



Buyer's Guide

CHOOSING THE RIGHT SOLUTION FOR YOUR FLIGHT DEPARTMENT

We've put together a guide to help you select the right aviation management software system for your flight department. Ask the right questions upfront, get the most out of each demo, and justify the investment to your stakeholders.

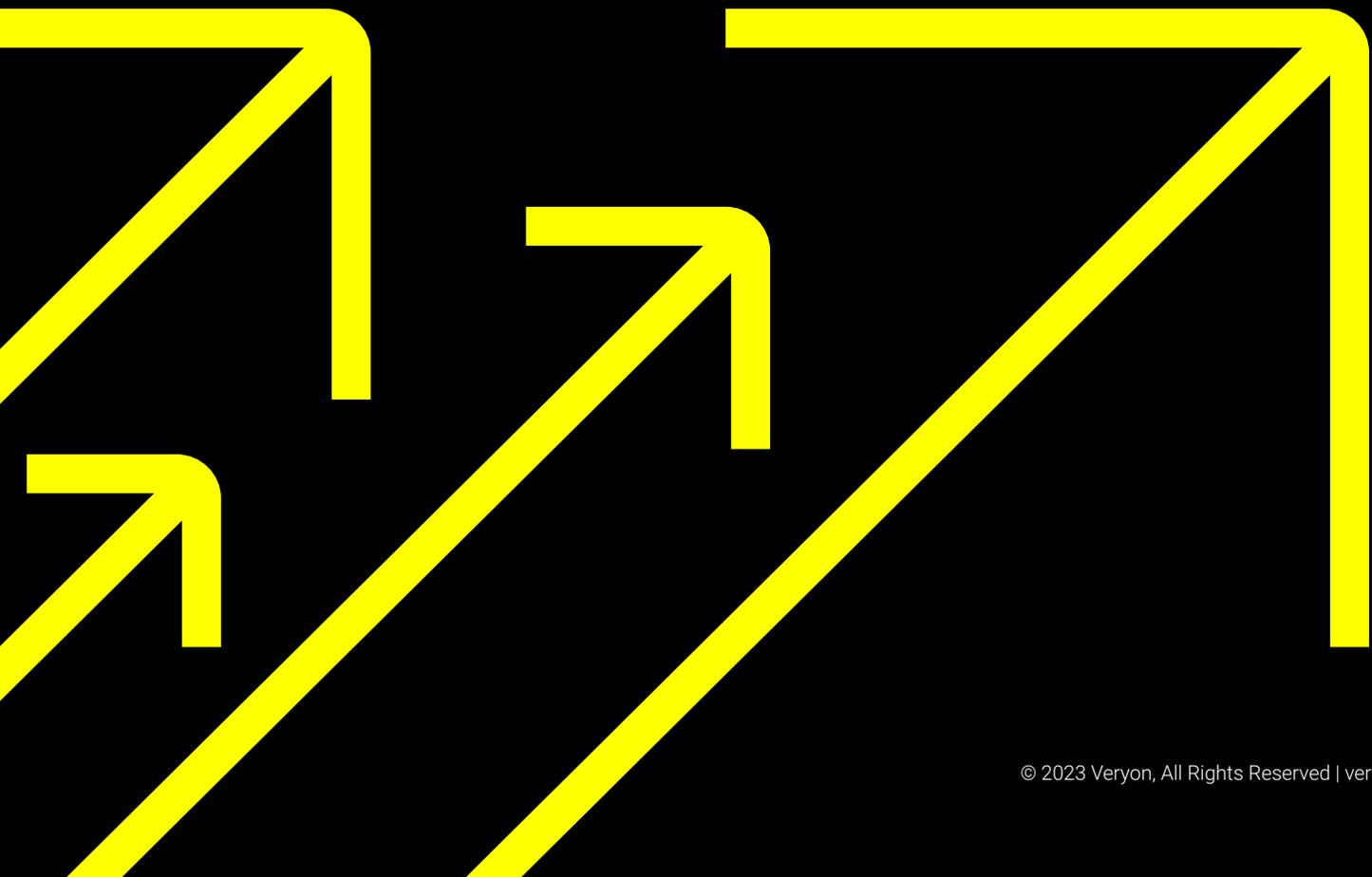




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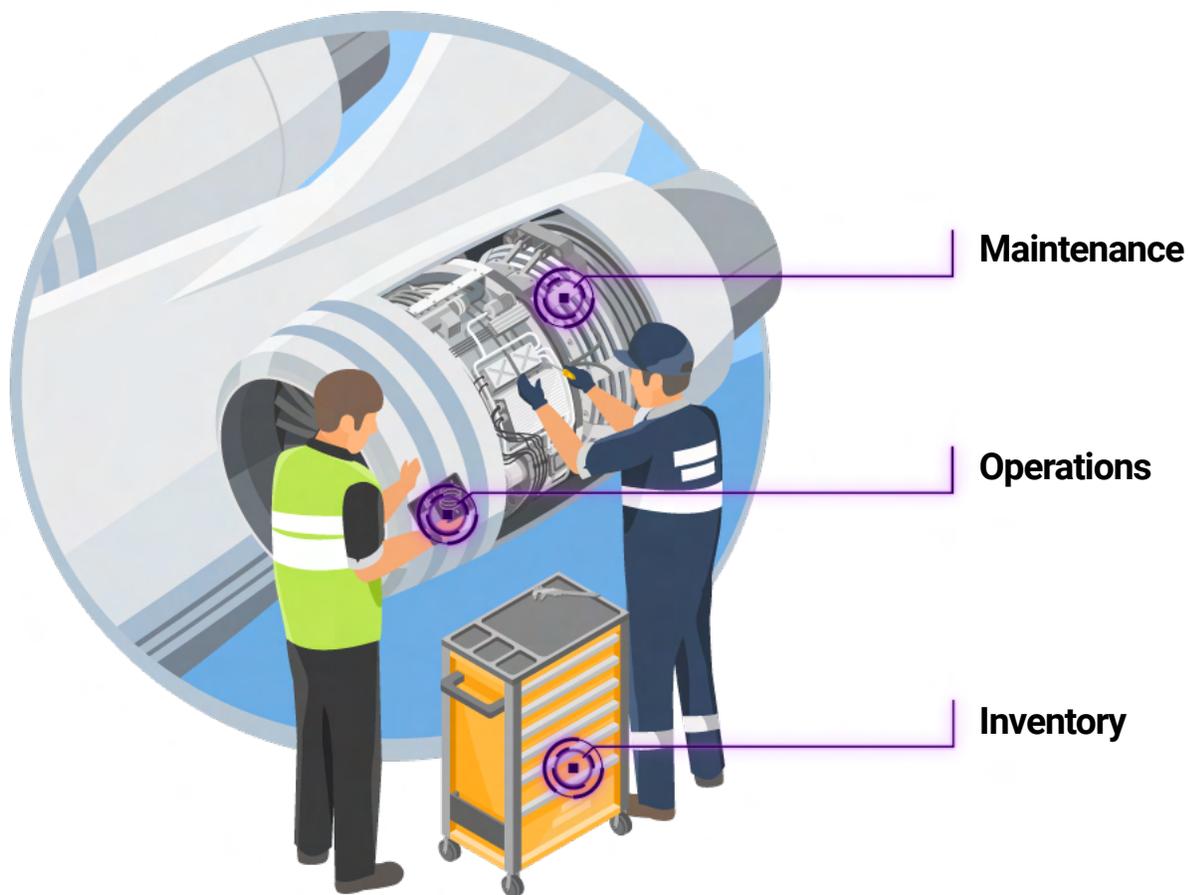


Section 01

WHAT IS AVIATION MANAGEMENT SOFTWARE?

Aviation management software is designed to streamline and automate various operational and administrative tasks related to the aviation industry.

This software can help corporate flight departments, charter operations, aircraft management companies, special mission, and other aviation organizations manage their operations more efficiently by providing tools, for scheduling flights, managing the maintenance of an aircraft, tracking inventory, and ensuring all operations are in line with regulations and standards.



The outcome? Selecting the right software can increase productivity, reduce costs, and improve safety by providing a centralized platform for managing all aspects of aviation operations.



Section 02

TOP 5 THINGS TO LOOK FOR IN AN AVIATION MANAGEMENT SOLUTION



(1) Cost

If you're going to allocate a large piece of your budget for an aviation management solution, you need to show the value and Return on Investment (ROI). If you can't, you'll be forced to find a cheaper alternative – and likely, this system won't have all the functionality you will need to run a smooth operation and maximize aircraft uptime.

It's not so much the cost of the system, but how much money you can save by getting more aircraft uptime. Having a system that is both lower cost and gives you better functionality exists, but it must also get you more uptime to be worth it. Inefficiencies are costing you much more than you think. The cost of downtime can destroy your profitability.



