



# FLIGHT CONSULTING GROUP AND INSAT-AERO CELEBRATE FIFTEENTH ANNIVERSARY OF COLLABORATION

News / Business aviation



2016 is marked by an event important for Flight Consulting Group (FCG) and INSAT-AERO: they celebrate the anniversary of their collaboration. Exactly 15 years ago, INSAT-AERO and Flight Consulting Group entered into their first business agreement. So, Flight Consulting Group got a new, and, importantly, loyal customer ? the air fleet controlled by INSAT-AERO was transferred to Flight Consulting Group for outsourcing to the extent of flight servicing up to this time.

Currently, INSAT-AERO controls the air fleet composed of such aircrafts as Bombardier Global Express, Challenger, Embraer Legacy. All of them are fully serviced by Flight Consulting Group. This includes route planning, authorizations obtaining, ground handling, refueling, hotel selection, tickets and transfer services buying for crew and passengers, flight coordination ? a full set of services that may be provided as part of organizational support for flights. Services are available 24/7 worldwide. Clearly, business aviation professionals understand how important it is. For its part, INSAT-AERO coordinates FCG activities related to flight servicing, provides flight schedules, monitors and controls operations when planning and performing flights.

Thus, for many years of collaboration INSAT-AERO and Flight Consulting Group have succeeded to develop and offer their customers a joint project according to which the entire front office activities for operational, financial, technical management of owners' aircrafts as well as for planning and performing charter flights are conducted by INSAT-AERO, while flight servicing by Flight Consulting Group.

**Dmitry Markov, founder and owner of INSAT-AERO:** "Outsourcing practice is well established

in the field of aviation. This allows us to focus on core areas ? management of aircrafts and VIP-charters. Due to strict requirements set by INSAT-AERO for the quality of services provided, we were able to optimize together with FCG business processes, and, thus, to minimize the time needed for their execution. So, no more than 3 hours are needed for a private trip provided by INSAT-AERO.

As far back as 15 years ago, we entrusted Flight Consulting Group with flight servicing and during all these years we were satisfied with our choice. We may note not only a high level and quality of service, but also the staff's willingness to solve any problems and answer any questions, efficiency and effectiveness of work. 15 years is a long period, and much has changed both in the world as a whole, and in the business aviation market, technologies, regulatory area. It is of essence that Flight Consulting Group is not standing still but actively developing, often ahead of its time. Therefore, we believe in them, not only today but also tomorrow, and next year, in a year when, hopefully, we will celebrate another anniversary of our collaboration!"

**Roman Starkov, founder and co-owner of FCG:** "15 years is a serious term, and real test of a service provider. We are pleased that we have come a long way together with INSAT-AERO and ready to move on. INSAT-AERO is one of the leading companies in the business aviation market, and we are proud that they chose us and attempt to justify their choice every day".

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**21 JANUARY 2017**

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