



# AD HOC CHARTER SOLUTIONS CASE STUDY

**THE CHALLENGE:** A technology company based in California operates multiple locations up and down the West Coast.

For several years, the company has owned and operated a Hawker 800 aircraft that the CEO utilized to make regular trips to each of the company's eight locations.

Operating and managing the use of this aircraft was expensive and time-consuming, but these trips were necessary to ensure that each location maximized productivity. The increased visibility of the CEO at all branches also helped improve company morale and employee relations.

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## CASE STUDY

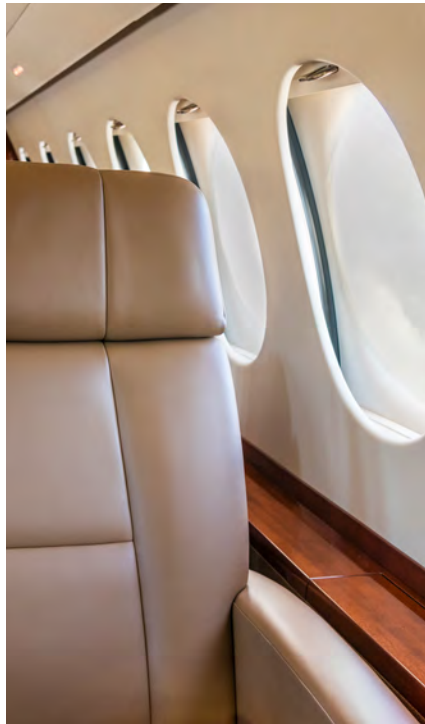
### AD HOC CHARTER SOLUTIONS

#### THE SOLUTION:

The company contacted Private Jet Services (PJS) for consultation regarding its situation. PJS provided a cost analysis and suggested a flexible ad hoc charter program in place of the owned aircraft. According to the cost comparison, it was clear that utilizing chartered aircraft would save the company thousands of dollars. Simultaneously, the CEO would retain the flexibility to travel to the eight branches when needed.

#### THE RESULT:

By chartering a mid-sized jet through PJS instead of owning and operating a jet in the same class, the company saved \$966,900 per year. Additionally, the company benefitted from PJS' ground transportation and catering arrangements as well as its contingency program, where a minimum of two backup aircraft are sourced for every flight.



The CEO now has greater flexibility in the aircraft he utilizes. He may now source a different aircraft every time he flies, based on varying needs and passenger counts.

Private Jet Services Group (PJS) is a corporate aviation consultancy providing mission-critical flight services to a global clientele of corporations, professional and collegiate athletic teams, live entertainment tours, governments, and others who recognize the cost of their transportation is far exceeded by the cost of failure. PJS procures on behalf of those clients both VIP and standard configured airliners, regional aircraft, as well as light, midsize, and large cabin executive jets. PJS acts as agents for its clients in negotiating and facilitating transportation with licensed air carriers. PJS does not own or operate aircraft.

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The PJS team is available to meet  
your needs 24 hours a day.

Call or email us any time if you would  
like to learn more.



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