



AIRPORT ESTATE & REVENUE INTELLIGENCE SYSTEM

ADD-ON MODULE DOCUMENTATION

Revenue Intelligence

Architecture, feature inventory, data, integrations and controls — written for airport IT, finance systems and information security review.

DOCUMENT	Technical & feature documentation
MODULE	Revenue Intelligence
REQUIRES	Active AERIS platform licence
DELIVERY	Live within 3 weeks of approval.
CLASSIFICATION	Commercial in confidence

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INTRODUCTION

Scope of this document

This is the technical and feature documentation for the AERIS Revenue Intelligence add-on module. It covers how the module runs on your AERIS tenancy, the complete feature inventory, the data it holds, the integration points, the controls that sit around it and what is required from the airport to deploy it.

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.

ARCHITECTURE

How the module is built

Aspect	Specification
Runs on	The core AERIS tenancy, alongside the lease register that holds the concession terms.
Submission channel	Tenants upload sales statements through the tenant portal in PDF, image or spreadsheet form.
Extraction	Submitted statements are read automatically and the figures presented for review against the source document.
Calculation	Percentage rent is computed against the concession terms — breakpoints, tiers, categories and minimum guarantees.
Approval	Nothing posts to a tenant account automatically. A named reviewer approves the charge before it is raised.
Assurance	Declared sales are trended by tenant and category so under-declaration and missing periods surface immediately.
Posting	Approved turnover rent is raised as a charge through Invoicing & Billing where that module is licensed.

CAPABILITIES

Feature inventory

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

DAY TO DAY

Operating cycle

- 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

DATA MODEL

Data held by the module

- Submitted statement retained as filed, next to the extracted figures and the reviewer's decision.
- Sales by period and category, with variance against prior periods and against the minimum guarantee.
- Calculation trace showing which lease clause produced which figure.
- Missing and late submissions tracked per tenant with automated reminders.

INTEROPERABILITY

Integration points

- Invoicing & Billing for posting the approved turnover rent charge.
- Analytics and reporting for turnover, category performance and revenue assurance packs.
- Tenant portal for submission, history and reminders.
- CSV/XLSX export of declared sales and calculated rent for finance and audit.

GOVERNANCE

Controls and audit

- Extraction is always reviewed by a person against the source document before approval.
- Approval is role-restricted and fully audited with actor and timestamp.
- Rates and breakpoints are read from the lease — they cannot be edited on the calculation.
- Amended submissions create a new version; the original is never overwritten.

DELIVERY

Deployment requirements

Requirement	Detail
Prerequisite	Active AERIS platform licence with concession leases and turnover clauses loaded.
Airport inputs	Turnover rent clauses, sales categories, submission deadlines, reviewer and approver roles.
Configuration	Configured against your live concession terms and tested with real historic statements.
Training	Walkthrough for concessions, finance and revenue assurance teams.

Typical timeline: Live within 3 weeks of approval.

DELIVERABLES

What the vendor 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

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.

This document is written for airport IT, information security, finance systems and procurement reviewers. Commercial terms are issued separately on a formal quotation and are visible to verified airport accounts in the AERIS client portal.

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