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**Schedaero Growth Shows It’s One to Watch**

**REMOTE across the United States** – Schedaero is not simply growing in the United States. It is attracting core talent in the aviation industry. Several of its U.S.-based team members left competitors to help Schedaero build out its customer-facing and onboarding roles.

“Growing and investing in Schedaero’s platform also puts us at the forefront of attracting major talent,” says Oliver King, Avinode Group CEO. “Every day finds us further breaking down barriers to digitization.”

Schedaero’s next-generation, flight operations platform now gives U.S. operators a complete replacement to their existing flight scheduling and aircraft management. Its powerful, paperless platform communicates seamlessly with all departments with checks and balances for added safety and efficiency. The growth of its North American team gives customers direct access to humans, not just bots.

“Whether at tradeshows or in individual conversations, I repeatedly hear that Schedaero’s ability to walk alongside customers while helping them modernize and future-proof their operations sets us apart from our competitors,” says Genesis Dela Cruz, Schedaero account manager. “We truly become part of their team, from helping gain buy-in from upper management to collaborating on tailored implementation strategies for going digital and paper free. Our dedicated support professionals serve as trusted change agents and partners.”

Schedaero has made a number of recent enhancements to its platform. These include a robust, new duty dashboard and digital crew schedule. Newly released online training videos make Schedaero’s already smooth onboarding process even better for schedulers, dispatchers, pilots and crew. Two key Schedaero personnel additions include the following:

* **Ben Lackey, head of acquisition** – Lackey joins the Avinode Group with a track record of taking organizations to the next level. He uses a data-driven approach to leading Schedaero’s growth and business development team. Prior to joining the Schedaero team based in Phoenix, Arizona, he served as senior client engagement manager for Microchip Technology Inc., founding account executive at JetInsight, and account executive at CETECOM. He earned an associate degree from Cabrillo College and a bachelor of science degree in business marketing from Menlo College while playing on the school’s baseball and tennis teams.
* **Adrian Casillas, customer success manager** – Casillas draws upon his experience as a private pilot and aviation project manager to professionally, empathetically serve Schedaero customers. He helps them adopt Schedaero’s digital platform to streamline their flight operations, increase collaboration, reduce pain points and eliminate inefficiencies. Previously, Casillas served as customer success manager at FL3XX and as a customer success associate for JetInsight. He earned a bachelor’s degree from the University of California-Santa Barbara and a human resources management certification from eCornell.

“I have a theory that the people who know most about the challenges of running a Part 135 charter operation or a corporate flight department are the people who work and manage in those organizations on a daily basis,” says Lackey. “These challenges are different today than they were one, five or even 10 years ago. We work with our customers as a partner to continually, incrementally increase the value that they’re able to derive from our platform.”

Schedaero has made numerous advances since entering the marketplace 12 years ago as part of the Avinode Group. A key one launched in 2018: its open APIs (application program interfaces that enable software to talk to each other). Other closed systems do not give operators the same freedom to leverage their own data. In 2020 the Avinode Group joined the World Fuel Services family. This gives Schedaero customers access to up-to-date fuel pricing, quick fuel request responses and easy invoicing.

“Using data allows us to set a baseline from which we work to continuously improve,” says Lackey.

Schedaero is based in Gothenburg, Sweden, with offices in Portland, OR, and remote team members located across the United States in multiple time zones. [schedaero.com](https://www.schedaero.com/)

**About Avinode Group**

The Avinode Group is a leading technology and data partner for the business aviation industry. The “business aviation essentials” are a suite of connected, easy-to-use and scalable tools that will help you fix, track, confirm and manage every last detail of the trip: from finding an aircraft, to crewing it and paying for it, plus everything in between. Each of these tools deals with a different aspect of the process. The classic Avinode marketplace is both the industry standard and the world’s largest service of its kind. Schedaero helps fix every single detail of fleet management and scheduling, while Paynode applies the Group’s innovation and expertise to the whole payment process.