



AIRPORT ESTATE & REVENUE INTELLIGENCE SYSTEM

PLATFORM OVERVIEW

The AERIS Platform

The commercial operating system for airports — every lease, tenant, charge and payment in one white-label system.

DOCUMENT	Platform overview		
PRODUCT	AERIS — Airport Estate & Revenue Intelligence System		
LICENSED BY	Trident Marketing & Technologies Inc.		
MODULES	14 core modules included		
CLASSIFICATION	Commercial in confidence		

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OVERVIEW

What AERIS is

AERIS — the Airport Estate & Revenue Intelligence System — is the commercial operating system for airports. It holds every lease, tenant, unit, charge, payment and renewal for the commercial estate in one governed system, and gives finance, commercial and executive teams a single view of contracted and collected revenue.

The platform is delivered white-label: it carries your airport's identity, runs on your domain, sends from your sending domain, and produces documents on your letterhead. Nothing your staff or tenants see refers to AERIS or to Trident Marketing & Technologies Inc.

Estate of record — Leases, tenants, units and documents in one register — Version history and immutable audit trail — Role-based access down to field level	Revenue engine — Rent schedules, escalations and service charge — Invoicing, receipting and arrears in real time — Turnover rent and revenue assurance
Decision layer — Occupancy, collection rate, arrears and WAULT — Expiry profile and renewal exposure — Board-ready reporting packs	Operated for you — Isolated hosting and managed security — Continuous updates during the term — Named support through the licence term

INCLUDED IN THE ANNUAL LICENCE

The core modules

Fourteen modules ship as standard. There are no per-seat charges and no metered record counts — every user at the airport authority works in the same system.

01 • Lease Register

Every commercial, concession, office and land lease in one register, from heads of terms to expiry.

- Full lifecycle: draft, active, renewal, holdover, terminated
- Rent schedules, escalations and indexation applied automatically
- Break clauses, options and obligations tracked against dates
- Document vault with version history on every agreement

02 · Smart Lease Reader

Upload a signed lease and have the commercial terms read out of it, each with a source quote.

- Parties, term, rent, escalation and area extracted automatically
- Every field carries the clause it came from for verification
- Low-confidence values are queued for a human, never guessed
- Cuts a multi-day abstraction backlog to an afternoon

03 · Tenant Management

One record per tenant covering contacts, entities, documents and history.

- Trading names, legal entities and group structures
- Insurance certificates, licences and expiry monitoring
- Contact matrix for operations, finance and emergencies
- Complete interaction history across the estate

04 · Properties & Units

Terminals, piers, cargo sheds, offices and land parcels mapped to lettable units.

- Hierarchy from site to building to floor to unit
- Interactive floor plans with occupancy overlays
- Area schedules driving rent and service charge apportionment
- Vacancy, occupancy and rent-per-square-foot at a glance

05 · Payments & Ledger

Receipts, allocations and arrears against a single tenant ledger.

- Record cash, cheque, transfer and card settlements
- Part payments, credits, deposits and write-offs
- Ageing and arrears positions maintained in real time
- Late payment policy applied consistently across tenants

06 · Budgeting & Forecasting

Contracted income modelled forward, budget against actual by period.

- Forward rent roll from the live lease register
- Scenario modelling for renewals, vacancies and new lettings
- Budget versus actual variance by property and category
- Board-ready income projections without a spreadsheet

07 • Analytics

Occupancy, income, arrears and expiry exposure in one operational view.

- Live KPIs: occupancy, collection rate, arrears, WAULT
- Income concentration by tenant, category and terminal
- Expiry profile so renewal risk is visible years ahead
- Drill from any chart straight to the underlying leases

08 • Reports & Exports

Standard and scheduled reporting in PDF and Excel, branded for your airport.

- Rent roll, arrears, ageing, expiry and occupancy packs
- Scheduled distribution to executives and the board
- Excel exports for finance and audit
- Branded PDF output using your own identity

09 • Tenant Risk Scoring

A payment-behaviour score for every tenant so exposure is seen before it bites.

- Scoring from payment history, arrears age and volatility
- Watch list with recommended collection actions
- Exposure by tenant against deposits and guarantees
- Trend view showing deterioration early

10 • Critical Dates & Calendar

Nothing lapses silently — every date that matters is watched and escalated.

- Expiries, break options, rent reviews and insurance renewals
- Tiered reminders at 180, 90, 30 and 7 days
- Calendar view across the whole estate
- Escalation to a named owner when a date passes

11 • Workflows & Approvals

Renewals, applications and charge approvals routed through defined steps.

- Configurable approval chains per transaction type
- Tasks assigned with due dates and owners
- Status visible to everyone involved
- Every decision recorded against the record

12 • Communications Hub

Notices, announcements and tenant correspondence, sent and logged in one place.

- Broadcast announcements to the whole estate or a segment
- Templated notices for arrears, works and renewals
- Two-way messaging tied to the tenant record
- Delivery and read tracking on every message

13 • Maintenance & Requests

Tenant-raised issues and information requests tracked to resolution.

- Requests raised from the tenant portal with photos
- Priority, assignment and resolution SLAs
- Information request register for statutory responses
- Full history attached to the unit and the lease

14 • Access Control & Audit

Role-based permissions with an immutable trail of who changed what.

- Admin, finance, commercial, operations and tenant roles
- Field-level restrictions on commercially sensitive data
- Immutable audit trail on every create, edit and delete
- System health and notification monitoring for administrators

IMPLEMENTATION

How a deployment runs

- Week 1 — Discovery. Estate walkthrough, lease inventory, chart of accounts, roles and approval chains agreed.
- Weeks 2-3 — Configuration. Properties, units, tenants and lease terms loaded; branding, domain and sending domain applied.
- Week 4 — Data assurance. Rent schedules and balances reconciled against your finance records and signed off.
- Week 5 — Training. Role-based sessions for commercial, finance, operations and executive users, with written guides.
- Week 6 — Go live. Parallel run, tenant portal invitations issued, hypercare support for the first billing cycle.

ASSURANCE

Security and governance

- NIST Cybersecurity Framework. Identify, protect, detect, respond and recover, mapped to real systems and risk tolerance.
- ISO/IEC 27001 & 27002. Information security management aligned to international standards, audit-ready from day one.
- SOC 2 Type I & II. Trust service criteria — security, availability, confidentiality — for platform operators.
- Isolated tenancy per airport — your data is never co-mingled
- Encryption in transit and at rest, with managed certificates
- Immutable audit trail on every create, edit and delete
- Backups with tested restore, and a documented recovery objective
- No cardholder data is ever stored in the platform

COMMERCIAL

What you are paying for

Included in the licence	Detail
Platform licence	All fourteen core modules, unlimited users at the airport authority, unlimited leases, tenants and units.
White labelling	Your identity, domain, sending domain and document templates applied across the application.
Hosting	Isolated managed hosting, monitoring, backups and certificate management.
Implementation	Discovery, configuration, data load, reconciliation and role-based training as scheduled above.

Included in the licence	Detail
Support	Named support contact, incident response and continuous product updates for the licence term.
Add-on modules	Invoicing & Billing, Online Payments and Revenue Intelligence are licensed separately — see their individual documents.

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.

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