



PRICE LIST

October 2026

Business and operations management for airports.

Plans and pricing, one list for the world.

One annual subscription, priced in US dollars and quoted in your own currency. **No charge per movement, no charge per invoice.**



What you get, and what it costs

The business and operations platform for airports, in five plans

One annual subscription, on a one-year contract, priced in US dollars the world over and quoted in your own currency. **No charge per movement and no charge per invoice**. A record month costs you exactly what a quiet one does.

Every plan is the whole platform. They differ in how your business earns, not in kind.

What decides your plan

Not your size, not your control tower and not your traffic. A busy field with international flights can run on one price list; a quiet one can hold a dozen negotiated deals. **Two things decide your plan: how many ways your business earns, and how each price is decided.**

So the question we ask is not how busy you are. It is **send us your rate card**. Five minutes with it tells us which plan fits, and you can see the reasoning.

PLAN	FOR	A YEAR	GETTING STARTED
ironwood Sierra	one standard contract for everyone, up to 5 named users	US\$ 5,000	set up from our template; online support guides your onboarding
ironwood Kilo	one standard contract for everyone, plus one custom contract (for example, your charter operators), up to 10 named users	US\$ 15,000	five days of our services, included
ironwood Oscar	a standard contract plus as many custom contracts as you hold, and rules of your own, up to 20 named users	US\$ 30,000	a scoped implementation project
ironwood Romeo	several businesses under one roof, up to 50 named users	US\$ 75,000	a scoped implementation project; a dedicated server if you choose
ironwood Network	a group running several airports	each airport's plan, discounted	the group's own view, included

What we mean by a contract. A contract says what a customer is charged for, and how each charge is priced. Your published price list is your **standard contract**: one, and it applies to everybody. A **custom**

contract is a different arrangement for a group of customers, and it can change what is charged as well as the price. Where everyone else pays for each apron service as it is delivered, an airline may pay one ground and ramp handling fee that covers them all. An operator may pay one price for every aircraft of a type, whatever the variant. A charter contract may include business lounge access that the standard contract does not.

Group discounts range from 15% to 25%, depending on the number of airports in the group. Prices exclude VAT or sales tax where it applies.

AI vision cameras: free in our founding programme. Airports that join before 30 June 2027 get the camera feed free for their first contract year, while we refine it with them on their own traffic. The list price after that is US\$ 2,500 per camera a year. The hardware is sourced locally to our specification.

More users on any plan: US\$ 2,500 a year for each pack of ten named users.

Further add-ons on every plan, among them additional sites, payment integration and integration with your finance or ERP system: **price list on request.**

Ironwood Sierra: US\$ 5,000 a year

The whole platform. For the airfield that wants to run on the platform without a project: one site, set up for you from our template, then run by your own people.

- **Movements in, however they come.** Capture on a phone as you walk the field, or load the tower log. The phone app **works with no signal** and syncs when you are back in range.
- **Parking.** Which aircraft are parked on your field, where, and since when.
- **Your rate card in the standard shapes.** Flat rates and weight bands, split by aircraft class and flight type, entered by you from our template tariff.
- **Property and rentals.** Hangars, offices and ground leases invoiced beside the movements.
- **Every charge priced and itemised.** Each movement and rental priced on your rate card and itemised per customer, and a revenue pack your own accounting package takes in as journals.
- **Your own accounting system.** Each invoice is pushed straight into your accounting package, at no extra charge. If we do not connect to yours yet, we build the connector at our cost.
- **Your airfield on the pilot portal.** Operators and pilots look you up, get an instant quote and apply for a permit.
- **Visitor permits,** standard reports and a summary dashboard.
- **13 languages** and your data in your own region.
- **Online support guides your onboarding.** We set your airfield up from our template; the in-app guide and the day-in-the-life manual walk your people through the rest, with email support behind them.

Sierra's limits: the standard rate-card shapes, five named users, no integration beyond your accounting package, and no onboarding visit. Your record starts on the day you go live; bringing in your history is an add-on. Outgrow any of those and you move up a plan; nothing is re-entered.

Ironwood Kilo: US\$ 15,000 a year

For the airport with one standard contract for everyone, and one custom contract beside it.

Everything in Sierra, for up to ten named users, plus:

- **A tower feed** as the source of movements, alongside the phone.
- **Your rate card, with as many rates as you like.**
- **Two contracts.** Your standard contract is your price list and applies to everybody. Beside it, one custom contract for a group of customers, with its own prices and its own list of what is charged, for example your charter operators.
- **Up to five rules from our standard library:** a resident rate, a training discount, special-event pricing such as an airshow, exemptions. Writing rules of your own is Oscar.
- **Your own finance system, both ways.** Invoices and credit notes go into your ERP and payments come back, so every charge can be traced from the movement to the bank. Live today with one ERP; for another, the connector is scoped with you.
- **Visitor permits at the gate.** Apply, approve, digital badge, scan at the gate, working offline.
- **Clean data, kept clean.** Unknown aircraft and messy tower logs cleaned and enriched as they arrive, with monthly data-quality reporting.
- **Five days of our services to onboard you, included.** We load your rate card and your customers, bring in your movement history from one clean source, with the tariffs that applied at the time, into your record and your data warehouse, re-priced so we can reconcile it to what you billed, configure the platform with you and train your team. The work is in how clean the data is and how easily it maps, not in how many years it covers: more sources, or data that needs cleaning first, are a scoped job.

