

Chapter 706 The Special Client

Louie handed them Mila's folder, then arrived before Sandriel. “Do you know who she is, Sandriel?” he asked confidently.

Sandriel glanced at Mila and, after a moment's thought, answered, “She must be Ms. Mila Zurlo of Zurlo Corporation.”

“Then you must know what she's here for today.”

“Of course. She's here to discuss a partnership with us.”

Louie expected Sandriel to deny knowing her, and he was ready to present the evidence he had prepared beforehand, which included the visitors' log from the reception, to refute Sandriel.

As a result, he was surprised that Sandriel admitted to it so readily.

Could he have another trick up his sleeve? Impossible. I have seen the document myself. There shouldn't be anything wrong with it.

Spurred by that thought, Louie asked, “Have you perused the document Mila brought today? Have you also conducted a proper assessment of her abilities?”

As soon as Louie spoke, Quinton chimed in, “Surely you're paranoid, Worley? Zurlo Corporation belongs to the Zurlo family, one of the Ten Prestigious Families. I think the Zurlo family is more than qualified enough to enter into partnership negotiations with us.”

“Ah, but Ms. Zurlo does not speak for the Zurlo family but only for the Pollerton branch of Zurlo Corporation. According to the document's preface, this company has a market value of only a hundred million. To put that sum into perspective, any tourism project we pick at random begins at four billion. In other words, Ms. Zurlo's company fails to meet the minimum requirement to enter into negotiations with us.”

With a gleeful look at Sandriel, Louie continued, “What do you have to say about that, Sandriel? No matter how you deny it, it constitutes an abuse of power by failing to evaluate Ms. Zurlo's assets before having her come to sign the agreement.”

It was common knowledge that a partnership with Tangent Group meant having the backing of a deep-pocketed firm.

However, only a select few were granted that privilege, as Tangent Group was in the business to make money, not run a charity.

If Mila's branch of the Zurlo Corporation's assets were as meager as Louie claimed, then Sandriel was in deep trouble.

It equated to using his position for the benefit of another.

Upon arriving at that conclusion, the three directors turned their gaze to Sandriel to see how he was going to explain himself.

“Though Ms. Zurlo's assets failed to satisfy our partnership criteria,” he announced unexpectedly, “I will still sign her on as our partner because a special client of ours recommended her.”

“A special client?” Louie sneered. “Who are you trying to threaten, Sandriel?”

Due to the size of Tangent Group, it had many international partners, which included contractors who wished to remain anonymous and military projects.

As a result, there was a system within Tangent Group of ranking their customers in tiers: silver, gold, platinum, diamond, and VIP.

Silver-tier clients, for example, had business dealings with Tangent Group that raked in between three to thirty million.

Gold-tier clients, on the other hand, were worth thirty to a hundred million.

The special client Sandriel referred to had to rank at least diamond-tier.

Clients like these brought at least five billion worth of business to Tangent Group.

A client capable of delivering such a benefit to the company would naturally be qualified to introduce other partners. It was an unspoken agreement with Tangent Group.

As a lowly supervisor of the Pollerton branch, Sandriel usually contacted only gold-tier clients at most. Only on rare occasions did he get the chance to be acquainted with platinum-tier clients.