving potential breakout talent completely undeveloped.





Ignite completely re-engineers the institutional response to early-stage applicants. Instead of a flat rejection that terminates the relationship, institutions deploy the platform as a fully automated technical safety net.

You stop saying 'No' and start saying 'Not yet—use this.'

By directing early-stage applicants to a co-branded Ignite pathway, the institution captures and monitors the 95% of talent typically lost. The system performs the foundational heavy lifting seamlessly.



Talent Capture

Maintains active engagement with 100% of your applicant pipeline without increasing administrative overhead.



Vetted Pipelines

Ensures that when a founder progresses to an intensive accelerator, they arrive with a structurally validated business model.



Zero Overhead

Automates foundational pre-accelerator guidance completely, preserving valuable staff hours for late-stage cohorts.

The AI Validation Engine

The core of this infrastructure is an AI-powered innovation engine that handles the technical validation typically draining staff time. By tracking real-time milestone completion and technical accuracy, the platform acts as an automated pre-accelerator filter.

This automated leverage enables a single institution to seamlessly manage 1,000+ users with the same staff headcount traditionally required for a cohort of 50.

Automating early-stage validation to preserve human staff hours for high-value cohorts.



Automated Data Alignment:

Formats real-time student progress metrics into clean, compliant data exports specifically built to satisfy the complex tracking requirements of annual HE-BCI Table 4 reporting without weeks of manual administration.



Data Portability

Provides comprehensive, 100% visibility into shifting venture maturity and active founder engagement metrics, completely removing traditional data silos across isolated internal academic departments.



Audit-Ready Architecture

:Maintains a centralized, permanent, and securely logged digital record of all ecosystem engagement activities, ensuring that the entrepreneurship hub is always fully prepared for unexpected internal performance reviews.

Strategic Institutional Alignment & Reporting

For the modern university, Ignite serves as a centralised data spine, bridging the gap between active cohort growth and formal reporting requirements.

Every venture milestone is captured in real-time, providing a 100% accurate, consistent audit trail that formats underlying data to cleanly align with HESA requirements, removing innovation silos across internal academic departments completely.

- Automated Data Alignment: Formats progress metrics into clean exports that satisfy annual HE-BCI Table 4 tracking requirements.
- Data Portability: Provides 100% visibility into venture maturity, removing information silos across academic departments.
- Audit-Ready Architecture: Maintains a centralist, permanent digital record of all engagement for internal reviews.

Financial Performance & ROI

By automating the high-touch elements of foundational curriculum delivery, the university maintains a flat cost base while scaling its user capacity. This structural shift transforms the entrepreneurship hub from a baseline cost center into a self-sustaining source of third-stream funding.

Metric	250 user pilot	1,000 + user scale
Gross Venture Subscriptions	£150,000	£450,000
University Revenue Share	35%	35%
Net Institutional Surplus	£52,500	£157,500
Projected Net ROI	115%	369%
Payback Period Target	10 months	
Direct Staff Cost Increase	£0	£0

Long-Term Programme Projections

The 35% revenue share model applies to all net subscription revenue collected from external ecosystem users on the university's co-branded platform.

Core internal students may be managed under a separate institutional license fee model. The architecture is designed to be completely self-funding within the first 10 months, providing a consistent, recurring surplus that can be entirely reinvested into specialist vertical mentoring and local grant allocations.





IMPLEMENTATION

To learn how the Ignite platform can be configured to support your institution's specific tracking and regulatory framework requirements, we invite you to book an introductory briefing session with our team.

During this operational session, we can map out your current cohort workflows, demonstrate our automated milestone logging system, and review how our platform handles live data exports for your annual HESA and HE-BCI returns.



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