

Pilot-to-Production Ramp Planner

Use it: Before a successful pilot is allowed to become production.

A pilot result is about to authorise a much larger stage, and the conditions that made it work are rarely written down. This planner produces a stage-gate record with evidence, an approver, and a pause trigger for each increase in volume.

WHAT IT PRODUCES

A stage-gate record: what must be seen before each increase, who approves it, and what stops the ramp.

THE CHECKLIST

A good pilot answers a buyer decision. It does not prove that the same people, review effort and working setup will survive at a larger scale.

ASK THIS	A USEFUL ANSWER IS SPECIFIC ABOUT	WHAT THE ANSWER ACTUALLY TELLS YOU
What buyer decision is the pilot meant to inform?	One clear decision, such as feasibility, language-variety fit, instruction clarity, acceptance method, or operating readiness.	Whether the pilot has a job to do or is simply a small delivery.
What conditions made the pilot possible?	The people, review attention, sourcing method, onboarding work, transfer route, and buyer availability used during the pilot.	What the result depends on and what cannot be assumed at a larger scale.
What will change when volume increases?	Staffing mix, review share, turnaround expectations, hand-offs, access, and the speed of buyer decisions.	Where a successful pilot may stop being representative.
What is still provisional before full production is allocated?	The brief, access, acceptance rule, pilot result, and any buyer or supplier decision that is not final.	Whether production is genuinely ready to be released or is being built on open assumptions.
How will the ramp happen in stages?	The next stage, what must be seen before it begins, and who can approve it.	Whether each increase has a clear reason to proceed.
What pauses the ramp, and what restarts it?	The issue that triggers a stop, who investigates it, and the evidence needed to continue.	Whether a failed stage has a controlled response instead of becoming production rework.
How will pilot decisions reach people who join later?	Where each clarification is written and how new contributors and reviewers receive it.	Whether later teams will use the pilot's decisions or repeat them.

If one row here is hard to answer for your project, send us that row — you'll get a written answer within one working day, from a person, with no meeting and no follow-up unless you ask.

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