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# A Bridge Connecting

## IT Hardware to The World

## Make IT Procurement Easier

Website
www.router-switch.com

GPL Checking Tool
itprice.com

Blog
blog.router-switch.com

Router-switch.com

# A Bridge Connecting

## IT Hardware to The World

## Your Reliable IT Partner
## Since 2002

# Your Reliable IT Partner

Router-switch.com, as a leading IT hardware supplier, we strive to meet the diverse needs of our customers with a range of IT products and solutions that are tailored just for them.
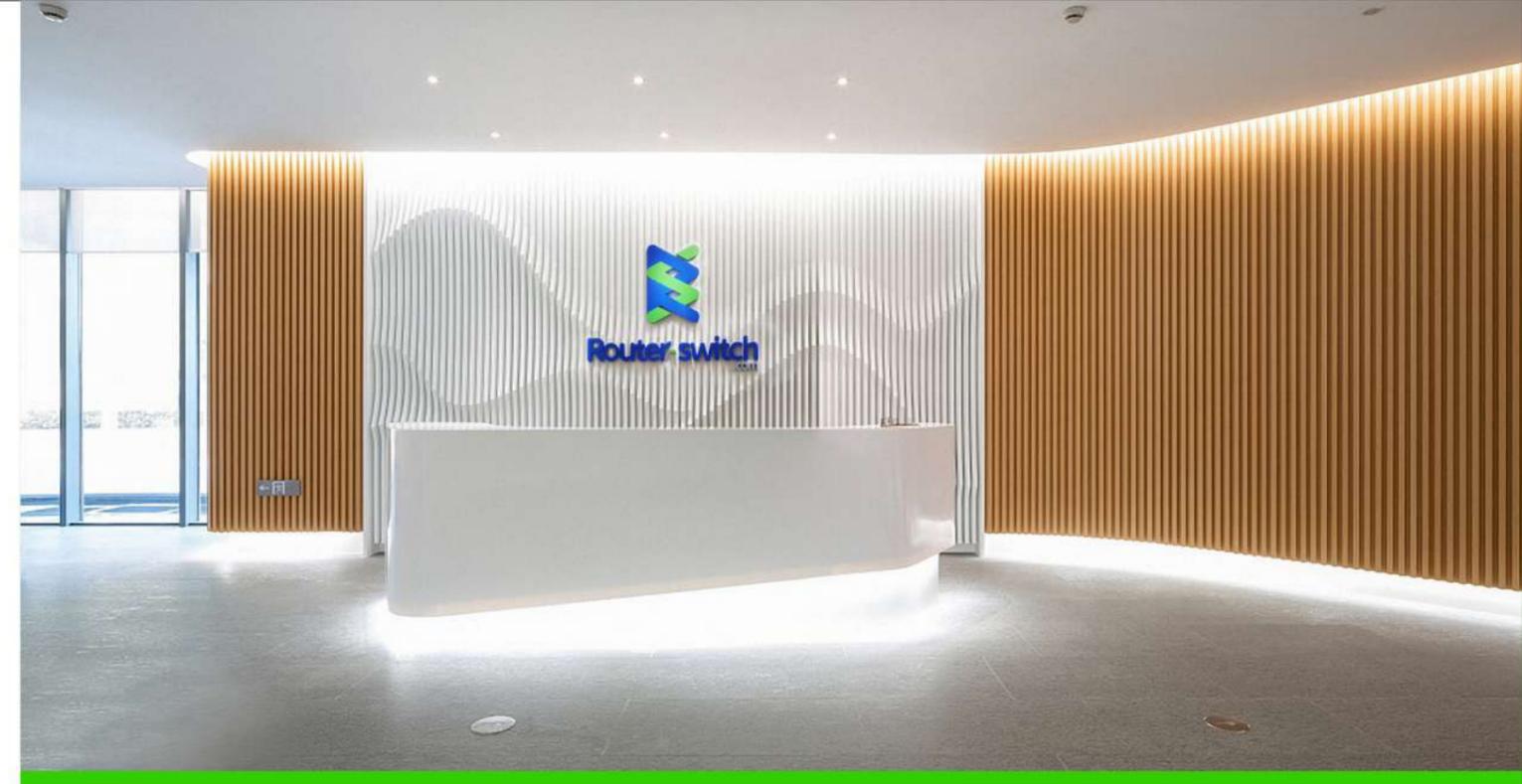
**Our Vision**
Becoming the best bridge to bring technology products to the world!
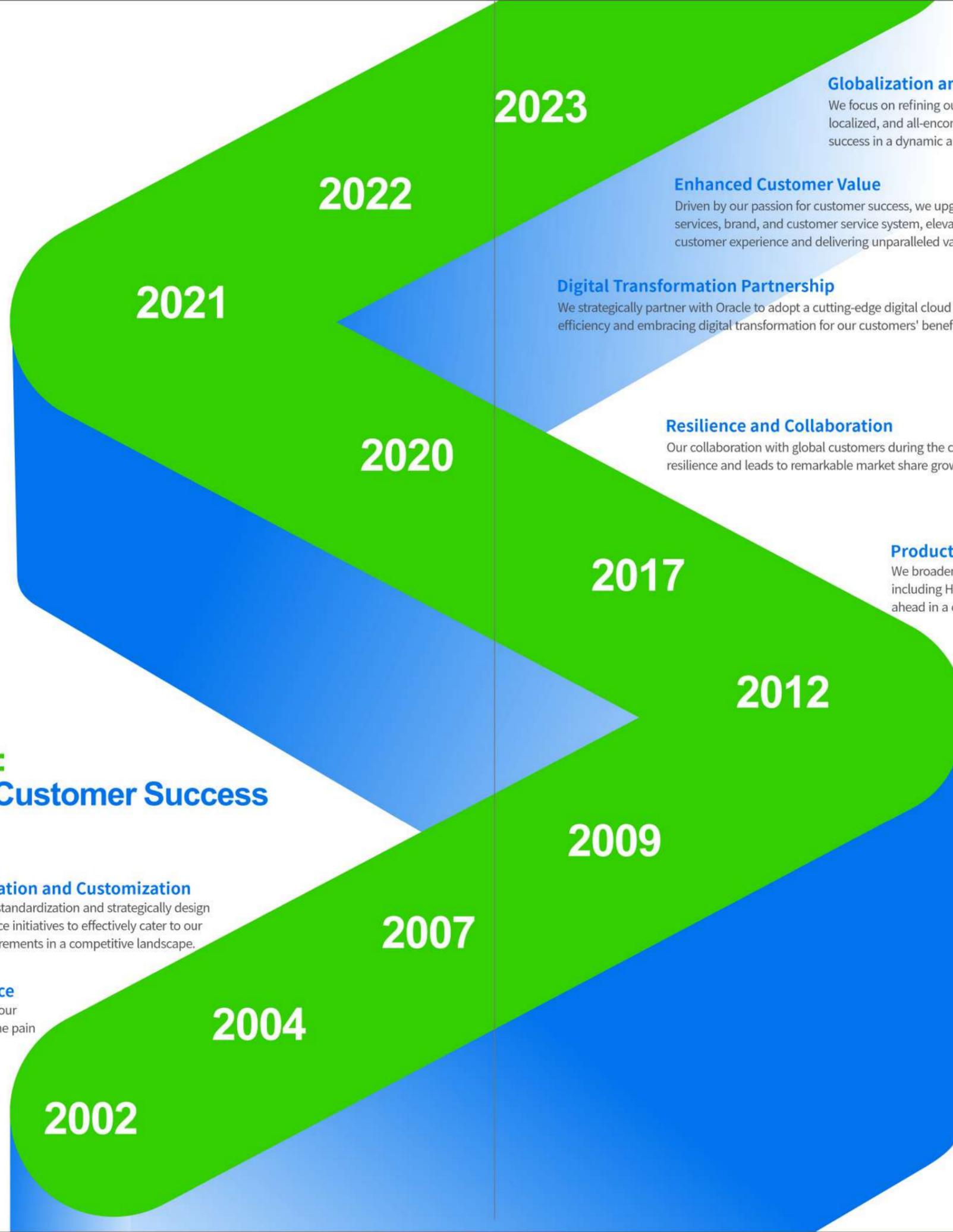
**Our Mission**
Cooperate with IT Partners,
Develop Efficient Channels,
Connect with Global Customers,
Achieving Employee Dreams!

