Carlos Bianchi offers us an insight into the forward-looking ethos that drives Seabury Solutions enduring success

Carlos Bianchi joined the company into 2011. In the 2015 merger of SES and Volartec he took over responsibility for all Seabury Solutions aviation IT product range. Carlos started his career with FAdeA as Engine Workshop Planner. He subsequently moved to Seabury Solutions as Project Manager with vast experience managing a multitude of projects globally. The past half-decade has been spent at management level within aviation IT, leading to his current role.

Aircraft IT: Your name, your job, and the name of the business?

Carlos Bianchi: Carlos Bianchi, SVP Head of Sales & Marketing, Seabury Solutions.

Aircraft IT: How did Seabury Solutions get started?

CB: Seabury Solutions was formed in 2002 when it acquired the company Volartec, based in Argentina. While the business began solely as an MRO Software company, we now have a diverse suite of products for the whole aviation sector. We have also expanded our offices to 10 countries worldwide.

Aircraft IT: What is the guiding business principle that drives the business?

CB: Seabury Solutions delivers industry leading solutions, for some of the largest airlines and aircraft operators in the world, down to the smallest operators. When we began the development of Alkym we had six simple goals in mind for an integrated MRO software: those goals are as follows:

- Flexible Integration;
- User Friendly;
- Short time scale to implement;
- Be able to grow with the customer;
- Highly Customizable;
- Maximum Functionality.

Aircraft IT: What has Seabury Solutions' greatest business achievement been to date, and why?

CB: The current situation surrounding Covid-19 is possibly one of the most challenging times in aviation history. We are delighted that we have been able to adapt our solutions to meet the immediate needs of airlines and MROs. For example, our 'Avem Fleet Monitoring' tool, which is already contained with the Alkym suite, can now be bought as a standalone solution and integrated with many third party or in-house systems. It can be implemented within 10 days depending on requirements and all training can be provided remotely. This reduces the large upfront costs that can be associated with buying a new system and still enables the maintenance team to effectively manage their fleet with live flight data and seamlessly communicate with flight ops.

Aircraft IT: What have been the disappointments and what have you learned from them?

CB: Overall there is a huge disconnection in terms of technological applications between different sectors of the aviation industry. Furthermore, the miscommunication between areas in the same organization (airline) it is disconcerting to say the

least. At Seabury, we are working to bring every stakeholder of the industry into the future of technology by means of enhancing the existing communication channels. We believe that not only is communicating the Flight Operations area with the M&E area something we have to address, but also the communication with different aviation organizations (airlines, ATOs, AMOs, AOC, etc) with the Civil Aviation Authorities, via a seamlessly integration of their SMS system, and with the CAAs. That is why we are investing a great deal of money on access, development and automation of BPM/CMS tools that will allow us to create a healthy interaction at process management level, between the CAAs/DGCAs and their Stakeholders.

Aircraft IT: In a sentence, how would you summarize what the business does for aircraft maintenance customers?
CB: Alkym represents one of the most comprehensive and fully integrated MRO software

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solutions for, fixed wing, rotatory wing, MROs and defense, driving efficiencies through the entire organization.

Aircraft IT: What will be the next big thing in maintenance Aviation IT?
CB: I believe augmented reality and virtual reality will become much more widespread especially in the areas of training and aircraft maintenance education. It will allow the trainees to participate in lifelike on-the-job scenarios, giving them a better

understanding of how the aircraft system works.

Aircraft IT: What do you want your customers to say about Seabury Solutions?
CB: Seabury Solutions exceed on their delivery promise and the 24/7 support team is always on hand to answer any queries. Alkym has also greatly improved their operational processes, allowing them to see a quick return on investment.

Aircraft IT: Carlos, thank you for your time.