



MRO Insider
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FBOs Begin Joining MRO Insider Platform

With a flat fee, FBOs should see margins increase with MRO Insider

Michigan – April 18, 2022 – MRO Insider announces the addition of six FBOs to the platforms' latest feature, bringing the total number of FBOs to 14 since going live in the fall.

Andy Nixon, President of MRO Insider states, "FBOs have suffered for years with current fuel programs that force guaranteed rates, leading to margins being cut." He adds "we incorporated this feature allowing the FBO to lower customer acquisition costs by submitting a quote based on real time supply and demand for services while only paying a \$25 admin fee."

FBOs are notified through e-mail and mobile push notification that operators are searching for fuel, hangar space, lavatory service, transportation, and more within the app. "To streamline alternatives for the operator, the app request pings all FBOs on our network within 100nm of the destination", Nixon said "this allows FBOs to get in front of and possibly move business to their ramp. It also gives the operator a road map to the best services for that particular trip." The FBO responds within the app directly to the operator. Pricing, customer reviews, and other pertinent details are included from the FBO. Average response time through the MRO Insider platform is less than 10 minutes, which may include a quote or a message from the FBO.

No initial fee is charged for the FBO to sign up. Service also includes logo and location(s) on MRO Insider's live map feature. The company has a goal of surpassing 100 FBOs in 2022, which may include international locations as well.

About MRO Insider

Founded in 2016, MRO Insider is the only platform in business aviation that allows users to solicit multiple quotes for service with a single request. The network of service providers includes AOG, scheduled airframe and engine maintenance, avionics, paint, interior, detailing and parts along with fuel, hangar rental, and ground handling. The MRO Insider app allows users to 'ping' service providers based on the current aircraft location, eliminating the redundant phone call and email process. The platform currently has over 2,500 registered tail numbers and with over 300 provider locations.

For more information, contact Andy Nixon at andy@mroinsider.com.

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