

## CEO Bride 313

### Chapter 313

Hera smiled. "It's indeed quite magnificent. I'd like to take a picture here too if I get the chance,"

Checking the time, Hans then informed solemnly, "It's getting close to our appointment time. Let's go in quickly."

The three of them arrived at the security checkpoint and provided their appointment information. The security personnel then gave them a supplier's pass before escorting them to the main business building.

Frankie, the senior manager of the Legal Department, was walking briskly toward the entrance while on call with Fabian.

"Melody is a member of the House of Representatives. Be polite," Fabian instructed.

"Alright, I got it."

"Ouch!"

Yvonne had been looking around when Frankie accidentally bumped into her.

"Watch where you're going? How did you even miss me when I'm standing right here?" Yvonne

on his work badge, her expression paled dramatically. She immediately pulled Yvonne back and whispered, "Yvonne, lower your voice!"

in an aggrieved manner, "But he bumped into

pushed his anger aside and said, "I apologize. I was on the phone just now

his apology arrogantly, "That's more like it. You're quite handsome, so I guess

now, so I'll be on my

away, Hera scolded, "Yvonne, you need to tone it down. We're here to secure a partnership. It's not going to happen if

smiled sweetly and replied, "I know, I know!"

personnel to Meeting

of the Business Department, was leading a

door. "Mr.

in," Justin answered without

the door and smiled, saying,

outside," Hera said. After what Yvonne did earlier, Hera was worried that she might cause trouble and so, did

replied, her head lowered in

Hera and Hans entered the office. Without looking up, Justin simply said, "Please have a seat."

When Hans saw Justin's professional attitude, he felt somewhat inferior despite having previously worked in a state-owned enterprise.

"Mr. Long, have you had a chance to review our project proposal?" Hera fidgeted nervously, not knowing where to put her hands.

"I've reviewed it. The price needs to be reduced by 12%," Justin said coldly. He still had not lifted his head to look at Hera.

Chips were a part of the hundreds of businesses he managed daily. Baroque Group was just a small chip manufacturer until recently when they acquired a 7-nanometer lithography machine from an unknown source.

Considering that the technology they used was still in its nascent stage, their chips came with significant risks. If they were to fail to negotiate the price down, he would choose other suppliers that relied on more mature technology. If domestic suppliers were unaffordable, he could also opt for imported chips.

Hera was taken aback. "12%? Mr. Long, we determined our prices after making comparisons with two other 7-nanometer chip companies. Our price is already 3% lower than theirs."

Hera was so shocked that even her complexion had gone pale. Would there be anything else for them to earn if they were to reduce their price and then subtract labor costs?

Lucky for them, Nash had been the one who bought the lithography machine. If they had bought it themselves, it would take ages for them to earn back the cost of the machine.

Justin looked up, his expression cold as he said, "Universal Group focuses on high-end brands. We have very strict quality standards for our products. It's still a question of whether or not your products will even pass our quality inspection."