



AIRPORT ESTATE & REVENUE INTELLIGENCE SYSTEM

ADD-ON MODULE

Revenue Intelligence

Turnover rent, worked out for you.

DOCUMENT	Add-on module brief		
MODULE	Revenue Intelligence		
REQUIRES	Active AERIS platform licence		
DELIVERY	Live within 3 weeks of approval.		
CLASSIFICATION	Commercial in confidence		

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THE PROBLEM

Why this module exists

- Sales reports arrive as PDFs, spreadsheets and photographs
- Turnover rent is recalculated by hand every period
- Under-reporting and missing periods are hard to spot

Concession tenants submit sales reports in every format imaginable. This module reads them, pulls out the figures with a source quote for each one, and calculates turnover rent against the percentage rate and minimum guarantee in the lease.

CAPABILITIES

What you get

Reading submissions — Tenants upload POS exports, statements or scans in the portal — Figures extracted with a source quote and confidence score — Anything unreadable is flagged for a human, never guessed — Manual entry always available as a fallback	Turnover rent — Percentage rent calculated against the lease rate — Minimum annual guarantee applied where it is the higher figure — Period-by-period breakdown shown before anything is posted — Recommend-only, hybrid or fully automatic posting — you choose
Assurance — Variance flags against prior periods and category benchmarks — Missing submissions chased by the notification engine — Audit trail from source document through to the posted charge — Concession performance reporting by category and terminal	

OPERATION

How it runs day to day

- 01. Turnover terms are captured on each concession lease
- 02. Tenants submit sales for the period through the portal
- 03. Figures are read out of the document and shown with their source
- 04. Turnover rent is calculated and put forward for review
- 05. Approved amounts post as charges, ready for invoicing

DELIVERABLES

What Trident hands over

- Revenue Intelligence configured against your concession leases
- Tenant submission flow enabled in the portal
- Review, approval and posting workflow for finance
- Twelve months of support and updates

Timeline: Live within 3 weeks of approval.

COMMERCIAL

What you are paying for

Included in the licence	Detail
Module licence	Revenue Intelligence enabled on your AERIS tenancy for the licence term, with no per-user or per-transaction platform charge.
Configuration	Set-up against your live lease register, templates and policies as part of the delivery above.
Training	Role-based walkthrough for the teams that operate the module, with a written operating guide.
Support & updates	Included for the term of the licence alongside the core platform.
Dependency	Requires an active AERIS platform licence. Add-on modules can be added at any point in the term and are co-terminous with it.

AERIS is licensed to the airport authority as a white-label platform under an annual agreement with Trident Marketing & Technologies Inc. The licence covers hosting, security operations, maintenance, product updates and support for the term. Commercial terms — licence fee, add-on module fees, implementation and payment schedule — are issued on a formal quotation to the airport authority and are confirmed in the AERIS client portal once your organisation is verified.

FAQ

Questions we are usually asked

How accurate is the reading?

Every extracted figure carries a source quote and a confidence score. Low confidence never posts silently — it is queued for review.

Must it post charges automatically?

No. The default is recommend-only: nothing reaches a tenant's account until a finance user approves it.

Does it handle multiple sales categories?

Yes. Rates can differ by category, and the breakdown is shown per category before posting.

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