

General Aviation Landing Fees Made Simple



If your airport is considering a General Aviation Landing Fee, VECTOR has a comprehensive, technology-based solution that will

**Maximize your Revenue
and
Minimize your Hassles**



A Straightforward Solution

FLIGHTREV™ is Vector's comprehensive **Capture. Bill. Service. Collect.** solution that automatically delivers collected landing fee revenue to your airport without any additional effort required by your airport staff or FBOs.

VECTOR's revolutionary system actively captures aircraft activity, automatically bills the operators, and securely collects the fees for your airport. Our live call center support team is available to answer questions or solve issues, and our active collections team ensures that overdue accounts are paid quickly and in full. VECTOR's FlightRev is a low-risk, hassle-free solution that generates more revenue for your airport than any other solution in the market today.

Capture

Vector's FLIGHTREV™ uses multiple proprietary aircraft capture technologies to track & identify more traffic than any other system currently available. These overlapping technologies work automatically 24 hours a day, seven days a week, in any light or weather conditions. Aircraft identification includes aircraft registration number, aircraft activity type (usually departure or arrival), along with the aircraft model, weight, and operator information.

Ensuring 100% aircraft capture is the first step toward maximizing your airport's landing fee revenues.



Bill

In addition to capturing, processing and validating aircraft activities, FlightRev™ determines each aircraft's model, billable-weight and identifies its real operator, to ensure that an accurate bill reaches the person who will pay it. FlightRev™ applies your airport's fee structure, generates and mails a bill, and tracks the bill through our collection process.



FlightRev™ is also capable of capturing, billing, and collecting many other fees on your behalf, such as gate fees, hangar fees, and aircraft parking fees, making Vector *your* full-service billing and collections provider.



Service

Vector's live call center responds to any operator questions or issues regarding bills and payments. Our experienced team is supported by a GA-specific customer service software application, which enables us to effectively maintain relationships with any type of operator. Regardless of size or complexity, FlightRev™ provides prompt and thorough service from start to finish.



Collect

Collecting fees from GA Operators can be a huge challenge. Vector has the solution. Consistently achieving a 96%+ collection rate, VECTOR leverages our powerful back-office collections system combined with our highly trained professional GA collections staff. This full-service approach means VECTOR does all the work, freeing up your staff and the staff of your FBOs to focus on other matters.



Tangible Results: A Case Study

Hanscom Field (KBED), operated by MASSPORT, is one of the busiest general aviation airports in North America with significant amounts of business jet and charter jet traffic. When MASSPORT needed a solution that would maximize their aircraft operating fee revenue stream, they chose Vector's full-service solution, FlightRev™, over all other available options. Leveraging our proprietary technologies and service-center team, Vector has realized millions of dollars in additional revenue for MASSPORT and has achieved a collections rate in excess of 96%.

With a 100% capture rate and a 96%+ collections rate, VECTOR is a low-risk solution that can generate more revenue for your airport than any other solution in the market today.

Benefits of the Vector FlightRev Solution:

- Captures & identifies 100% of aircraft in all weather, 24 hours a day
- Maximizes your airport's revenue from aircraft operating fees
- Provides a consistent, reliable revenue stream to the airport.
- Requires no airport labor to run or maintain
- Automatically converts aircraft activities into operator bills
- Fully serviced by our experienced, in-house staff
- Collections made via secure bank lockbox unique for your airport which increases auditability
- Leverages existing, positive relationships with thousands of operators
- Frees your FBOs from having to collect fees from their operators
- Built from the ground up to meet the needs of GA Airports and their operators
- Can be installed and operational within 30 days of a signed contract
- System may qualify for federal or state grant funding

NEXT STEPS

- Contact Vector to have us perform a no-obligation assessment of your airport's traffic profile and work with your staff to generate an estimate of what your GA landing fee revenues should be.
- Vector will provide you with a proposed capture system configuration, service fee quote, and discuss options for funding this system. In many cases, VECTOR's Capture system can qualify for state/federal grant funding.
- VECTOR's FlightRev™ can be operational within as little as 30 days from receipt of signed contract.

