



JK IAPCS &lt;jk.iapcs@gmail.com&gt;

**Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS**

Писем: 11

alex@routerswitch.com <alex@routerswitch.com>  
Кому: jk.iapcs@gmail.com

30 ноября 2023 г. в 14:18

Hello Jams,

Very nice to meet you.

This is Alex--your purchase assistant from [www.router-switch.com](http://www.router-switch.com), who will in charge of your order.

Please find the quotation as below.

NO. PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1 N1-S57S-F-SnS	Original New	10-15 days	39	\$252	\$9,828
2 N1-S57S-F-SnS3Y	Original New		39	\$252	\$9,828
3 N1-S57S-F-Lic	Original New		39	\$202	\$7,878
4 N1-S57S-F-SNS-F-SNS-3Y	Original New		39	\$202	\$7,878

Kindly note:

- 1.Warranty: 3 year
- 2.Payment term: Wire transfer, western union, money gram, paypal and credit card.
- 3.Valid day: 5 days

Product Subtotal: \$35,412

Please kindly note, if you want to order **N1-S57S-F-SnS & N1-S57S-F-Lic**, you must to order the annual fee, which I have quote the best choice to you.

If you have any question about our business, please feel free to talk with me. Thank you!

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



📧 [yoke\\_zh@163.com](mailto:yoke_zh@163.com)

📞 +86 155 2370 4763

✉ [alex@routerswitch.com](mailto:alex@routerswitch.com)

🌐 [www.router-switch.com](http://www.router-switch.com)

Hongkong Yejian Technologies Company  
Limited

**Branch** HK | US | UK

(US) +1-626-655-0998

(HK) +852-2592-5389 / +852-2592-5411

-----Original Message-----

From: Aaron([service@router-switch.com](mailto:service@router-switch.com))

To: [enter2@oiiin.com](mailto:enter2@oiiin.com)

Cc: [cisco@router-switch.com](mailto:cisco@router-switch.com)

Subject: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS

Date: 2023-11-30 13:14:07.0



Dear Jams

We have received your inquiry, Thank you for your interest! Your dedicated sales manager/consultant will contact you within one working day!

The following is your detailed enquiry:

Product Sku	HW:N1-S57S-F-SnS
Fullname	Jams
Company	P&P
Country	Uzbekistan
Telephone	+998911324884
Email	<a href="mailto:jk.iapcs@gmail.com">jk.iapcs@gmail.com</a>
Prefered Contact Method	Email
Date Time	2023-11-30 05:10:26
Customer IP	<a href="#">195.158.27.244</a>
Inquiry Details	Hi N1-S57S-F-SnS-3Y---39PCS; N1-S57S-F-Lic License---39PCS; How much? HOW WILL YOU SELL/SUPPORT? WE are from Uzbekistan In stock?

Any Questions?

Call Us: +1-626-655-0998 (USA) 852-30691898 (Hong Kong)

Email: [sales@router-switch.com](mailto:sales@router-switch.com)

Thank you, **Router-Switch.com**

JK IAPCS <[jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)>  
Кому: [alex@routerswitch.com](mailto:alex@routerswitch.com)

30 ноября 2023 г. в 19:12

Hi

Why need to order the annual fee?  
I think 3Y means 3 years, right?

Why 1 year annual fee more expensive than the 3 years?

Jams

чт, 30 нояб. 2023 г., 14:18 [alex@routerswitch.com](mailto:alex@routerswitch.com) <[alex@routerswitch.com](mailto:alex@routerswitch.com)>:  
[Цитируемый текст скрыт]

alex@routerswitch.com <[alex@routerswitch.com](mailto:alex@routerswitch.com)>  
Кому: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)  
Копия: [fancy@router-switch.com](mailto:fancy@router-switch.com)

1 декабря 2023 г. в 07:09

Hello Jams,

Welcome back.

Please find the answers as below.

Why need to order the annual fee? -----> **Huawei manufacturer's policy, the annual subscription must be ordered together**  
I think 3Y means 3 years, right?-----> **YES**  
Why 1 year annual fee more expensive than the 3 years?-----> **N1-S57S-F-SnS & N1-S57S-F-Lic are only a license and the annual fee needs to be purchased with them.**

In fact, I quote for you with 3 years annual fee. However, we have one year annual fee as well, but not much of a bargain. You can check it as below.

