

## Scaling aviation finance intelligence from advisory work to a SaaS platform for aircraft asset management

How Peraison helped IBA evolve from consultancy-led delivery to a scalable SaaS platform used by lessors and lenders to value, monitor, and manage aircraft portfolios, and now extend into AI-enabled capability.



### Executive Summary

IBA has been a trusted partner to aviation finance organisations for many years, providing valuations, market intelligence, and advisory expertise. As the aviation finance market became more data-driven and more demanding, IBA made a strategic shift from consultancy-first delivery to a SaaS model that puts decision-grade insight directly in the hands of finance teams.

Peraison has been instrumental in building this platform with IBA, supporting its growth across multiple product areas and enabling the next evolution, which includes several AI elements designed to increase speed, consistency, and productivity for end users.

### The Challenge

Aviation finance teams manage high-value, long-duration assets under uncertain market dynamics. Their outcomes depend on making confident decisions across the full asset lifecycle:

- Underwriting and pricing based on credible valuation inputs
- Portfolio monitoring to manage exposure across lessees, regions, and asset types
- Lease management and lease end planning to reduce redelivery friction and avoid value leakage
- Operator and counterparty risk awareness to protect portfolio performance
- Increasing requirements for governance and sustainability reporting

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Traditional consulting projects can answer these questions, but they do not scale as a daily operating model for large portfolios. Finance teams need repeatable workflows and consistent calculations that can be applied across assets and across time, without re-running bespoke analysis each time.

IBA's opportunity was to take the value it had historically delivered through advisory work and embed it into a SaaS platform experience that finance clients could rely on continuously.

### The Solution

Peraison partnered with IBA to help convert advisory outcomes into scalable product capability and then expand the platform across multiple domains.

The platform was built to support the finance workflows that matter most:

#### 1) Valuations and portfolio valuation governance

Enable faster, repeatable valuation delivery for portfolio monitoring, financing decisions, transaction support, and impairment-style analysis, without relying on bespoke workstreams.

#### 2) Portfolio monitoring for asset lifecycle management

Provide day-to-day oversight across aircraft utilisation, fleet status, ownership, market movement, and key lease lifecycle events, so finance users can proactively manage their portfolios rather than react late.

#### 3) Lease end, redelivery, and remarketing readiness

Support end-of-lease exposure management and reduce operational friction by improving visibility into upcoming lease expirations, redelivery planning needs, and remarketing pathways.

#### 4) Counterparty context for risk and exposure management

Enable finance teams to pair asset exposure with operator performance and credit risk context, improving portfolio decisions across leasing, refinancing, restructuring, and remarketing priorities.

#### 5) Sustainability and ESG enablement for finance workflows

Support the growing need for sustainability and ESG reporting within aviation finance decision-making, enabling clients to incorporate emissions and ESG considerations into portfolio monitoring and disclosures.

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### 6) AI elements to accelerate decision-making

As the platform matured, Peraison began supporting IBA in embedding AI components into the stack, designed to reduce manual effort and increase the speed of insight delivery. The intent is practical augmentation, such as faster research, automated summarisation, anomaly identification, and decision support that improves user productivity without undermining trust.

## The Impact

IBA's shift to a SaaS platform model created scalable, repeatable value for aviation finance clients:

- Faster valuation cycles and more consistent portfolio monitoring
- Improved asset management outcomes through earlier detection of lease and utilisation risks
- Stronger end-of-lease decision support and reduced redelivery friction
- Better exposure awareness by combining asset and operator context
- Improved readiness for governance and sustainability reporting expectations
- A clear pathway to AI-enabled workflows that accelerate analysis and reduce manual effort

In short, IBA moved from delivering insight primarily through consulting engagements to delivering insight through a platform that finance teams can use daily to manage aircraft assets, and Peraison has been a key partner throughout that evolution.

Author

**David Anderson,  
Partner**

