# Dossier: VISIONARY SOLUTIONS LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,994.00

**Award Date:** 2024-05-15

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

VISIONARY SOLUTIONS LLC, based in Plano, Texas, is a technology company specializing in IP video networking solutions for demanding environments, including government, defense, medical, education, and enterprise sectors. Their primary business involves developing and manufacturing high-performance, low-latency video encoders, decoders, and related software management platforms that enable the secure distribution of real-time, high-definition video over standard IP networks. The company's core mission is to provide reliable, scalable, and secure video distribution solutions that enhance situational awareness, improve collaboration, and streamline operations in mission-critical applications. They address the challenges of bandwidth limitations, security concerns, and the need for seamless integration with existing IT infrastructure. Their unique value proposition centers around providing solutions that are highly secure, scalable to thousands of endpoints, easy to manage, and capable of delivering visually lossless video with minimal latency, even in challenging network conditions.

**Technology Focus:**

* High-performance H.264/H.265 encoding and decoding appliances capable of delivering visually lossless video at resolutions up to 4K UHD with extremely low latency (sub-frame).
* PacketAV Matrix Series: A software-defined video-over-IP platform, including encoders and decoders, designed for secure, high-performance AV distribution over standard IP networks. This includes advanced management tools for control, configuration, and monitoring of endpoints.

**Recent Developments & Traction:**

* New Product Release (January 2024):\*\* Introduced the PacketAV Matrix E4100 encoder and D4100 decoder, featuring enhancements in encoding performance, increased security features, and improved bandwidth efficiency.
* Partnership with AVI-SPL (Ongoing):\*\* Maintained strategic partnership with AVI-SPL to integrate VISIONARY SOLUTIONS' PacketAV Matrix Series into large-scale AV infrastructure projects for enterprise and government clients.
* Expansion into Healthcare (2022-2023):\*\* Reported increased adoption of their IP video solutions in healthcare facilities for surgical imaging, remote consultation, and patient monitoring applications, citing improved workflow and enhanced diagnostic capabilities.

**Leadership & Team:**

* Scott Hix (CEO):\*\* Extensive experience in sales and marketing management within the AV industry, with a proven track record of driving revenue growth and market expansion.
* (Specific CTO or technical lead information is not readily available without deeper, subscription-based research. Public information is limited to sales/marketing leadership)

**Competitive Landscape:**

* Haivision:\*\* Offers a broader portfolio of video solutions, including cloud-based platforms and streaming services. VISIONARY SOLUTIONS differentiates itself by focusing on highly secure, low-latency IP video distribution optimized for demanding, controlled network environments, particularly where security and minimal delay are paramount.
* Extron:\*\* Provides a wide range of AV solutions, including traditional matrix switching and signal processing. VISIONARY SOLUTIONS competes by offering a more flexible and scalable IP-based approach that leverages existing network infrastructure.

**Sources:**

* [https://vsicam.com/](https://vsicam.com/) - Official Visionary Solutions website.
* [https://www.ingrammicro.com/](https://www.ingrammicro.com/) - A key distributor for VS product portfolio.
* [https://www.avixa.org/](https://www.avixa.org/) - AVIXA resource listing of Visionary Solutions technology.