

MEAJET

MEAJET is a provider for private and business aviation based in Munich. The team behind MEAJET gained many years' experience at the world's market leader for partial ownership, at their own air operations business as well as at the largest public European professional air charter service. Based on these experiences MEAJET offers a range of services that takes care of customers at every stage of private and business aviation needs.

MEAJET's existing IT system was not designed to handle the growing number of customer requests. MEAJET came to cloudworx with the requirement to implement a new scalable and agile system that would support the business growth and adapt to new demands. The concrete goals of our commissioning were:

CHALLENGE

- Implementation of Salesforce to map all business processes into a unified system
- Increase revenue through optimised and semi-automated sales processes
- Increase the team's internal efficiency in handling flight inquiries
- Development of reporting mechanisms to create a comprehensive 360° view of all key company figures



Cajus A. Steinhauer
MEAJET, FOUNDER & CEO

„I was surprised by the reactivity to new, and complex, requirements and their rapid implementation. All in impeccable quality. That's difficult to find.“

SOLUTIONS



Email monitoring
Transfer and mapping of incoming emails and attachments into the system



Monitoring/reporting in real-time
Setup of extensive reports and dashboards to monitor the most valuable KPIs



Seamless business processes
Step-by-step automated tasks and guidance through processes



Integration of third-party systems
Avinode (private aviation marketplace), Twillio (SMS), cloudworx.components



Automated communication
Creation and dispatch of documents and emails with one click

RESULTS



+65% Digitalisation of business processes
(FROM 30% TO 95%)



+200% Increase in revenue for one year
(CONFIDENTIAL)



Max Net processing time per flight request
(MAXIMUM REDUCTION)



Max Manual steps per request
(MAXIMUM REDUCTION)