

Global Airways CASE STUDY



LIGHTSPEED EMPOWERS A COMPANY AND ITS PEOPLE.

THE COMPANY

A leading South African ACMI wet lease specialist, Global Airways has supplied fully crewed, insured and maintained aircraft of the highest standards to airlines all over the world for over 20 years and have now successfully duplicated their operations in Europe. Despite the pandemic bringing air travel to a halt, the company found innovative ways to keep going, says Global Airways Sharon Whitehead.

“During the dark days of the COVID pandemic, the idea of building a low cost scheduled domestic route using our aircraft went from an idea and became a reality. Global Airways, in collaboration with well-known entrepreneur, Gidon Novick, began domestic operations between Johannesburg and Cape Town

and Johannesburg and George in early December 2020 for the Southern Hemisphere summer season. The “can do” approach taken by the Global Airways teams allowed a 90 day “concept to reality” turnaround!”

Global Airways’ CEO, Quentin Tomaselli, adds, “We are a fairly unique operation and are fortunate in that we have a unique opportunity to explore synergies across the entire group and to allow the use of aircraft across all services offerings, providing additional lift for peak seasons and AOG support. We do things differently that very few other companies seem to be able to emulate worldwide – in fact, just recently, we had a major lessor fly over to come and see what we do in person because they couldn’t quite believe it.”

THE CHALLENGE

As a unique operation, Global Airways needs an ERP (Enterprise Resource Planning) solution flexible and customisable enough to meet their growing needs. When it became clear that their previous ERP wasn't cutting it, they went in search of alternatives.

"As a rapidly growing group of companies, it was almost impossible to try and marry all the intricacies and complexities involved and get it to work within that system. Our chairman looked at Business Central and said, 'Go make it happen.'"

THE SOLUTION

A comprehensive ERP, Microsoft Dynamics 365 Business Central has the ability to seamlessly connect teams and operations, including sales, finance, and service teams, across the entire enterprise in real time. When combined with Braintree's LightSpeed, implementation can go from weeks to days, saving up to 75% of the costs involved. Says Whitehead, "We'd already decided on the product, it was just a case of finding someone to implement it for us. What was revolutionary about Braintree, when you came

to talk to us, you said, 'It's your implementation. We have this product you can play in.'"

With Business Central in place, when the time came for Global Airways to implement its business processes and launch new companies elsewhere, they found they could accelerate their various Business Central implementations quickly and easily – on their own terms – with LightSpeed. LightSpeed allowed Global Airways to manage its Take-On and Masterfile data internally.

THE BENEFITS

"We were a bit nervous at first, but when we realised what LightSpeed could do for us, it was a no-brainer. One thing we weren't good at previously was knowing what we were doing in terms of our ERP. However, with the LightSpeed implementation, we had a dedicated team of people who were far more aware of what we needed and how we needed to get there, and LightSpeed simplified all of it. With LightSpeed, we were able to begin implementing our new companies' ERPs to a uniform status and standard," Tomaselli explains.

More importantly, LightSpeed allowed Global Airways to save on the substantial costs normally associated with the

scale of these Business Central deployments. Whitehead adds, "A future-proof solution was one of the key criteria we were looking for. Obviously, we can't predict what will happen in the future, but we feel we'll be good to go with LightSpeed."

And Braintree will be with them every step of the way says Tomaselli, "Generally speaking, the way Braintree interfaced with Sharon and her team, and the IT department was outstanding and way above anything we've experienced in the past. The feedback has been superb. Braintree is our future."

PRODUCT & SERVICES PROVIDED: Lightspeed Wizard for Dynamics 365 Business Central

INDUSTRY: Aviation

COUNTRY: South Africa

BUSINESS NEED: A new ERP that will scale up to their business needs.

For more information, visit us at braintree.co.za

Voyager Building, Rutherford Estate,
1 Scott Street, Waverley, 2090
PO Box 369, Rivonia, 2128
South Africa

Tel: +27(0)11 455 6248
enquiries@braintree.co.za

