



AVIAÂ WELCOMES SUPPLIER PARTNERS UVAIR AND SATCOM DIRECT

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AVIAÂ, the expanding international group purchasing organisation (GPO) ‘lands’ at EBACE with two new partnerships under its belt. It has ratified deals with UVair, the fuel division of Universal Weather and Aviation, Inc. and business aviation connectivity, software and hardware provider Satcom Direct (SD), to deliver savings for its members - on fuel and inflight connectivity.

AVIAÂ’s partnership with UVair (Stand O90) introduces an AVIAÂ branded fuelling card, which brings exclusive rates for its members. UVair is providing AVIAÂ members with the best value possible on any given day for their fuel, resulting in savings of tens of thousands of dollars per year. (This equates to approx. 2% saving at the pumps.)

Other benefits include all-inclusive pricing; VAT compliance and exemption support. It also offers online jet fuel management.

“UVair is known worldwide for its acceptance and savings. Their excellent service, which is integrated with its innovative do-it-yourself uvGO flight planning and trip management platform, and extensive network of locations, made them an obvious pick to join our global preferred partner network,” said Gillian Hayes, AVIAÂ’s CEO.

Importantly, uvGO is also able to easily integrate with Satcom Direct’s Flight Deck Freedom product, providing an integrated solution for members fuel and flight planning requirements.

“Lost time, inaccurate taxes, and hidden fees are all elements adding risk and stress to operators’

fuel purchases. Working with AVIAÂ, we will be able to give operators confidence in the value of their purchase, regardless of their aircraft size or fleet,” said Dave Diulus, Vice President, UVair.

With SD (**Stand No W115**) as its preferred satcom provider, AVIAÂ can deliver the best value in the business aviation sector.

“SD consistently invests in technology and with its strong international customer focus understands the market and quickly responds to changing connectivity needs. “They are a very progressive, agile partner,” said Miles Bailey, Director, Global Supply Chain. As the relationship grows, AVIAÂ expects to offer its members further savings across the SD product and service portfolio,” he added.

“AVIAÂ’s innovative business model reflects our approach to business. It will keep suppliers on their toes and make everyone think about how to best satisfy end user needs in a cost-effective way. Working with the AVIAÂ team will help widen our customer base and we look forward to working with them to help members access our connectivity solutions,” said Michael Skou Christensen.

AVIAÂ has built up a substantial customer base across the US and Europe inside 12 months.

Founded by Hangar8 founder Dustin Dryden and GPO expert James Hall, AVIAÂ is streamlining the procurement process for owners and operators using the 'collective' buying power of its members to secure the best rates for key operational items.

As well as helping private jet owners and operators better compete with companies who already benefit from economies of scale, the GPO model also rewards cooperative suppliers.

Through accessing its member network, AVIAÂ collects historic and forecast spend data from them and shares it with their preferred suppliers.

AVIAÂ works with suppliers to help members reduce their friction costs (which comprise commissions, fees, interest rates, research time, etc).

The business is headquartered at London Oxford Airport and has two US offices in Irvine, California and Park City, Utah. AVIAÂ's early success is also due to its innovative young team's ability to apply the latest research into data analytics to the day-to-day running of the company.

AVIAA is participating at EBACE for the first time on the static with its distinctive Bombardier Challenger 604 on the static.

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