Industrial Sight

Capability Statement

Brian Kelly, Founder | 757-571-7093 |
brian@industrialsight.com

Core Competencies

- Camera-based receiving and dock-door material-flow tracking with Industrial Sight.
- Fixed cameras read barcode and QR code labels on pallets and unit loads crossing dock doors.
- Every read is timestamped, photo-backed, and searchable.
- Integrated with the warehouse management system (WMS) or enterprise resource planning (ERP) system a site already runs.
- Automatically validates real-time count to the manifest and flags exceptions while the trailer is still at the door.
- Supports inventory management, asset visibility, in-transit visibility, receiving verification, and image-backed evidence for discrepancy adjudication at distribution and logistics nodes.

Differentiators

- Infrastructure-light retrofit installed on existing dock structure, with nothing mounted on forklifts.
- On-premises edge processing analyzes images at the site.
- Founder-led computer vision and machine learning engineering.
- More than ten years in manufacturing and industrial operations, including operations engineering leadership at Anheuser-Busch, plant management at International Paper, and global computer vision automation leadership at Tesla.
- Virginia Tech degree.

Past Performance

- No customer or government contracts to date.
- Unpaid prototype demonstration, July 2026: a six-camera receiving prototype system ran in live operations at two dock doors for about 48 hours across six shifts, demonstrating the full capture workflow in a working facility. No production use and no live customer integration.

Company Data

Company History

Industrial Native LLC, doing business as Industrial Sight, is a founder-led, single-member Virginia limited liability company formed May 18, 2026. The small business is pre-revenue and is developing Industrial Sight, a camera-based computer vision system for receiving and dock-door material flow.

List Specific Codes:

- UEI (Unique Entity Identifier): ZEZXQDFKPLD5
- CAGE (Commercial and Government Entity) code: 225F8
- SAM.gov: ACTIVE; renewal due 2027-08-20
- NAICS: 541511 (primary), 513210, 518210, 541512, 541715
- PSC: 7A20, DA01, DA10
- Socio-economic certifications: None held
- Virginia SWaM small business certification: application in progress
- Accept credit and purchase cards: No
- GSA schedule: None
- Contract vehicles: None
- BPAs: None
- State contract numbers: None
- Recognition: $50,000 Launch Grant from the Virginia Innovation Partnership Corporation, awarded August 2026