TO PROVIDE BIZAV INDUSTRY WITH BETTER VALUE PROPOSITIONS - SMARTFLY

News / Business aviation

New faces in business aviation industry, new companies. Here is the one, launching today with a promise to deliver better value propositions through aggregated buying power and a global network reach. SmartFly, a new global procurement agency for the business aviation industry.

Some comments from SmartFly Managing Director, João Casimiro: “There has been high industry demand for a new independent procurement advisor and agent. SmartFly has been formed to make the procurement of aviation services and commodities more valuable for the industry, our members and suppliers.

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“We work with owners and operators to understand their individual requirements before negotiating with suppliers on their behalf, from training, to maintenance programmes, to fuel. We help our customers manage their businesses through any economic uncertainties by giving them clearer visibility and increased efficiencies. We help owners and operators to buy better – we obtain the best value proposition for the services and commodities needed throughout the entire supply chain.”?

SmartFly has been formed as the outsourced procurement partner for the global Luxaviation Group and is now run as a fully independent business. SmartFly’s customers have immediate access to high volumes of supply, offering increased buying power and negotiating leverage from a team which combines more than 50 years’ experience in leading global business aviation services. The team’s experience includes NetJets, Luxaviation, MasterJet, FlairJets and Air Luxor, as well as the German and US Air Forces.

For aircraft owners, SmartFly retails selected services – including training courses, web data and fuel – at a significant discount to standard market rates. SmartFly bulk purchases services and commodities which are retailed through channel partners, so aircraft owners buying through SmartFly obtain a substantially better value proposition than as an independent.

Aircraft operators are able to use SmartFly to negotiate across all contracts, for each service. SmartFly offers aircraft operators more control over their spend, reduces supplier numbers, manages budgets and expectations, and minimizes price fluctuations in a changing market.

Casimiro adds: “Seldom are aircraft operators able to dedicate adequate resources to the multiple rounds of negotiation required to get the best price for different services, commodities or supplies. As an outsourced procurement partner, SmartFly alleviates that burden. We know what valuable contracts are and how they should be structured to provide the maximum benefits for aircraft owners and operators. We use our knowledge to not only show customers where they could be buying better, but also how to buy better. We understand operators’ and owners’ perspectives and can look after every part of the procurement process from start to finish.”

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