Tip: Your solution needs to maximize aircraft uptime and utilization. This points to the real ROI for your organization.



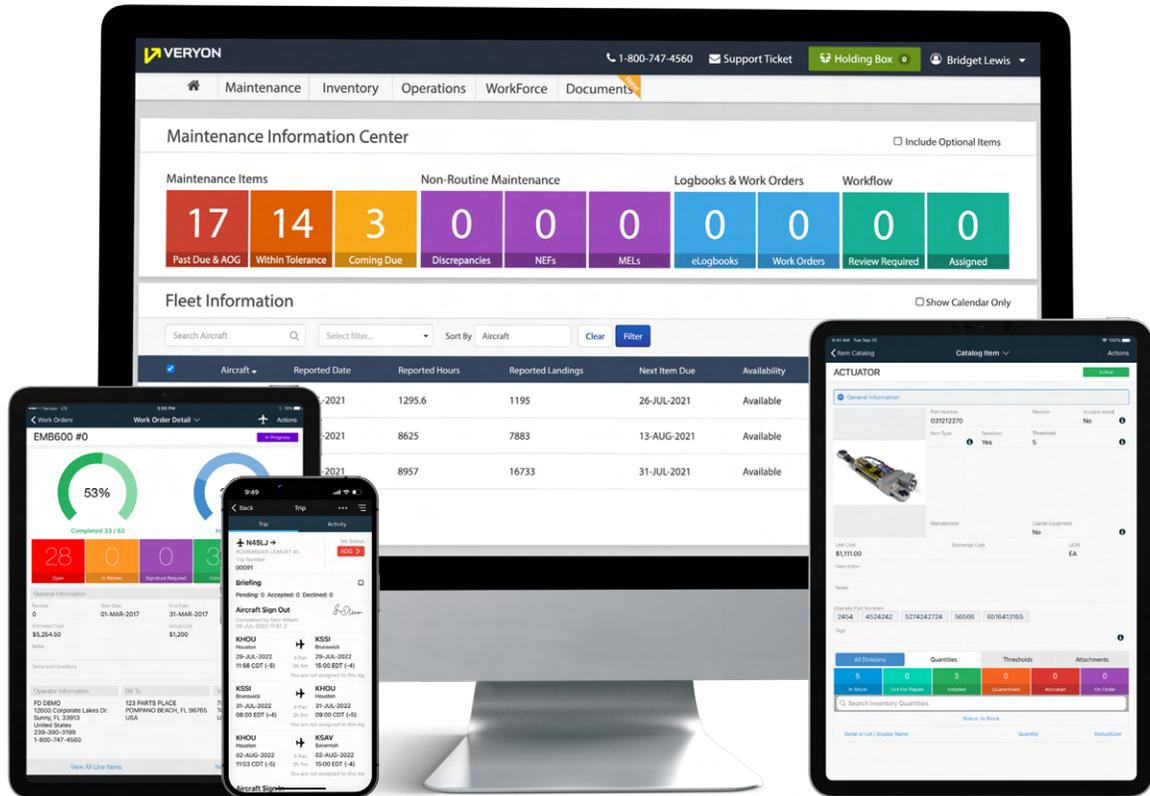
(2) Ease of Use

If your paperwork is keeping you from getting home when the workday is done, your system is not doing you any favors. It needs to be as easy to use and learn as it is to walk and talk. The less time it takes you to do your paperwork, the better. When all you have to do is input information on a mobile app and click send at the end of the day and all your paperwork is submitted, that's a system working for you.

Another way to know your software is easy to use is when you don't have to dig, drill, or ask any questions on your fleet status because all the information is made available to you in real time. If all your data is outlined in a neat and stress-free format, you will be able to complete your day's work quickly and efficiently.



Tip: Your system should enable you to view all your data at a glance, easily remember how to perform tasks, and get your paperwork done in mere minutes as opposed to hours.



“Veryon Tracking made it so much easier for us to plan and schedule maintenance. And to plan on schedule notification of items coming due. The last program we used didn’t do that. You had to go digging into it to find the next items that are coming due.”



Shellon Lashley | Chief of Maintenance | IAC Expedia Global



(3) Modern & Innovative Features

You need a solution that is in tune with the constantly changing industry. Having a platform built on native mobile applications enables you to have the most modern system that performs better, as well as being more secure, interactive, and intuitive.

You also want to look for integration abilities where you can access your data across multiple platforms/devices. Staying connected with maintenance, flight operations, and inventory all in one place can save you time across the whole operation. Your software should provide you with everything you need right at your fingertips, so you are not left waiting.



