

For Immediate Release  
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### **Visionary Solutions and Starin extend analog sunset to a digital sunrise**

The analog sunset was commonly thought of as the point when laptops went from VGA outputs to digital. That created a wireless phenomenon in AV where many users skip wired AV interfaces all together. Since wireless sharing is in effect streaming, the network became a more significant conduit for AV signal paths. The AVoverIP migration has extended the sunset of analog for the computer interface into networked digital for replacing analog signals over the entire facility and enterprise. The AV cabling paradigm has shifted.

Starin has partnered with Visionary Solutions, a leader in real-time transport to add fuel to AVoverIP development for integrators. With greater value, performance, flexibility and quality, Visionary Solutions products satisfy room & building distribution, IPTV, campus-to-campus or church-to-church backhaul, monitoring, digital signage & video wall or mobile streaming applications.

Clay Stahlka, Technical Marketing Manager for Starin commented, "Network distribution is becoming as common as matrix switch analog systems of the past and Visionary has the best expertise in this field. Our CTS AVoverIP trainings with Professor Phil Hippensteel pave the way for a clear understanding of implementation. Those live sessions are now video on-demand. We'll be putting the Visionary product into that context with more learning sessions and the support assurance integrators need for effective systems. Jordan Christoff is the streaming engineering guru behind Visionary and it will be fun for partners to get his easy to understand take on delivering better systems."

One major addition to the Visionary Solutions offer is 4K. "With the growing proliferation of UHD content and multiple HD sources being shared in collaboration, AV professionals are seeing an ever-increasing demand to implement 4K video," observed Scott Freshman, Visionary Solutions Chief Operating Officer. "Our new 4000-Series brings visually lossless 4K video within the reach of any existing IP network, making it easier than ever to move UHD content."

With Dante emerging as a major audio ecosystem, Visionary is extending their product line to include several innovative audio over IP products. "We expect our extensive community of pro audio experts will like that we have these too," added Stahlka.

Visionary Solutions is known as an OEM provider of encode & decode to many other brands that either use Visionary-Inside or supply the boxed products. With a solid 21 year history, they are anything but the new kid on the block. They're pioneers. A select number of independent reps also support integrator's growth in tandem with the Starin team. "There's a reliable team standing behind your designing and delivering," Freshman emphasized.

For more information visit the website [www.vsicam.com](http://www.vsicam.com), the Starin reseller portal [visionarysolutions.starin.biz](http://visionarysolutions.starin.biz) or contact Clay Stahlka at [clay.stahlka@starin.biz](mailto:clay.stahlka@starin.biz) or Scott Freshman [sfreshman@vsicam.com](mailto:sfreshman@vsicam.com).