

# AI Training & Strategy Consulting



**A fast-track, risk-aware  
path to AI advantage**

# Sample Process



01

## Pre Assessment

A focused pre-assessment to identify institutional priorities, functional needs, and current levels of AI awareness. This stage may include a discovery call, a short intake form, and review of key strategic documents to ensure that the workshop or training aligns with the university's objectives, compliance position, and operational context.

02

## Workshop or Training Sessions

A tailored AI Bootcamp Day, targeted role-based training, or a practical refresher session. These are delivered either online or in person, and balance strategic framing with hands-on exploration of GenAI tools, use cases, risk areas, and prompting frameworks.

03

## Next Steps

Following delivery, a bespoke documentation pack is produced — typically within two working days. This includes a strategic summary, AI use case recommendations, a staff-ready prompt library, and policy or governance suggestions tailored to the institution or department. The output is concise, actionable, and formatted for easy circulation among leadership or implementation teams.



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# Sample Bootcamp Day



## Sample Pre Workshop Assessment

Time	Session & Focus	Outcome
09 : 00 – 09 : 30	AI & GDPR Fundamentals – what’s new, what’s compliant	Shared baseline & risk clarity
09 : 30 – 10 : 45	AI Landscape & Strategy Briefing – market forces, diversification opportunities, executive use-case demo	Strategic awareness & opportunity map
10 : 45 – 11 : 00	<b>Break</b>	—
11 : 00 – 11 : 45	AI Fundamentals for Managers – theory, benefits, responsible AI & governance	Managerial literacy & risk controls
11 : 45 – 12 : 45	Blue-Sky Workshop – future-proofing education & skills, prioritising strategic AI themes	Agreed big-picture directions
12 : 45 – 13 : 30	<b>Lunch</b>	—
13 : 30 – 14 : 45	Process-Improvement Workshop – efficiency use-cases, bid/marketing prompts, KPI impact	Actionable process ideas & prompt starters
14 : 45 – 15 : 00	<b>Break</b>	—
15 : 00 – 16 : 15	Hands-On Practical Session – day-to-day tasks, role-based prompt frameworks, quick-win automations	Staff-ready prompt toolkit
16 : 15 – 17 : 00	Monitoring, Continuous Improvement & Wrap-Up – metrics, model upkeep, next-step commitments	Governance actions & ownership

# Training options

Simple affordable, pricing for everyday institutional needs.

*One hour free session – try before you buy – no strings attached*

## ➔ GenAI Hourly Training – Tools

Perfect for non-technical staff, from complete beginners to confident non-technical users of any Large Language Model.

**£150/hour**

- Bespoke Generative AI Training
- Pre-training survey for personalisation
- ChatGPT, Gemini, Claude, Poe, Microsoft Co-Pilot

## ➔ GenAI Hourly Training – Flows

Suitable for proficient or technical users of LLMs to include advanced API use and advanced automation to improve existing workflows.

**£200/hour**

- Advanced Generative AI Training
- OpenAI, Azure OpenAI, Gemini, Anthropic API usage and use cases
- PowerAutomate, N8N, Zapier, Pabblye advanced automation and use cases with Generative AI

## ➔ Hourly packages

Flexible hourly packages that you can use as and when needed.

**discounts**

- 10% discount on any 10 hour packages purchased
- 15% discount on any 20 hour packages purchased

# Bootcamp Options

A full office day for your staff, allowing them to fully engage with training and make the most of it.

## ➔ Pre Assessment / Bootcamp / Next Steps

A structured, full-day engagement designed to provide a strategic and practical foundation for responsible AI use in higher education.

£3000

- Pre-workshop assesment
- Full-day structured training
- PM management & ops workshops
- Next-day summary & action plan

## ➔ Refresher Session

A follow-up session—delivered as a half-day to maintain momentum, update staff on new AI developments, refine prompts, and revisit implementation progress.

£1000

- Follow-up half-day session
- AI updates
- AI use-cases
- Monitoring practices
- Prompt library updates

## ➔ AI Toolkit add-on

A bespoke package that supplements training or strategy sessions with tangible outputs.

£1000

- Prompt Library
- GenAI Tools Heatmap
- Maturity Assessment
- Bespoke tailored AI Policy

# Bespoke AI Solutions

Starting at £500 set up fee

## ➔ Bespoke Custom AI Expert Agent

A unique agent trained on your organisation's custom expertise and methodology that acts as a 24/7 digital advisor—usable internally by staff or externally by students/clients.