Tip: Your system should be current with the times, have a mobile application, and enable you to have a fully integrated flight department.



(4) Dedicated Support When You Need It

If your operation is mission-critical and you run into an issue and need someone on the phone, you need to find a vendor that can provide support immediately. Your schedule is 24/7/365, so why should the support you receive be any different?

You need a support team that knows and understands the system they work with. A common theme in this industry is having an “analyst” that can’t understand their own system. How are they going to help you if they don’t even know their own software? This is a clear sign that the support will not be adequate for your operation.



Tip: Be sure to find a system that offers a dedicated team of around-the-clock support, and who are masters of their own system.



(5) Industry Presence & Reputation

It is important to know what else your vendor is involved in within the industry, how well-known they are, and what peers are saying about them.

Word of mouth is everything. Do your peers speak positively about this system? What has their experience been like? What do they like or dislike? All of these questions must be addressed before committing to a system.

Having a vendor that participates in multiple sectors of the aviation industry is always a good sign. This means they are well-established in the industry and are on top of current trends and customer needs.



Tip: Trusting and having confidence in the vendor you select is always important.



Section 03

WHY YOU NEED AN INVENTORY MANAGEMENT SYSTEM

For business aviation operators, inventory control is about knowing what you have, accounting for what you have, and being able to report on it. To do this accurately and efficiently requires a system built specifically for aviation.

Here are the top reasons why using a modern inventory management system will allow your team to work smarter, use your resources better, and increase your return on investment.



Cost control benefits

Understand your inventory levels to avoid overstocking, understocking, or wasting inventory. Having a system in place will lower costs to carry inventory, which will positively impact the bottom line.



Operational visibility

Knowing the state of your fleet related to inventory and maintenance in real time is crucial. Having a system to spot and track part issues along a timeline allows operators to build a history of parts and components in order to see trends.



Easier compliance

A robust, real-time system is essential for compliance and record keeping. Keeping explicitly accurate records with state-of-the-art technology that is easily accessible will save time, money, and stress.



Modern technology attracts modern workforce

Today's new generation of employees don't want to use spreadsheets. They want the most modern, cloud-based technology available. Having a web-based inventory management system can help with employee retention and morale.



Improved efficiencies

Track inventory in real time to assist with reorder processes and decrease the man-hours needed to manage your inventory. Free up staff to do other tasks and prevent the need for data re-entry, while increasing accessibility and efficiency across the board.



Improving financial reporting/analysis

Do you know how much you are spending on purchase orders? What are the real costs of each part? How many parts are you installing and how many are you discarding? Understanding these details from a bottom-line perspective is tremendously helpful and will improve your financial analysis.



Section 04

**CONSIDERING FLIGHT
OPERATIONS TOO?
HERE ARE 4 MUST-
HAVES**

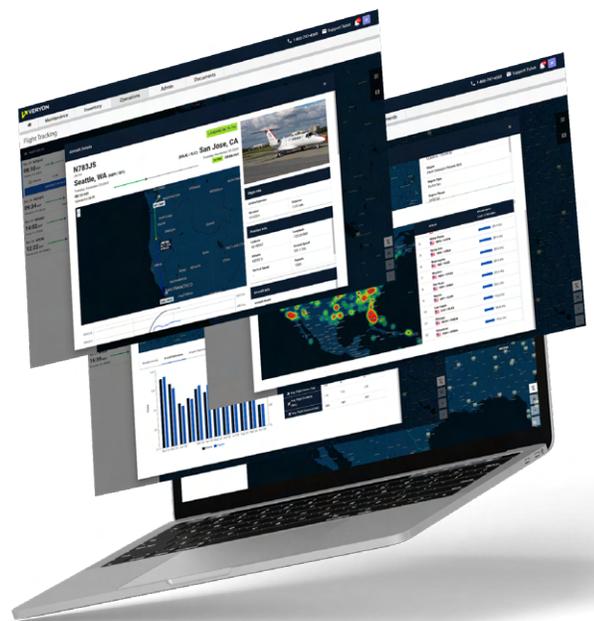
Aircraft operators are always looking for ways to improve their operations while increasing efficiency. Proactive improvement is essential for long-term value creation and growth. The aviation industry's future relies on whether operators adopt state-of-the-art technology and more automated processes.

With the right technology, organizations can create proactive versus reactive business environments. Here are 4 integral components your aviation software platform should have to ensure smoother flight operations.

