PORTSIDE ACQUIRES SEAGIL SOFTWARE COMPANY, EXPANDING ITS PORTFOLIO OF SOFTWARE SOLUTIONS FOR BUSINESS, PRIVATE AND GOVERNMENT AVIATION

News / Business aviation, Finance

Portside has acquired SeaGil Software Company and its BART scheduling software product suite. Portside's investment signifies another step the company is taking to expand its product suite which supports business, private, and government aviation flight departments. The investment will support the continued growth of Portside's customer base of Part 135 and Part 91 flight departments. After acquiring Professional Flight Management, "PFM", in July of last year, Portside looks to provide the business aviation market with a range of scheduling solutions. The two scheduling software acquisitions, PFM and BART, serve different market needs and have their own unique competitive advantages.

Alek Vernitsky, CEO of Portside commented: "Delivering mobile-first scheduling solutions is one of the many ways BART products work to increase accessibility as well as efficiencies for flight departments. We are continuing to make strategic investments in scheduling solutions that can build on our core Portside products including the Owner Portal, Optimizer, ExpensePulseTM, and others, further expanding the tools we offer to flight departments globally. SeaGil delivers a distinct product, and will be complementary to our existing Portside and PFM offerings, further

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expanding our capabilities to best meet the needs of commercial and private operators alike.”

The BART product suite was first introduced in 1986 and owned by Bradley Tilford and his wife, Kimberly Tilford. Over the last few years, SeaGil has rapidly expanded its customer base, supporting hundreds of operators, over 6,000 aircraft and well over 15,000 crew members globally.

Kimberly Tilford, CEO, SeaGil Software Company said: “Brad and the team have worked hard to serve their customers for over 35+ years. Portside’s investment is a validation of our proven growth strategy and product capabilities. The team will remain focused on driving the best outcomes for our customers.”

Following the completion of the acquisition, SeaGil will continue to operate as it does today with a distinct brand, identity, and product focus. Portside’s investment will enable BART to accelerate product development, complete additional integrations, and enhance our customer support capabilities.

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