£1,000/month or £3,000/quarter

- Hosting & maintenance
- Knowledge-base updates
- Model & prompt improvements
- Monitoring & quality assurance
- Access controls & basic analytics dashboard

## ➔ Add-ons

Additional integrations and options available, customised for each institution's unique needs.

Custom Pricing

- Integration with SIS/LMS/CRM and SSO
- Custom UI/branding and multi-tenant portals
- Advanced analytics & feedback loops
- SLAs and on-call support windows



# AI Readiness Sprint & 12-Month Roadmap

Get leadership aligned, staff confident, and a compliant 12-month plan you can execute.

**Best for:** Institutions starting their AI journey or needing a focused, risk-aware plan that unlocks quick wins.

## ➔ Value to your institution

- A data-driven readiness and maturity assessment
- Clear priorities aligned to institutional strategy and risk appetite
- Staff-wide guidance on safe, effective AI use (teaching, research, admin, student services)
- An executive-ready 12-month roadmap with milestones, resources, and success measures

## ➔ Deliverables

- AI readiness & maturity assessment
- 12-month adoption roadmap (board-ready)
- Bespoke governance framework and prompt libraries
- Training materials + follow-up support pack

### What's included

- Discovery & Readiness Review: Staff survey, stakeholder interviews, and a light policy/data/systems review to surface opportunities, risks, and capability gaps.
- Leadership & Staff Bootcamps (2 days):
- Leadership/Management Session: sector trends, compliance/GDPR obligations, and strategic opportunities.
- Staff Session: hands-on, role-based prompting and safe use across core workflows.
- Governance & Adoption Toolkit: A tailored governance guide plus prompt libraries for leaders and staff.
- 12-Month Strategic Roadmap: Three focus areas with phased milestones, indicative resources, and KPIs.
- Follow-Up Support: Two half-day refreshers and one month of Q&A to maintain momentum.

We partner with leaders and staff to raise AI literacy, assess current readiness, and convert awareness into a practical, compliant plan for action.

£20,000



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# AI Transformation Blueprint

**An 18 months support package for institutions ready to move beyond awareness into piloting ambitions AI projects at scale**



## Value to your institution

- A shared baseline of AI understanding
- 5–8 co-created priority use cases
- Two supervised pilots to generate early evidence and de-risk investment
- An 18-month integration roadmap grounded in real results
- Strengthened governance, compliance, and risk management



## Deliverables

- AI readiness & maturity assessment
- 12-month adoption roadmap (board-ready)
- Bespoke governance framework and prompt libraries
- Training materials + follow-up support pack

### What's included

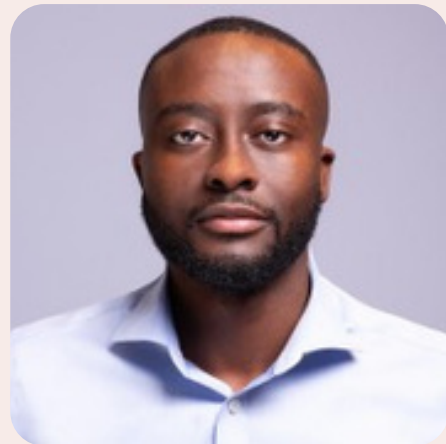
- Enhanced Discovery Review: Deeper interviews (leaders, managers, specialist teams) + high-level review of data practices, core systems, and operating baselines.
- Strategic & Staff Engagement (3 days): Strategic Planning (leaders): priorities aligned to KPIs, funding, and compliance. Staff Adoption Workshop: discipline-specific applications; co-design viable use cases. Governance & Compliance Workshop: risk protocols, ethics guidance, data boundaries.
- Staff-Wide Literacy Training: Two extra half-day sessions on prompt design, safe use, and everyday applications.
- Pilot Design & Supervision (2 pilots): Structured proofs-of-concept (e.g., enquiry triage, AI-assisted feedback) with evaluation to inform scale-up.
- Governance & Compliance Framework: Policies, bias mitigation, risk registers, integration guidelines.
- 18-Month Integration Roadmap: Sequenced plan synthesising discovery + workshop outputs + pilot evidence.
- Change Management & Support: Communication templates, staff assets, virtual clinics, and progress reporting for three months.



# Where Expertise Meets Execution

We're operators as well as strategists—proven at turning policy into impact, at scale, across digital, employability, rankings and TNE. Multi-million programmes, seven-figure projects, sector frameworks and institution-wide change—delivered.