(1) Scheduling & real-time flight information

A well-considered and complete flight itinerary will help improve flight operations and ensure the flight is properly prepared. Flight planning is also an area where the right tool can make you more efficient and give you more uptime.

Schedulers often have to perform inefficient duplicate data entry across applications, instead of using a fully integrated solution. This results in increased labor costs, burnout, and increased risk of human error due to transcribing data from one application to another.



Choose a platform that:

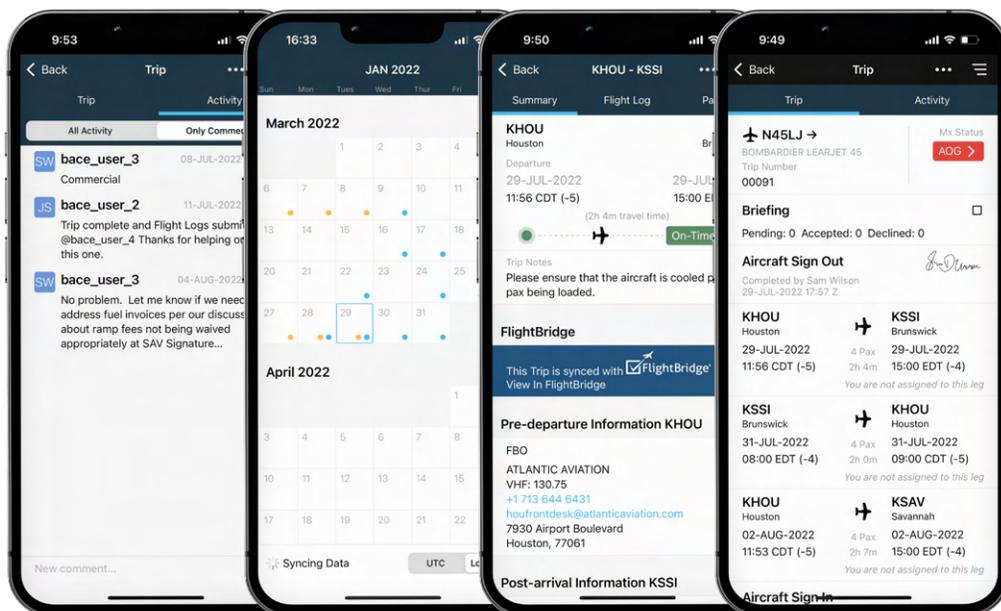
- ☑ Tracks and manages aircraft, fleet, and compliance with a single view.
- ☑ Integrates real-time maintenance data on the flight schedule view.
- ☑ Includes an open Application Programming Interface (API) infrastructure to sync trip itineraries automatically via third-party integrations.
- ☑ Offers seamless tax data reporting.
- ☑ Automatically sends flight operations data to internal business intelligence tools.

(3) Mobile functionality & in-app communication

Communication between schedulers, maintainers, and crew is often inefficient because the tools are outdated. Utilizing real-time data to stay ahead of schedule changes is only helpful if operators can receive that information as it arrives. When delays and disruptions shift flights unexpectedly, crews should be able to collaborate to achieve performance goals. Increased efficiency requires increased collaboration across all departments. Keeping crews in the loop can improve overall performance.

Look for a platform that offers the following features:

- ☑ In-app chat to send trip sheets, passenger itineraries, and calendar invites directly to crew and passengers from within the trip.
- ☑ Live trip sheets and automated change notifications so you never have to worry that your passengers have an outdated itinerary again.
- ☑ Automatic email notifications that send calendar invites to crew and passengers.
- ☑ A record of all communication and customized push notifications securely associated with the trip it relates to in the scheduling system.



(4) Streamlined data flow

Historical data is critical to improving overall aircraft efficiency. It's important to get access to aircraft maintenance data and status in real time. Data collection enables predictive aircraft maintenance, which is key to ensuring maximum aircraft availability and uptime.

Make sure the platform offers:

- ☑ A cloud-based system that eliminates time-consuming manual processes and stores information securely.
- ☑ Real-time maintenance data and open work orders that you can easily view.
- ☑ Non-routines reported within a flight log.

Ensuring smoother flight operations and maximizing aircraft uptime is crucial for the success of any airline or aviation organization. As the aviation industry continues to evolve, it is essential to remain vigilant and adaptable to new technologies and best practices to minimize delays, reduce costs, and improve overall efficiency.

"We used to have to put the plane away and then record everything that was pertinent to us, make sure there weren't any mistakes, and then submit. All we're doing now is just clicking send and walking away from the plane and we're done for the day. Before, I would normally spend 30 minutes on paperwork."



