



# COMPANY MEETINGS CASE STUDY

**THE CHALLENGE:** Unlike the intimate trips typical of private aviation, corporations often need to move thousands of employees for meetings, incentive travel or conventions. The challenge is getting them all there in the same time frame, fed, rested and ready to hit the ground running.

In this case, PJS needed to manage all logistics and transport of 1,600 passengers from Boston to San Diego for a meeting on the same travel day, all within just a two-hour arrival window.

This would not be possible using commercial air because it would have scattered employees between dozens of flights arriving at different times throughout the day, disrupting the goal of getting all the employees to their destination within two hours of one another. The client also wanted to ensure that every passenger had the same quality experience, a level of exceptional service not easily managed when flying on a commercial airline.

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## CASE STUDY COMPANY MEETINGS

### THE SOLUTION:

- PJS utilized five wide-body aircraft to reduce the number of separate flights necessary and keep the cost per passenger consistent.
- Handled all logistical details providing the client with a single point of contact, rather than several contacts at a number of different vendors.
- Positioned eight PJS staff members in Boston and one staff member in San Diego to greet the passengers when they arrived, to assist with ground transportation and ensure that each flight proceeded without a delay.



- Included a PJS Flight Concierge on each flight to ensure that each passenger received the same experience and level of customer service.
- Provided direct service void of change fees, cancellation fees, baggage fees or transfer costs.

### THE RESULT:

Upon arrival in San Diego, PJS managed all arrival activities, including ground transportation to the employees' final meeting destination. The entire operation was monitored 24/7, ensuring there were no glitches. As a result, all 1,600 passengers arrived in San Diego on time, well-fed, rested and ready for the event, while the client saved \$57 per person compared to flying commercial. By using private aviation, the company also saved itself valuable time that would have been lost due to staggered arrival times and increased overall employee productivity.

What was once an overwhelming challenge for one Boston company became a smooth, coast-to-coast journey that saved hours of unproductive time in transit and money.

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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