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For Immediate Release

Visionary Solutions Appoints BTX Technologies as New Channel Partner, Strengthening North American Sales

HAWTHORNE, N.Y. — June 10, 2014 — Visionary Solutions, Inc. has appointed BTX Technologies as a new channel sales partner, increasing the company’s brand presence and sales efforts in North America. BTX will distribute Visionary Solutions’ entire range of innovative network video solutions, including PackeTV®, a modular, end-to-end IP video network and asset management solution that enables secure, scheduled, and on-demand delivery of live and recorded video for enterprise, entertainment, education, healthcare, IT, broadcast, and house of worship markets.

“Visionary Solutions’ PackeTV dramatically simplifies IP video delivery,” said Greg Schwartz, president of BTX. “We know many customers in the industry who would benefit from deploying a single, end-to-end IP video network solution like PackeTV, and look forward to promoting the Visionary Solutions brand through our North American sales channels.”

BTX is a major distributor and manufacturer of cutting-edge interface and integration products for audio, video, and data systems with 46 years of experience in the A/V and broadcast industry. The company has a strong technical expertise and will support Visionary Solutions’ customers through its inside and outside sales teams.

“When we introduced PackeTV earlier this year, it allowed us to become a trusted end-to-end solutions provider,” said Jordan Christoff, president of Visionary Solutions. “We are excited to leverage BTX’s extensive sales experience and wide customer base to boost PackeTV sales and help organizations easily and cost-effectively deliver high-quality HD and SD, MPEG-2/H.264 video content to TVs, set-top boxes, tablets, smartphones, and other IP-connected devices across a wide range of networks.”

More...

BTX Technologies will be featuring Visionary Solutions at Infocomm in the BTX booth N1019. A webinar focusing on Visionary Solutions products and offerings is planned on Thursday, June 26 at 2:00 p.m. EDT.

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About BTX Technologies, Inc.

BTX manufactures and distributes the industry's finest interface and integration products for audio, video, security, digital signage, and many other applications. Providing its customers with value-added "Beyond Distribution" services, the company backs every product it sells with a rigorous in-house testing program and highly trained customer support team. The company has been certified as an InfoComm International® Sapphire Certified Audiovisual Solutions Provider™ (CAVSP™) since 2007. In business since 1967, the company's products are available online at www.btx.com, by calling 800-666-0996, and from a selection of international distributors listed on the company's website.

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