Trahern Timblin | Captain, Aviation | Coterra Energy Inc.



Section 05

DEMO CHECKLIST

Once you've narrowed down the solutions you want to demo, use this checklist to make sure the one you move forward with has the right functionality to deliver integrated and optimized aviation maintenance, inventory, and operations software for real-time visibility into your data across departments.

Maintenance tracking software checklist

- Ability to instantly evaluate the status of aircraft and equipment
- Features highly visual dashboards
- Tracks maintenance schedules, aircraft hours, and cycle counts
- Automates workflows
- Records maintenance history
- Ability to assign, manage, update, and review work orders in real time
- Offers in-app customizable digital checklists
- Creates fully compliant electronic logbooks to eliminate duplication of work and reduce manual data entry and errors
- Enables eSignatures to speed up compliance work and ensure overall data accuracy, transparency, and integrity across your operation
- Mobile app where pilots and crew can view and update maintenance data, submit non-routine maintenance reports, sign off checklists, and receive updates

Inventory management software checklist

- Allows you to manage your inventory by seeing expirations, low stock alerts, urgent requests, and delivery statuses in real-time
- Records every transaction and tracks the lifecycle of components
- Provides comprehensive reports on inventory management with filters for insight into your operation's inventory values, purchasing trends, and financial status
- Provides a view of valuable PO information for more transparent and efficient order tracking
- Mobile app that leverages the device's embedded scanner for bar codes, QR codes, and scanning documentation including 8130's and Form 1's

Flight operations software checklist

- Builds and manages your flight schedule, view resource availability, create trips, track flights, and communicate with passengers and crew in real time
- Integrates with other systems, such as maintenance tracking and inventory management, to provide a complete picture of your flight operations
- Generates reports related to flight operations, expenses, and other relevant metrics
- Captures every key detail of a flight and gives you access to all of your digital flight logbooks from one location
- Offers in-app chat to streamline communication between crew, schedulers, and dispatchers

Aviation management software checklist

- Intuitive user interface that is easy to navigate through the various features and functions
- Offers adequate training and support to ensure a smooth implementation and ongoing use (online training materials, user manuals, technical support, in-person training or on-site support)
- Offers ongoing updates and maintenance to ensure the software stays up-to-date
- Robust security features, such as user authentication and data encryption to protect your data and client information
- Integrates with other systems, including such as accounting and purchasing software
- Pricing model fits within budget



Section 06

BUSINESS CASE TEMPLATE

Use this PowerPoint to guide stakeholder conversations and justify the investment in an all-in-one aviation management solution.

Make sure to download the file and save it to your computer before editing.

[Download and Customize](#)

Summary

Choosing the right aviation management software can have a significant impact on the efficiency and effectiveness of your operations. By considering the key factors discussed in this buyer's guide, such as functionality, ease of use, scalability, and support, you can make an informed decision that meets the unique needs of your organization.

It's important to take the time to evaluate multiple options, request demos, and gather feedback from other users to ensure that you are making the best possible investment for your business. Ultimately, investing in high-quality aviation management software can help you streamline processes, reduce costs, and improve safety, which can lead to long-term success in the aviation industry.

When it comes to aviation management software, we've got the answer! Our fully integrated solution is proven to eliminate inefficiencies, reduce costs, and increase aircraft uptime with scheduling software in a modern and secure cloud-based environment. Want to see it in action?

Book a Demo

"We looked at many solutions and what really solidified our decision on Veryon was their integration capabilities. The ability to link multiple pieces of our operation, including access to our maintenance manuals, made Veryon a one-stop shop. Veryon was also able to provide us with electronic records so we could transition to a completely paperless operation."



SVP of Maintenance | flyExclusive



Veryon is the leading provider of aviation software and information services, supporting more than 75,000 aircraft maintenance professionals and 7,500 customers worldwide. We help everyone from business aviation teams and MROs to airlines and OEMs get their aircraft more uptime. Challenges like unscheduled repairs, part availability, and excessive paperwork lead to too many aircraft spending too much time on the ground. And that leads to needless delays, endless back and forth, and lots of wasted dollars. The key to more uptime is having a better technology platform to manage everything from maintenance and operations to manuals and diagnostics.

That's why thousands of aircraft operators, 25% of the worldwide commercial fleet, and over 100 OEMs all rely on Veryon. And it's why customers have been able to achieve an average 23% reduction in downtime cost.

Learn more at veryon.com

