

## New RAAS Pricing Model

Aviation InterTec Services today announced a change in RAAS pricing philosophy that coincides with the introduction of a newly designed system edition oriented pricing model.

Previously RAAS had been sold as a modular system where customers could purchase only those modules of interest and, in addition, could purchase a number of user licenses suitable to their operation. The new pricing philosophy does away with modular pricing and replaces it with a simpler system edition based pricing model. All editions in this new model contain exactly the same features, and the different edition levels are now individually restricted to a maximum number of concurrent user licenses and a maximum number of aircraft.

Eric Hansen explains, "Our feeling is this new model will benefit all of our customers, and in particular our lower-level edition customers, by exposing all system functions and therefore allowing more flexibility in how the system can be tailored to an individual operation. This is as opposed to the module-based model that through restriction essentially makes invisible some system functionality that can lead to the end-user's misapprehension that the system does not contain certain desirable features. The essential change of philosophy is it is better to expose all features and engender a broader adoption of RAAS within the enterprise than to limit features that may result in end-users having to develop miscellaneous, interim external solutions to accommodate day-to-day procedural concerns. In addition, this new model allows smaller customers to develop business procedures using a lower-level RAAS edition and move to a higher-level RAAS edition when necessary, without having to change procedures".

For information on this new RAAS pricing model or for general pricing information please contact Eric Hansen by phone or email at (807) 625-9260 or email [ehansen@aviationintertec.com](mailto:ehansen@aviationintertec.com).

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