Meeting with Zech 10-22-19

Zech and I (Charles) had a phone meeting to discuss to upcoming possibilities for Adilas air.

He is currently using several different systems that do not talk to each other and are very labor intensive to work with.

For fuel that is after hours he uses a self-serve CC reader called Siteminder.

During business hour they use AVPOS for processing cards through a terminal inside the office when they can use the truck. This requires Zech to run out with the fuel truck, fuel the aircraft and then return to the office to process the card, which is very time intensive especially when he has multiple clients waiting. They also use AVPOS for all purchases in the store. One of his biggest problems with AVPOS is that it just gives a report on how much they charged at the end of the month making it difficult to figure out how much fuel they sold, vs merchandise or other items. The biggest reason they use AVPOS is that it will take Govt cards for military refueling, this is a very important feature for them.

They use Quickbooks for invoicing to customers who have accounts at the airport.

If payment is in cash or check, they are using an excel spreadsheet and a cash register which they then put into quickbooks at the end of the month to help keep their books.

His dream list includes.

He wants a system or systems that will talk to each other and if possible, process all of the payments. If it doesn't process all payments then he at least wants it to talk to his payment processing system so he knows what is being purchased so he can get reports on what is being sold, such as fuel, tee-shirts, maps, etc.. for both reporting and so he has better idea of how much and what items to order to help the airport grow. The largest problem I see with this may be the Processing the Govt. cards.

He would love a way for pilots to purchase fuel through an app. That he would receive a notification that someone needs fuel, what tail number the aircraft is, and it would allow the pilot to receive fuel, and pay without ever needing to leave the cockpit.

Reports for sales figures in fuel, merchandise or whatever they sell (he mentioned this twice, I think it's a real big pain point right now, with his fractured system).

He wants something designed specifically to cater to the little airports, software exists for the big airports that handle lots of passengers but it’s expensive and overkill for the smaller airports, making a void that needs to be filled.

He also needs time sheets for employees tracking.

He would also like a way to track what aircraft fly in and out for traffic info to help facilitate landing fees and just general info, so he has a better idea of when he has peak traffic and how busy the airport is in general.

Also regarding landing fees, they only apply to larger aircraft so we would need a way to set weights for aircraft regarding landing fees and he will often wave the fee if they buy a certain amount of fuel (he wasn't real clear on how much exactly, I don't think he has a set number on this).