Key Diligence Questions – ISSC

**Product:**

* Context: “Keep in mind that none of this is possible without the G1000 NXi system. Similar to ESP – Electronic Stability and Protection – that is an extra-cost option for the G1000 NXi installation, both Autothrottle and Autoland are optional, extra-cost additions. My gut feeling is that very few if any future King Air G1000 NXi installations will not include these options”
  + “Pricing? In addition to the installation of the G1000NXi system, the additional cost for autothrottles is about $45,000 and for Autoland is $33,000. This does not include the avionics shop labor. Very ballpark estimates of shop hours are 80 for AT and 200 for AL” – Tom Clements, King Air Magazine
* Question: How will ISSC maintain ThrustSense Autothrottle King Air market share as Garmin promotes its new Autothrottle/Autoland system, especially as the latter is priced at a ~$10k premium?
* Additional Diligence Area: checklist of features between ThrustSense and Garmin