NO.	PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1	N1-S57S-F-SnS	Original New	10-15 days	39	\$252	\$9,828

https://mail.google.com/mail/u/0/?ik=6da123806f&view=pt&search=all&permthid=thread-f:1783980014979838514&simpl=msg-f:1783980014979838...

2/15

12/6/23, 6:36 PM

Gmail - Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS

2 N1-S57S-F-SnS1Y	Original New	39	\$98	\$3,822
3 N1-S57S-F-Lic	Original New	39	\$202	\$7,878
4 N1-S57S-F-SNS-F-SNS-1Y	Original New	39	\$98	\$3,822

Kindly note:

1.Warranty: 3 year

2.Payment term: Wire transfer, western union,money gram, paypal and credit card.

3.Valid day: 5 days

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



[yoke\\_zh@163.com](mailto:yoke_zh@163.com)

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(US) +1-626-655-0998

[www.router-switch.com](http://www.router-switch.com)

(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----

From: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)

To: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))

Cc: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))

Subject: Re: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS

Date: 2023-11-30 22:12:28.0

Hi

Why need to order the annual fee? -----> **Huawei manufacturer's policy, the annual subscription must be ordered together**

I think 3Y means 3 years, right?-----> **YES**

Why 1 year annual fee more expensive than the 3 years?-----> **N1-S57S-F-SnS & N1-S57S-F-Lic are only a license and the annual fee needs to be purchased with them.**

Jams

[Цитируемый текст скрыт]

JK IAPCS <[jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)>

Кому: "alex@routerswitch.com" <[alex@routerswitch.com](mailto:alex@routerswitch.com)>

Копия: [fancy@router-switch.com](mailto:fancy@router-switch.com)

1 декабря 2023 г. в 08:22

Hi

Hi

I asked 2 items, you quote 4 items?

N1-S57S-F-SnS-3Y---39PCS;

N1-S57S-F-Lic License---39PCS;

I asked one thing N1-S57S-F-SnS-3Y, customer asked N1-S57S-F-SnS-3Y this, but you quote N1-S57S-F-SnS-1Y

How to understand this?

пт, 1 дек. 2023 г. в 07:09, [alex@routerswitch.com](mailto:alex@routerswitch.com) <[alex@routerswitch.com](mailto:alex@routerswitch.com)>:

[Цитируемый текст скрыт]

[alex@routerswitch.com](mailto:alex@routerswitch.com) <[alex@routerswitch.com](mailto:alex@routerswitch.com)>

Кому: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)

1 декабря 2023 г. в 09:11

Hello Jams,

Yes, like I said. Huawei manufacturer's policy, the annual subscription must be ordered together.

For your inquiry:

**N1-S57S-F-SnS-3Y----Which is the annual subscription.**

**N1-S57S-F-Lic----Which is the license.**

Due to the license and annual fee must be purchased together. So your inquiry become:

**1. N1-S57S-F-SnS-3Y ----> This is an annual fee, and the corresponding license is -----> N1-S57S-F-SnS3Y**

**2. N1-S57S-F-Lic----> This is a license, and the corresponding annual fee is -----> N1-S57S-F-SNS-F-SNS-3Y**

Generally speaking, the License and annual fee of the product you requested do not match. They belong to two products. However, Huawei's License and annual fee must be purchased together, so I make the quotation according to your inquiry, so there are 4 items.

According to my explanation above, I hope I have expressed my meaning clearly. If there is anything you don't understand, please feel free to contact me for further communication. I look forward to your reply.

