

FLIGHTPARTNERS RELEASES 'V2' SOFTWARE

News / Business aviation



FlightPartner has released its latest software, V2, a B2B air charter marketplace.

The software offers an advanced search engine allowing complex trip builds, an accurate instant quote and complete internal payment processing.

The new release allows a sale to be closed immediately, rather than have user switch between tools to complete the transaction.

“We are extremely excited about this release. We have focused on vetting the charter sale process to bring legitimate charter sales to air charter operators and streamline the booking process for air charter brokers.” said Doug Schmohl, founder and CEO, FlightPartner. “Unlike other B2B platforms, we do not measure our success by the number of searches. In fact, we have based the viability of our company on the charter sale. Our revenue comes from a small transaction fee from the charter sale.”

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“We have found a flaw in the current solutions that charge high subscription fees. In charging subscription fees, there is no need for high conversion to sales rates. The service provider is paid regardless of performance. Being reliant on successful charter transactions, we are changing the way business is conducted in this industry. Our intelligent B2B software locates the best suitable aircraft, prices that aircraft and enables air charter brokers and operators to close sales in seconds, all through our system,” added Schmohl.

FlightPartner’s cloud-based (SaaS) solution aims to bring efficiency to the charter marketplace.

“We want to be the brain behind the increased activity in the air charter market, and the rebounding interest in flying privately,” added Schmohl. “This is the sales tool that operators and brokers need. This is also what the market needs to make sure that aircraft are adequately utilised.”

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