



# EXECUTIVE TRAVELER CASE STUDY

**THE CHALLENGE:** Corporate Inc.'s executive team utilized commercial airlines (a combination of Business and First Class) for most of its aviation needs. The company's senior executives were often accompanied by a small team, with frequent route density between Atlanta and destinations including Switzerland, Boston, New York, Brazil and the UK. Occasionally, the volume of passengers made private travel economically compelling. However, the company had yet to take advantage of this resource.

Corporate Inc.'s executives recognized that they required a travel solution that would minimize travel time and maximize efficiency and productivity. When they connected with PJS to

explore solutions for their business-related travel, PJS immediately identified all of the company's needs and preferences, including the following:

- All flights had to be non-stop.
- Preference for premium, late model aircraft.
- Safe, on-time operation, coupled with a cost-efficient use of flight funds.
- Unique travel needs and aircraft preferences of executives.
- Ability to choose aircraft type based on passenger counts or flight length on a trip-by-trip basis.
- Last-minute changes, including frequent passenger additions or name changes.
- Ability to quickly adjust itinerary and change the departure time, day or location.

**WHEN THEY CONNECTED WITH PJS TO EXPLORE SOLUTIONS FOR THEIR BUSINESS-RELATED TRAVEL, PJS IMMEDIATELY IDENTIFIED ALL OF THE COMPANY'S NEEDS AND PREFERENCES.**





## CASE STUDY

### EXECUTIVE TRAVELER

#### THE SOLUTION:

After identifying the individuals' specific needs, PJS conducted a review of Corporate Inc.'s flight history. The results showed that Corporate Inc. required between 140 to 160 hours of flight time per year in a combination of small cabin and large cabin aircraft. Most of its flights were round trip and were either out and back in the same day (domestic) or with one or two overnights (intercontinental).

PJS determined that Corporate Inc. would need a forward-looking, cost-effective

solution by using locally sourced aircraft under a single provider to ensure consistency of aircraft, communication, and onboard experience. A successful plan also needed to ensure price consistency, transparency and centralized invoicing at the corporate purchase order level. Based on travel needs and preferences, PJS recommended its Total Flight Management (TFM) program, an on-demand, risk-free program, which allows for complete flexibility - including changes in routes, timing, frequency, and annual spend — without financial commitments or minimum usage.

#### THE RESULT:

Corporate Inc. opted to enroll in the TFM program. In addition to the cost savings as a result of the increased time efficiencies, the company saw an increase in employee retention, as valued personnel were able to get more work done while traveling; stay connected while in the sky via WiFi and satellite phones; and spend more time with their families, contributing to a more favorable work-life balance.



The financial benefits of the program and happier employees equaled a win-win for the company.

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.

#### CORPORATE OFFICE

5 Batchelder Road, Seabrook,  
NH 03874, USA

+1 (603) 929 0700

[www.pjsgroup.com](http://www.pjsgroup.com)

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.



PRIVATE JET SERVICES