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



yoke\_zh@163.com

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alex@routerswitch.com

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www.router-switch.com

(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----

From: jk.iapcs@gmail.com

To: Alex(alex@routerswitch.com)

Cc: Alex(alex@routerswitch.com); Fancy(fancy@router-switch.com)

Subject: Re: Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS

Date: 2023-12-01 11:22:44.0

[Цитируемый текст скрыт]

JK IAPCS <jk.iapcs@gmail.com>

1 декабря 2023 г. в 10:59

Кому: "alex@routerswitch.com" <alex@routerswitch.com>

Hi  
GIVE ME PRICE FOR 3 Y LIC AND SUB

пт, 1 дек. 2023 г. в 09:11, alex@routerswitch.com <alex@routerswitch.com>:

[Цитируемый текст скрыт]

JK IAPCS <jk.iapcs@gmail.com>

1 декабря 2023 г. в 11:00

Кому: "alex@routerswitch.com" <alex@routerswitch.com>

**N1-S57S-F-SnS3Y**

**N1-S57S-F-SNS-F-SNS-3Y**

пт, 1 дек. 2023 г. в 10:59, JK IAPCS <jk.iapcs@gmail.com>:

[Цитируемый текст скрыт]

alex@routerswitch.com <alex@routerswitch.com>

1 декабря 2023 г. в 11:33

Кому: jk.iapcs@gmail.com

Hello Jams,

Thanks for your reply.

Maybe I'm not make myself clear to you, you choose two units **3 years subscription**. Please check again.

Let's just say that No1 and No2 are two different sets of licenses and annual fees, and they cannot be purchased separately. That makes it easier for us.

NO.	PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1	N1-S57S-F-SnS	Original New	10-15 days	39	\$504	\$19,656
	N1-S57S-F-SnS3Y					
2	N1-S57S-F-Lic	Original New		39	\$404	\$15,756
	N1-S57S-F-SNS-F-SNS-3Y					
Kindly note:						
1.Warranty: 3 year						
2.Payment term: Wire transfer, western union,money gram, paypal and credit card.						
3.Valid day: 5 days						
					Product Subtotal:	\$35,412

Looking forwards to you reply.

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



yoke\_zh@163.com

+86 155 2370 4763

alex@routerswitch.com

www.router-switch.com

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(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----  
From: jk.iapcs@gmail.com  
To: Alex(alex@routerswitch.com)  
Cc: Alex(alex@routerswitch.com)  
Subject: Re: Re: Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS  
Date: 2023-12-01 14:00:35.0  
[Цитируемый текст скрыт]

alex@routerswitch.com <alex@routerswitch.com>  
Кому: jk.iapcs@gmail.com

4 декабря 2023 г. в 09:01

Hello Jams,

I hope this email finds you well.

I made a quotation to you last week. But I am not sure whether you have received it or not. I also sincerely hope that you can share me some opinions and thoughts on my quotation.

However, if you have any doubts or are not satisfied with this offer, please feel free to communicate with me, I will do my best to help you solve the problem between us!

Looking forward to your soon response and thank you so much.

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



[yoke\\_zh@163.com](mailto:yoke_zh@163.com)  
[+86 155 2370 4763](tel:+8615523704763)  
[alex@routerswitch.com](mailto:alex@routerswitch.com)  
[www.router-switch.com](http://www.router-switch.com)

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Limited  
**Branch** HK | US | UK  
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(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----  
From: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))  
To: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)  
Cc:  
Subject: Re: Re: Re: Re: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS  
Date: 2023-12-01 14:33:04.59

Hello Jams,

Thanks for your reply.

Maybe I'm not make myself clear to you, you choose two units **3 years subscription**. Please check again.

Let's just say that No1 and No2 are two different sets of licenses and annual fees, and they cannot be purchased separately. That makes it easier for us.

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	N1-S57S-F-SnS3Y					
2	N1-S57S-F-Lic	Original New		39	\$404	\$15,756
	N1-S57S-F-SNS-F-SNS-3Y					
Kindly note:						
1.Warranty: 3 year						
2.Payment term: Wire transfer, western union,money gram, paypal and credit card.						
3.Valid day: 5 days						
					Product Subtotal:	\$35,412

Looking forwards to you reply.

