



PRIVATE JET SERVICES

COLLEGIATE SPORTS CASE STUDY



THE CHALLENGE

A midwest-based university made an exciting deal to move into a larger athletic conference resulting in its teams traveling greater distances to unfamiliar cities and airports. The athletic department had limited time to analyze the viable alternatives and identify options that offered the most reliable, yet cost-effective solution to set up a comprehensive travel schedule.



THE SOLUTION

PJS consulted with the university and provided four viable options for each sport's specific needs:

- Using a 30-seat regional aircraft for all flights
- Using a 50-seat regional aircraft for all flights
- Using a 65-seat business class configured aircraft for all flights
- Using a blend of 30-seat, 50-seat and 65-seat aircraft on a per trip and per team basis



THE RESULT

The university chose option four because it offered all teams the ability to adjust based on each specific travel event. By having a variety of aircraft at their disposal, the university was able to utilize the 30-seat aircraft for shorter distances, for smaller teams like volleyball or travel using shorter runways. The 50-seat aircraft made sense for a majority of basketball travel, and the 65-seat aircraft for when donors and boosters traveled with the team.

In addition to the cost savings, teams saved time due to less ground travel to and from airports, fewer overnights in hotels and less flight time by flying direct. Also, the university gained an academic advantage, as students used time on the charter flights as study hall and missed fewer classes.

ABOUT PRIVATE JET SERVICES

Private Jet Services Group (PJS) is North America's leading aviation consultancy and air services provider. Since 2003, PJS has provided strategic aircraft advisory and sourcing solutions, delivering mission-critical air transportation services to an extensive range of industries. Global clientele includes government agencies, presidential candidates, professional and collegiate sports teams, multinational corporations and some of the world's most recognizable entrepreneurs, entertainers and high-net-worth net worth individuals. Leveraging a combined 300+ years of aviation expertise, a deep passion for aviation and an obsessive attention to detail, the PJS team delivers a level of expertise and safety unmatched in the industry. PJS is America's first 100% carbon neutral private aviation company. To learn more, visit pjsgroup.com



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