



MRO Insider
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MRO Insider Amplifies FBO Network in Mexico

The platform brings Real Alpha Flight's 51 FBO locations south of the border

Michigan – September 7, 2022 – MRO Insider announces the addition of 51 FBOs to the platform's latest price quoting feature, bringing the total number of FBOs to 68 since going live in 2022. Through the MRO Insider platform, Real Alpha Flight will deliver fuel, handling, permits, and other services to flight departments traveling in the region.

Andy Nixon, President of MRO Insider states, "Our team in Mexico has done a fantastic job of onboarding participating FBOs in the region," adding, "the business leaders are energized by the fact they no longer have to give a per gallon kickback to contract fuel and other programs out there, instead they will pay us a flat fee, no matter how many services the customer requests." FBOs are visible on the MRO Insider live map, giving operators visibility to the services available in each region of the world, including the option to send requests directly to the FBO or provider of their choice.

FBOs are notified through e-mail and mobile push notifications when 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 the business to their ramp, driving competition between FBO chains with unlimited marketing resources," adding, "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. The 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. The company has a goal of surpassing 100 FBOs in 2022, which will 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 2,800 registered tail numbers and over 450 provider locations.

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