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



[yoke\\_zh@163.com](mailto:yoke_zh@163.com)  
[+86 155 2370 4763](tel:+8615523704763)  
[alex@routerswitch.com](mailto:alex@routerswitch.com)  
[www.router-switch.com](http://www.router-switch.com)

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**Branch** HK | US | UK  
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-----Original Message-----  
From: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)  
To: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))

Cc: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))  
Subject: Re: Re: Re: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS  
Date: 2023-12-01 14:00:35.0

**N1-S57S-F-SnS3Y**  
**N1-S57S-F-SNS-F-SNS-3Y**

пт, 1 дек. 2023 г. в 10:59, JK IAPCS <[jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)>:

HI  
GIVE ME PRICE FOR 3 Y LIC AND SUB

пт, 1 дек. 2023 г. в 09:11, [alex@routerswitch.com](mailto:alex@routerswitch.com) <[alex@routerswitch.com](mailto:alex@routerswitch.com)>:

Hello Jams,

Yes, like I said. Huawei manufacturer's policy, the annual subscription must be ordered together.

For your inquiry:

**N1-S57S-F-SnS-3Y----Which is the annual subscription.**

**N1-S57S-F-Lic----Which is the license.**

Due to the license and annual fee must be purchased together. So your inquiry become:

- 1. N1-S57S-F-SnS-3Y ----> This is an annual fee, and the corresponding license is -----> N1-S57S-F-SnS3Y**
- 2. N1-S57S-F-Lic----> This is a license, and the corresponding annual fee is -----> N1-S57S-F-SNS-F-SNS-3Y**

Generally speaking, the License and annual fee of the product you requested do not match. They belong to two products. However, Huawei's License and annual fee must be purchased together, so I make the quotation according to your inquiry, so there are 4 items.

According to my explanation above, I hope I have expressed my meaning clearly. If there is anything you don't understand, please feel free to contact me for further communication. I look forward to your reply.

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



[yoke\\_zh@163.com](mailto:yoke_zh@163.com)

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(US) +1-626-655-0998

[www.router-switch.com](http://www.router-switch.com)

(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----

From: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)  
To: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))  
Cc: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com)); Fancy([fancy@router-switch.com](mailto:fancy@router-switch.com))  
Subject: Re: Re: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS  
Date: 2023-12-01 11:22:44.0

HI  
Hi  
I asked 2 items, you quote 4 items?

N1-S57S-F-SnS-3Y---39PCS;  
N1-S57S-F-Lic License---39PCS;

I asked one thing N1-S57S-F-SnS-3Y, customer asked N1-S57S-F-SnS-3Y this, but  
you quote N1-S57S-F-SnS-1Y

How to understand this?

пт, 1 дек. 2023 г. в 07:09, alex@routerswitch.com <alex@routerswitch.com>:  
Hello Jams,

Welcome back.

Please find the answers as below.

Why need to order the annual fee? -----> **Huawei manufacturer's policy, the annual subscription must be ordered together**

I think 3Y means 3 years, right?-----> **YES**

Why 1 year annual fee more expensive than the 3 years?-----> **N1-S57S-F-SnS & N1-S57S-F-Lic are only a license and the annual fee needs to be purchased with them.**

In fact, I quote for you with 3 years annual fee. However, we have one year annual fee as well, but not much of a bargain. You can check it as below.

NO.	PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1	N1-S57S-F-SnS	Original New	10-15 days	39	\$252	\$9,828
2	N1-S57S-F-SnS1Y	Original New		39	\$98	\$3,822
3	N1-S57S-F-Lic	Original New		39	\$202	\$7,878
4	N1-S57S-F-SNS-F-SNS-1Y	Original New		39	\$98	\$3,822

Kindly note:

- 1.Warranty: 3 year
- 2.Payment term: Wire transfer, western union,money gram, paypal and credit card.
- 3.Valid day: 5 days

Product Subtotal:	\$25,350
-------------------	----------

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



yoke\_zh@163.com

+86 155 2370 4763

alex@routerswitch.com

www.router-switch.com

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(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----  
From: jk.iapcs@gmail.com  
To: Alex(alex@routerswitch.com)  
Cc: Alex(alex@routerswitch.com)  
Subject: Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS  
Date: 2023-11-30 22:12:28.0

Hi  
Why need to order the annual fee? -----> **Huawei manufacturer's policy, the annual subscription must be ordered together**

I think 3Y means 3 years, right?-----> **YES**

Why 1 year annual fee more expensive than the 3 years?-----> **N1-S57S-F-SnS & N1-S57S-F-Lic are only a license and the annual fee needs to be purchased with them.**

Jams



пт, 30 нояб. 2023 г., 14:18 alex@routerswitch.com <alex@routerswitch.com>:  
Hello Jams,

Very nice to meet you.

