Aviation industry focuses on development

**The previous two years have been a challenging and testing period for the aviation industry, which has verified a lot. Currently the area is recovering and companies are doing their best to make up for the losses incurred over the past two years. This is helped by business partnerships with IT companies which, thanks to the advanced IT systems, are able to help optimize processes and thus help recover from the crisis. AerCap, the world's largest lessor of passenger aircraft, has just signed such a partnership agreement with Britenet.**

The global avionics market is just recovering from the crisis caused by the events of the last two years – the Covid-19 pandemic and the war in Ukraine. IATA's research shows that domestic traffic now ranks only 13% lower than in the record year 2019, while international traffic represents 70% of the level of that time.

**New opportunities and development prospects**

The year 2022 is a time for the aviation industry to undertake new projects and collaborations to make up for the losses and recover from the crisis it has experienced. The experience gained during this time is an extremely valuable resource, creates new opportunities and it is a great time to develop and fill niches in the market. AerCap recognised this and an international tender, to support the development of its applications and systems, was signed by Britenet.

**Industry giant chooses Poland**

AerCap is the world's largest lessor of a wide range of aircraft, helicopters and related services, based in Dublin. The company became the world's largest leasing company after acquiring International Lease Finance Corporation in 2014 and then GE CAS from General Electric in 2021. Britenet, which has been in the IT market for more than 16 years, will have a significant role in the development of applications and IT systems for AerCap.

*Thanks to winning an international tender, an aviation company joins our wide range of customers. This fills us with great pride and optimism - the plans we undertook many years ago to internationalize the Polish company Britenet have long ceased to be plans and have become reality. I am confident that our engineers will have a significant impact not only on the development of AerCap, but also on the entire avionics industry worldwide.* – summarizes Tomasz Dziki, the Executive VP & Owner, who signed Britenet's cooperation agreement with AerCap.

**Polish companies as reliable partners**

Poland has for many years been chosen by international companies as the location for their IT service centers. The banking, pharmaceutical, automotive, aviation, new technology and many other sectors employ thousands of IT engineers in Poland. *Britenet is one of the few companies that are getting in front of this trend, and we are the ones reaching out to clients who may be interested in nearshoring/offshoring services. In 2022 we won several international tenders to build dedicated Delivery Centres for Customers from Israel, Ireland or the UK.* – Michał Tomasik, the Business Unit Director in Britenet, recalls. *Competing with international companies and, above all, winning against the local suppliers of our customers from Spain, Romania, the UK or Ireland is something that shows our preparation, market knowledge, professionalism and, above all, international quality. Maintaining this trend by our company is one of the goals for the coming years.* – he adds.

**Identifying needs**

Part of the start of the cooperation is a workshop on identifying needs which takes place at the client's IT Centres. Britenet's Technology Managers responsible for project implementation traveled to Ireland, the headquarters of AerCap. They will become familiar with the client's systems and expectations, and get to know the client from the inside – its structures, projects, executives and managers and establish relationships. *The visit directly to our customer is the best solution we could have undertaken. Only this way are we best able to get to know not only the client himself, but also his needs, so that we can suggest actions and prepare teams tailored perfectly to his needs. These types of meetings are also very important from the perspective of establishing relationships with the client's team, which is crucial for long-term cooperation.* – reports Daniel Wójcikowski, who is responsible for the cooperation, serving as Senior Project Manager/Site Manager.

**About Britenet**

Britenet has been in business since 2006 and currently employs over 1,000 specialists. It implements domestic and international projects in dozens of technologies, including for industries such as finance and banking, insurance, telecommunications, automotive, FMCG, as well as the public sector. Britenet experts effectively guide their clients through the entire project process – from analysis, testing, development, implementation, to support and maintenance of systems. Projects are carried out in modern competence centers in Lublin, Warsaw, Kielce, Poznan and Bialystok, or in Partner’s offices. Britenet also has offices in Gdańsk, Łódź, Kraków, Katowice and Wrocław, as well as a branch in Germany, in Mönchengladbach.