SkyDynamics

Nine questions for every EBT and CBTA supplier

A due-diligence sheet for a shortlist or a tender. Ask them of every supplier, including us.

Question	Supplier A	Supplier B	Supplier C
Show me grading offline Not a slide. The app, in aeroplane mode, with a sync afterwards.			
Show me instructor concordance On real data, with an explanation of how it is calculated.			
Show me the audit export The actual document an inspector would receive.			
How do we get our data out? Format, completeness and whether it costs anything.			
What does the AI decide? If the answer includes grading pilots, ask how the instructor stays accountable.			
Can we keep our grading scale? And who does the configuration: you, or a paid service every time.			
What does implementation really take? Ask for a reference who has done it, and what went wrong.			

Where does the data live?
Jurisdiction, residency and whether on-premises is possible.

What exactly is certified?
If a supplier says "EASA approved" or "certified", ask for the certificate number, who it was issued to and its scope. Approvals attach to organisations and devices, not to software.

From the evaluation guide "How aeroEBT compares", where the same questions are answered for aeroEBT. Reviewed October 2026. Source page: https://skydynamics.aero/ebt/how-aeroebt-compares