This is Alex--your purchase assistant from [www.router-switch.com](http://www.router-switch.com),who will in charge of your order.

Please find the quotation as below.

NO. PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1 N1-S57S-F-SnS	Original New	10-15 days	39	\$252	\$9,828
2 N1-S57S-F-SnS3Y	Original New		39	\$252	\$9,828
3 N1-S57S-F-Lic	Original New		39	\$202	\$7,878
4 N1-S57S-F-SNS-F-SNS-3Y	Original New		39	\$202	\$7,878

Kindly note:

- 1.Warranty: 3 year
- 2.Payment term: Wire transfer, western union,money gram, paypal and credit card.
- 3.Valid day: 5 days

Product Subtotal:

\$35,412

Please kindly note, if you want to order **N1-S57S-F-SnS & N1-S57S-F-Lic**, you must to order the annual fee, which I have quote the best choice to you.

If you have any question about our business, please feel free to talk with me. Thank you!

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



yoke\_zh@163.com

+86 155 2370 4763

alex@routerswitch.com

www.router-switch.com

Hongkong Yejian Technologies Company Limited

Branch HK | US | UK

(US) +1-626-655-0998

(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----  
From: Aaron([service@router-switch.com](mailto:service@router-switch.com))  
To: [enter2@oiiin.com](mailto:enter2@oiiin.com)  
Cc: [cisco@router-switch.com](mailto:cisco@router-switch.com)  
Subject: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS  
Date: 2023-11-30 13:14:07.0



Dear Jams

We have received your inquiry, Thank you for your interest! Your dedicated sales manager/consultant will contact you within one working day!

The following is your detailed enquiry:

Product Sku	HW:N1-S57S-F-SnS
-------------	------------------

<b>Fullname</b>	Jams
<b>Company</b>	P&P
<b>Country</b>	Uzbekistan
<b>Telephone</b>	+998911324884
<b>Email</b>	<a href="mailto:jk.iapcs@gmail.com">jk.iapcs@gmail.com</a>
<b>Prefered Contact Method</b>	Email
<b>Date Time</b>	2023-11-30 05:10:26
<b>Customer IP</b>	<a href="#">195.158.27.244</a>
<b>Inquiry Details</b>	Hi N1-S57S-F-SnS-3Y---39PCS; N1-S57S-F-Lic License---39PCS; How much? HOW WILL YOU SELL/SUPPORT? WE are from Uzbekistan In stock?

**Any Questions?**

Call Us: +1-626-655-0998 (USA) 852-30691898 (Hong Kong)

Email: [sales@router-switch.com](mailto:sales@router-switch.com)Thank you, **Router-Switch.com**

**JK IAPCS** <[jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)>  
Кому: "alex@routerswitch.com" <[alex@routerswitch.com](mailto:alex@routerswitch.com)>

4 декабря 2023 г. в 10:47

Hi  
I DID NOT UNDERSTAND YOUR QUOTE  
I ASK SOMETHING, YOU QUOTE ANOTHER THING...  
AND WHY YOUR PRICES IN YOUR SITE CHEAPER, BUT YOU QUOTE MAX EXPENSIVE PRICES?  
ARE YOU KIDDING?

пн, 4 дек. 2023 г. в 09:01, [alex@routerswitch.com](mailto:alex@routerswitch.com) <[alex@routerswitch.com](mailto:alex@routerswitch.com)>:  
[Цитируемый текст скрыт]

**alex@routerswitch.com** <[alex@routerswitch.com](mailto:alex@routerswitch.com)>  
Кому: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)

4 декабря 2023 г. в 11:32

Hi

When someone asks the wrong question, it's my job here to give them the right choice. You asked for the wrong information, and I'm in here to provide the correct answer to help you. And you said I'm kidding in here?

