LLC “Flussonic”

A technology company, one of the world's leading developers of software for transcoding, delivery and video streaming storage
LLC “Flussonic”

12 years of experience in the market

60+ Employees

Focused on one core product – Flussonic Media Server

50,000 servers deployed all over the world with the ability to serve quarter-billion users simultaneously

With the ability to implement video transmission projects of any complexity
LLC “Flussonic”

Our software is used in **more than 100 countries** around the world for broadcasting TV programs, streaming live events, distance education, telemedicine, video surveillance, and many more.
Company structure

- Commercial Department
- Flussonic Media Server Core Development
- Flussonic Watcher Software Development
- Technical Support Department
- Administrative Department
Team

<table>
<thead>
<tr>
<th>Year</th>
<th>Team Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>2</td>
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<tr>
<td>2014</td>
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<td>2018</td>
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<td>2019</td>
<td>35</td>
</tr>
<tr>
<td>2020</td>
<td>48</td>
</tr>
<tr>
<td>2021</td>
<td>60</td>
</tr>
</tbody>
</table>
Financial Performance

- USD 0.01M (2013)
- USD 0.11M (2014)
- USD 0.3M (2015)
- USD 0.85M (2016)
- USD 1.08M (2017)
- USD 1.16M (2018)
- USD 1.74M (2019)
- USD 2.37M (2020)
- USD 3.11M (2021)
Technology & Team

- Software company – we are **proud of our technology stack!**
- **Highly** experienced software developers
- **Erlang - Ericsson language** (high-load, parallel processing, scale)
- **NVIDIA** Partner
- **Intel** Media SDK
- **Rust** programming language - **Iris camera firmware**
- Rigid release schedule - **12 releases per year**

  - Constant improvements
  - 10-20+ new features every month
  - Check out our [changelog!](#)
Use Cases

IP TV

- **B2B** - backhauling, distribution, carriage, hospitality

- **B2C** - distribution

UGC (User-Generated Content) & Live Events

- **Simulcast**. One-To-Many; the latency is less than a second

- Restreaming to **Social Networks** and **Online Video Platforms**

Content Delivery Networks (CDN)

- Cloud Video Surveillance & **Custom CCTV** Camera firmware
Flussonic Media Server

- Swiss army knife for video streaming
- Accepts all major protocols and codecs
- Delivers video to all current playout devices and softwares
- Can be used for building CDNs (vertically and horizontally scalable)
- Multicast & unicast streaming
  - Fragment and frame-by-frame based protocol
- Sub-second delay
What Stands Us Apart – Technology

- **Erlang programming language** *(Ericsson Language)*
  - High load applications
  - Parallel processing, concurrency
  - Memory management
  - Works on:
    - X86
    - ARM64
    - RISC

- Issues handling. Supervision tree with escalating model.
- Functional language = rapid development
- **Just-in-time packaging**
**Business model**

**CAPEX**
- Perpetual license + first year support and maintenance contract

**OPEX**
- Monthly subscription

**Special offers for resellers and partners**
- OEM/Whitelabel version of the product
- Custom integrations
Flussonic Coder

- **Maintenance-free** hardware transcoder
- Low power consumption – **200 watt**
- Based on **NVIDIA® Jetson™ TX2 SoC**
- Transcode **48 fHD or 96 SD sources** to frame-aligned streams for OTT delivery
- **High** density
- **Easy** scaling
- **Seamless** source switching support
- Learn more about [Flussonic Coder](http://www.flussonic.com)
**Flussonic Watcher**

- Deploy your own white label video surveillance system, on-premise or in the Cloud

- Subsidize IP cameras for your subscribers and **charge them per month**, per camera, per depth of archive (same model as STBs)

- Implement **smart city projects**, broadcasts from socially significant objects, optimize business processes using video analytics
Flussonic Watcher

- **AGENT Module**: the modification of the original firmware of IP cameras for direct and secure connection to the server, without NAT settings.

- **IRIS Firmware**: firmware for IP cameras for Plug&Play connection

- Connecting **any RTSP** camera

- Mobile app with branding options and ready-to-use Web application

- **API & SDK**: developers kit for integration with 3rd-party software solutions (billing, ERP, CRM, etc)

- **Remote centralized control** camera management

- Built-in [video analytics](#) for analyzing the behavior of people and vehicles in real time

- Advanced **role management system** to provide service for multiple customers on one single installation
Flussonic Cameras

- Pre-installed Flussonic Agent from factory
- Connection encryption
- Plug&Play connection via the mobile app
- Learn more about Flussonic Cameras
### Success cases

<table>
<thead>
<tr>
<th>ALJAZEERA</th>
<th>SOUTHERN FIBERNET</th>
<th>FiberStream</th>
<th>CANAL+</th>
<th>IDENTITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEDIACAST</td>
<td>feedconstruct</td>
<td>myVIDEO</td>
<td>IBM</td>
<td>LIBERTY GLOBAL</td>
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<td>THEO</td>
<td>BUYDRM</td>
<td>ALPHAOTT</td>
<td>balitower</td>
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