Our team has led institution-wide digital transformations, designed curriculum-embedded employability at scale, delivered multi-million-dollar national programmes, and engineered rapid gains in rankings and quality systems across the UK, MENA and beyond. We've built in-house capability to reduce vendor lock-in, managed seven-figure projects and start-ups, authored sector frameworks and government-commissioned reports, and led masters portfolios and research that shape practice. In short: we translate policy and vision into measurable outcomes for students, staff and institutions—at pace and at scale.



# Meet your consultant



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*We can't attempt to shape Education with AI until we understand it holistically in the HE space.*

**Cato Rolea**

**Consultant**

## About Cato

- AI and international higher education specialist with delivery leadership at ECCTIS (Home Office/Department for Education contracts) and agile operating models.
- Credibility and reach across the sector demonstrated through keynote and guest engagements (ANQAHE, CHEA, UTAS Muscat), publications with QS and Times Higher Education, and co-authoring a practitioner guide on generative AI for international HE.

## Our Offer

- Customized AI Governance Policies aligned with your institution's strategy
- Staff-ready prompt. libraries and workflow enhancements.
- AI Readiness & Maturity Heat-Maps to guide investments.
- Clear, vendor-neutral implementation pathways
- Comprehensive end-to-end implementation of staff development programs to translate strategy into operations.

Cato Rolea brings over a decade of experience in international higher education and digital innovation. having led initiatives across internationalisation, operations, career and employability services, and digital literacy. Cato's expertise lies in applying technology to enhance university functions, ensuring institutions remain at the forefront of innovation in the global education landscape.

# Meet your consultant



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*It has never been possible to ideate, iterate and execute new ideas with the speed that generative AI has unlocked.*

**Alastair Town**

**Consultant**

## About Alastair

- Commercially-minded leader with extensive experience in digital transformation and scaling staff development programmes.
- Platform and tool agnostic advice that focuses on building systems and ways of working in house to avoid excessive vendor spend and inflexible solutions.
- Funding perspective – demonstrating value against KEF / TEF frameworks with a focus on innovation/spinouts and community impact.

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Alastair Town brings commercial acumen gained managing seven figure expenditure client projects as well as being part of the Microsoft founders program. His most recent startup was also featured by Times Higher Education. He has led digital transformation initiatives across both the public and private sector. Alastairs expertise lies in influencing stakeholders at all levels to drive meaningful change and translating strategy and policy into operational implementation.

# Meet your consultant



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*The question is no longer how AI fits into education, but how education must evolve in a world shaped by AI*

**Blessed Pepple**

**Consultant**

## About Blessed

- Drives business growth through strategic partnerships and commercially grounded product thinking.
- Applies AI to streamline operations and unlock new revenue.
- Aligns technology to real institutional needs, solving concrete business problems.

## Our Offer

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Blessed is a product builder and AI strategist with deep SaaS expertise, focused on solving real business problems. With nearly ten years' experience leading partnerships in higher education, he understands how to align technology with institutional priorities and measurable outcomes. As the founder of an AI-powered SaaS platform serving thousands of learners, he has built and scaled products from concept to impact. Today, he helps organisations turn emerging technologies into clear, actionable strategies that deliver lasting value.

# Meet your consultant



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*At its core, the vision for breaking down silos and working smarter is about redefining success as a shared, deliberate and connected responsibility.*

**Dr Doug Cole**

**Consultant**

## About Dr Doug

- Learning, Teaching & Employability leader focused on curriculum-embedded employability, student-success, advising senior leaders and supporting academic staff.
- Builds institution-wide frameworks that scale employability, retention, attainment and progression and aligning quality processes.
- Proven sector influence: UK's first national Employability Framework; Senior Fellow (Advance HE).

## Our Offer

- Customized Employability and Student Success Frameworks.
- Senior Leader advice and guidance.
- Staff-ready prompt. libraries and teaching resources.
- Employability Readiness & Maturity Heat-Maps to guide use of resources
- Strategic employability reviews, final report with key recommendations.

Dr Doug Cole is Founder of Education for Employability Ltd and previously was a senior leader in what was described as the world's largest university employability service at Nottingham Trent University, supporting c.40,000 students. He authored the UK's first national Employability Framework for the Higher Education Academy, directed national HEA initiatives across employability, assessment and feedback, retention, attainment and progression, Doug is regular keynote speaker and published scholar on strategic and research informed approaches to learning for employability.