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



[yoke\\_zh@163.com](mailto:yoke_zh@163.com)

Hongkong Yejian Technologies Company

 +86 155 2370 4763 alex@routerswitch.com www.router-switch.com

Limited

Branch HK | US | UK

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-----Original Message-----

From: jk.iapcs@gmail.com

To: Alex(alex@routerswitch.com)

Cc: Alex(alex@routerswitch.com)

Subject: Re: Re: Re: Re: Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS

Date: 2023-12-04 13:47:38.0

HI

I DID NOT UNDERSTAND YOUR QUOTE

I ASK SOMETHING, YOU QUOTE ANOTHER THING...

AND WHY YOUR PRICES IN YOUR SITE CHEAPER, BUT YOU QUOTE MAX EXPENSIVE PRICES?

ARE YOU KIDDING?

пн, 4 дек. 2023 г. в 09:01, alex@routerswitch.com &lt;alex@routerswitch.com&gt;:

Hello Jams,

I hope this email finds you well.

I made a quotation to you last week. But I am not sure whether you have received it or not. I also sincerely hope that you can share me some opinions and thoughts on my quotation.

However, if you have any doubts or are not satisfied with this offer, please feel free to communicate with me, I will do my best to help you solve the problem between us!

Looking forward to your soon response and thank you so much.

Best regards,  
Alex

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-----Original Message-----

From: Alex(alex@routerswitch.com)

To: jk.iapcs@gmail.com

Cc:

Subject: Re: Re: Re: Re: Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS

Date: 2023-12-01 14:33:04.59

Hello Jams,

Thanks for your reply.

Maybe I'm not make myself clear to you, you choose two units **3 years subscription**. Please check again.

Let's just say that No1 and No2 are two different sets of licenses and annual fees, and they cannot be purchased separately. That makes it easier for us.

NO.	PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1	N1-S57S-F-SnS	Original New	10-15 days	39	\$504	\$19,656
	N1-S57S-F-SnS3Y					
2	N1-S57S-F-Lic	Original New		39	\$404	\$15,756
	N1-S57S-F-SNS-F-SNS-3Y					
Kindly note:						
1.Warranty: 3 year						
2.Payment term: Wire transfer, western union,money gram, paypal and credit card.						
3.Valid day: 5 days						
					Product Subtotal:	\$35,412

Looking forwards to you reply.

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



📧 yoke\_zh@163.com

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-----Original Message-----

From: jk.iapcs@gmail.com

To: Alex(alex@routerswitch.com)

Cc: Alex(alex@routerswitch.com)

Subject: Re: Re: Re: Inquiry from jk.iapcs@gmail.com About HW:N1-S57S-F-SnS

Date: 2023-12-01 14:00:35.0

**N1-S57S-F-SnS3Y**

**N1-S57S-F-SNS-F-SNS-3Y**

пт, 1 дек. 2023 г. в 10:59, JK IAPCS <jk.iapcs@gmail.com>:

HI

GIVE ME PRICE FOR 3 Y LIC AND SUB

пт, 1 дек. 2023 г. в 09:11, alex@routerswitch.com <alex@routerswitch.com>:

Hello Jams,

Yes, like I said. Huawei manufacturer's policy, the annual subscription must be ordered together.

For your inquiry:

**N1-S57S-F-SnS-3Y----Which is the annual subscription.**

**N1-S57S-F-Lic----Which is the license.**

Due to the license and annual fee must be purchased together. So your inquiry become:

**1. N1-S57S-F-SnS-3Y ----> This is an annual fee, and the corresponding license is -----> N1-S57S-F-SnS3Y**

**2. N1-S57S-F-Lic----> This is a license, and the corresponding annual fee is -----> N1-S57S-F-SNS-F-SNS-3Y**

Generally speaking, the License and annual fee of the product you requested do not match. They belong to two products. However, Huawei's License and annual fee must be purchased together, so I make the quotation according to your inquiry, so there are 4 items.

According to my explanation above, I hope I have expressed my meaning clearly. If there is anything you don't understand, please feel free to contact me for further communication. I look forward to your reply.

Best regards,  
Alex

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Sales Representative



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-----Original Message-----  
From: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)  
To: Alex([alex@outerswitch.com](mailto:alex@outerswitch.com))  
Cc: Alex([alex@outerswitch.com](mailto:alex@outerswitch.com));Fancy([fancy@router-switch.com](mailto:fancy@router-switch.com))  
Subject: Re: Re: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS  
Date: 2023-12-01 11:22:44.0

HI  
Hi  
I asked 2 items, you quote 4 items?  
  
