



FAI AVIATION GROUP CHOOSES MY SKY BUSINESS AVIATION PLATFORM

News / Business aviation



FAI, the largest air ambulance fleet operator in Europe, and My Sky, the tech company specializing in jet financial management start a collaboration aiming at making charter operation more efficient.

My Sky, the Swiss tech company active since 2015 in the financial management of private jets, is entering a new milestone of its history by offering the first outsourced digitized accounting solution in the industry to FAI Aviation Group.

FAI is one of the largest European fleet operators, with a fleet of 24 business jets covering a wide variety of missions, from Air Ambulance to VIP charter, and working for GOs and NGOs, amongst other prestigious clients. Also a member of FAI Aviation Group is FAI Technik, one of the leading maintenance centers in Europe specialized in Bombardier models.

The agreement on the fleet of 25 aircrafts operated by FAI, will allow My Sky to take over the time consuming tasks of invoice management while allowing FAI staff to access My Sky's game changing user-friendly SaaS platform, containing all the standardized information, allowing them to track KPI's and empower their decision making processes.



Both My Sky and FAI have agreed on the development of a customized reporting tool that will contain key innovations such as Optical Character Reading (OCR), machine learning and AI that My Sky adapted to business aviation, as well as dedicated features to manage this large fleet through a centralized platform.

By using My Sky technology, FAI Aviation Group will be able to streamline the financial flow of information, reducing both time and money spent on the management of this information. FAI dispatches over 1,500 flights per month; with up to 200 costs per single flight, My Sky will treat over 300,000 costs per month.

Kirill Kim, Co-Founder and CEO, My Sky, commented on the milestone:“Since our launch we have continuously invested in R&D, developing our technology to offer game changing features, based on the latest innovations, for private jet owners. The fleet management tool we launch today with FAI is part of the many innovations we are releasing this year, and the first step of the roll-out of our charter performance tool, that we expect will revolutionize the way owners charter their aircraft to third parties. What is exciting is that this milestone will benefit FAI in the first place, but also every owner that charters his aircraft out in the near future.”

Christopher Marich, Co-Founder and CSO, My Sky, added:“2018 is a key year for us as we accelerate our growth even more, launching new innovations, expanding geographically but also addressing new market segments: our historical individual owners have been joined by corporate clients late 2017, and we now open up to fleet operation. Signing this first agreement with a leading European commercial fleet operator validates our efforts and proves once again the need of our solutions in this low regulated market. I believe that FAI will benefit from the dynamic

reporting its financial staff can easily extract from My Sky to make accurate and fast decisions to optimize the efficiency of their fleet.”

Siegfried Axtmann, Chairman, FAI Group, commented: “FAI is a leader in several fields of aviation, it is therefore natural for us to innovate by implementing My Sky in Accounting. Through this collaboration we expect to get more from less by getting an unmatched level of reporting while outsourcing time consuming processes. Getting more output of our financial documents by having them digitized and analyzed instead of storing them in our basement will mean a better control of our margins and a more accurate quoting. For our clients it will mean better prices without any impact on security and comfort.”



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