Ironwood Oscar: US\$ 30,000 a year, plus a scoped implementation

For the airport with many custom contracts.

Custom contracts are never standard, so onboarding is an implementation project: your contracts, concessions and allowances configured as rules with you, your history reconciled against what you already billed, your team trained on your own data. It is scoped and quoted before anything starts.

Everything in Kilo, plus **the rules engine**, where the rate stops being looked up and starts being worked out:

- **Custom contracts**, as many as you hold, and rules of your own written into them.
- **Percentage concessions**, held in a register rather than in someone's memory.
- **Counts across movements:** the first 20 landings a month free, the first N hours, a rate that changes after a volume, counted per operator or per aircraft, including the awkward case where a session straddles the boundary.
- **Multipliers:** a zone at three times, training at twenty percent.
- **Parking by zone or stand, in time blocks**, with free periods.

- **Pricing on attributes:** any classification of the aircraft, the operator or the airport it came from, defined by you. Domestic, regional and international is one of them.
- **Third-party charges** collected inside your own invoice, and reconciled.
- **Credit notes and rebilling**, with the audit trail.
- **Executive dashboards and analytics**, including the air traffic map showing where your traffic actually comes from.
- **Your whole team:** role-based access and approvals with four-eyes sign-off, for up to twenty named users.

Ironwood Romeo: US\$ 75,000 a year, plus a scoped implementation

For the airport that runs several businesses under one roof.

Everything in Oscar, plus the machinery for an airport that is also a ground handler or a passenger terminal: ground-handling services billed beside your airport charges, passenger and security charges, per-distance and formula-based rates, charges derived from other charges, multi-currency, aeronautical and non-aeronautical revenue side by side, and the reporting an executive team and a board expect. **Up to fifty named users.**

Your own dedicated server, if you choose. Romeo can run on a server of its own rather than beside other airports; the hosting is priced on your quotation.

An airport running several businesses is never a template. The subscription covers the platform. The implementation (your tariff in full, your history reconciled, the integrations you already run, your people trained on your own data) is scoped with you and quoted as a project before anything starts.

Ironwood Network: for a group

For an airport group, an operator running several airports, or an authority.

Many airports, one network. Every airport in the group sits on the plan that fits it, a Sierra field and a Romeo hub in the same estate (a Sierra Network, a Romeo Network), and each is priced at its plan's price **less a group discount that grows with the size of the group:** 15% off from five airports, 20% off from ten, and 25% off from twenty, on every airport in the group. **The group's own view is included:** one platform across the estate, group-level oversight, network reporting, and aggregation that lets a head office see everything while each airport still runs its own operation on its own rules.

Priced on the operation; extra users come in packs of ten.

AI vision cameras

A camera at the threshold or on the apron detects aircraft, reads the registration and logs the movement automatically. **Nothing is recorded until a person confirms it.** It feeds the same review queue your team already uses.

This is how you uncover the movements you are not charging for today, and on a field without a tower it is how the movements are counted at all. **Cameras are an add-on on every plan**, and in our founding programme the camera feed is free for the first contract year (see the plans above). The hardware is sourced locally to our specification.

We work through your existing IT partner

You do not have to onboard a new supplier. **We work through the IT partner you already use**, who takes your purchase order, invoices you and earns a margin on it. Your licence agreement is with **ironwood Aero**, so the platform, your data and our commitments to you are held directly with us.

If you would rather buy from us directly, that is equally fine. Tell us which suits your procurement route.

The things people ask

Does the price go up when we get busier? No. Your rate card sets the plan at the start of the year; it is not a meter.

We only need one thing from the plan above. Tell us which. The price is a set of capabilities, so it can be discussed line by line rather than defended as a number.

How long does it take? On Sierra, as long as it takes to enter your rate card: we set the airfield up from our template, and online support guides you from there. On Kilo, five days of our services: we load your rate card, your customers and your history, and reconcile our output against what you have already billed, so you see the platform produce your own numbers before you rely on it. On Oscar and Romeo it is the implementation project, scoped first.

What happens to our data if we leave? It is yours, and exportable. Our hosting is deliberately portable, and we prove that to ourselves with a restore drill every week.



Hein Pretorius

+27 82 771 3893

hein@ironwood.aero

www.ironwood.aero