N1-S57S-F-SnS-3Y---39PCS;  
N1-S57S-F-Lic License---39PCS;  
  
I asked one thing N1-S57S-F-SnS-3Y, customer asked N1-S57S-F-SnS-3Y this, but  
you quote N1-S57S-F-SnS-1Y  
  
How to understand this?

пт, 1 дек. 2023 г. в 07:09, [alex@outerswitch.com](mailto:alex@outerswitch.com) <[alex@outerswitch.com](mailto:alex@outerswitch.com)>:  
Hello Jams,

Welcome back.

Please find the answers as below.

Why need to order the annual fee? -----> **Huawei manufacturer's policy, the annual subscription must be ordered together**  
I think 3Y means 3 years, right?-----> **YES**  
Why 1 year annual fee more expensive than the 3 years?-----> **N1-S57S-F-SnS & N1-S57S-F-Lic are only a license and the annual fee needs to be purchased with them.**

In fact, I quote for you with 3 years annual fee. However, we have one year annual fee as well, but not much of a bargain. You can check it as below.

NO. PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1 N1-S57S-F-SnS	Original New	10-15 days	39	\$252	\$9,828
2 N1-S57S-F-SnS1Y	Original New		39	\$98	\$3,822
3 N1-S57S-F-Lic	Original New		39	\$202	\$7,878
4 N1-S57S-F-SNS-F-SNS-1Y	Original New		39	\$98	\$3,822

Kindly note:

- 1.Warranty: 3 year
- 2.Payment term: Wire transfer, western union,money gram, paypal and credit card.

Product Subtotal:

\$25,350

3.Valid day: 5 days

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

Alex Zhen  
Sales Representative



[yoke\\_zh@163.com](mailto:yoke_zh@163.com)

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(HK) +852-2592-5389 /+852-2592-5411

-----Original Message-----

From: [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com)

To: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))

Cc: Alex([alex@routerswitch.com](mailto:alex@routerswitch.com))

Subject: Re: Inquiry from [jk.iapcs@gmail.com](mailto:jk.iapcs@gmail.com) About HW:N1-S57S-F-SnS

Date: 2023-11-30 22:12:28.0

Hi

Why need to order the annual fee? -----> **Huawei manufacturer's policy, the annual subscription must be ordered together**

I think 3Y means 3 years, right?-----> **YES**

Why 1 year annual fee more expensive than the 3 years?-----> **N1-S57S-F-SnS & N1-S57S-F-Lic are only a license and the annual fee needs to be purchased with them.**

Jams

пт, 30 нояб. 2023 г., 14:18 [alex@routerswitch.com](mailto:alex@routerswitch.com) <[alex@routerswitch.com](mailto:alex@routerswitch.com)>:

Hello Jams,

Very nice to meet you.

This is Alex--your purchase assistant from [www.router-switch.com](http://www.router-switch.com),who will in charge of your order.

Please find the quotation as below.

NO.	PN	Condition	Lead Time	QTY	Unit Price (USD)	Subtotal (USD)
1	N1-S57S-F-SnS	Original New		39	\$252	\$9,828
2	N1-S57S-F-SnS3Y	Original New		39	\$252	\$9,828
3	N1-S57S-F-Lic	Original New	10-15 days	39	\$202	\$7,878
4	N1-S57S-F-SNS-F-SNS-3Y	Original New		39	\$202	\$7,878

Kindly note:

1.Warranty: 3 year

2.Payment term: Wire transfer, western union,money gram, paypal and credit card.

3.Valid day: 5 days

Product Subtotal: \$35,412

Please kindly note, if you want to order **N1-S57S-F-SnS & N1-S57S-F-Lic**, you must to order the annual fee, which I have quote the best choice to you.

If you have any question about our business, please feel free to talk with me. Thank you!

Best regards,  
Alex

HONGKONG YEJIAN TECHNOLOGIES COMPANY LIMITED

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Alex Zhen  
Sales Representative



 [yoke\\_zh@163.com](mailto:yoke_zh@163.com)

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