



FBO SOFTWARE PROVIDER VESSIX PLANS EXPANSION

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FBO operations software provider Vessix is currently operating at five U.S. locations since its launch at last year's NBAA show, but the Los Angeles company expects that number to increase significantly over the next few months. The cloud-based business platform automates the handling of many elements of FBO business management, including flight operations, ramp operations, accounting, maintenance aircraft management, customer relations management and integrated payment functions, as well as integrates with many popular accounting and business applications.

The platform is presently undergoing beta testing at three Epic Aviation FBOs and two Eastern Aviation network facilities. "Vessix is unlike anything I've ever seen in the aviation industry, which until now has been very neglected when it comes to payment technology and advanced business management solutions," said Robbie Stallings, president of Shell distributor Eastern Aviation. "Vessix enables FBOs to simplify how they do business—from payment processing and tracking fuel inventory to calculating taxes and scheduling flights. I see this all-in-one-tool as a real 'win-win' for the Eastern Aviation Fuels FBO network."

Vessix COO Tom Perkins told AIN that he expects the system to be rolled out in approximately 100 additional FBOs over by April. "During a recent customer training session, it was amazing to see the light bulbs go on when FBO staff members started playing around with our point-of-sale module," said Perkins. "Vessix is so intuitive and user-friendly that it literally takes five or 10 minutes before staff are off and running, ready to process payments and get to work."

Here at NBAA 2015, the company will be sharing its booth (C13851) with WEX, a provider of corporate payment solutions. "Virtual credit cards are increasingly being adopted as an alternative

to issuing standard corporate cards as they offer numerous benefits, including the ability to reduce fraud and improve accounting and reporting,” noted Vessix CEO Chris Bridges. “By integrating WEX’s global electronic payment solutions with our Vessix data management and business intelligence capabilities, together we are able to offer an exciting, innovative virtual MasterCard payment solution for our customers.”

To further the relationship between Vessix, WEX and MasterCard, Kacie Hinze—formerly a relationship manager with Multi Service Aviation—joined the company as vice president of sales and channel management. Her role will focus on market adaptation of Vessix among aviation service providers.

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