# Branches

**USA    UK    Hong Kong    CN**

Hong Kong

Who Are We?

UK

CN

USA

**2023**

**Globalization and Localization**

We focus on refining our global business strategy and providing localized, and all-encompassing services ensures our customers' success in a dynamic and ever-changing market.

**2022**

**Enhanced Customer Value**

Driven by our passion for customer success, we upgrade our services, brand, and customer service system, elevating the overall customer experience and delivering unparalleled value.

**2021**

**Digital Transformation Partnership**

We strategically partner with Oracle to adopt a cutting-edge digital cloud platform, optimizing service efficiency and embracing digital transformation for our customers' benefit.

**2020**

**Resilience and Collaboration**

Our collaboration with global customers during the challenging COVID-19 pandemic fosters resilience and leads to remarkable market share growth and mutual success.

**2017**

**Product Diversification for Client Success**

We broaden our product offerings over 30 esteemed brands, including HPE, Dell, Juniper, etc., empowering our clients to stay ahead in a competitive market.

**2012**

**Strengthening the Supply Chain**

The development of 8 global warehouse and service centers bolsters our supply chain capabilities, addressing growing demands and future opportunities for our esteemed clientele.

# Journey of Excellence:
## Shaping the Future of Customer Success

**2009**

**Global Footprint Expansion**

Our expansion into key global markets, including the Americas and Europe, ensures seamless access to our comprehensive solutions for our customers worldwide.

**Marketing Innovation and Customization**

We embrace marketing standardization and strategically design global and tailored service initiatives to effectively cater to our customers' unique requirements in a competitive landscape.

**2007**

**Commitment to Technical Excellence**

The formation of our CCIE technical team signifies our dedication to world-class support and addresses the pain points of our diverse customer base.

**2004**

**Headquarter Establishment**

Our foundation in Hong Kong, a premier Asian financial hub, marks the beginning of our commitment to provide superior Cisco business solutions for our valued clientele.

**2002**

## / Why Choose Us?

- North America: 27.42%
- South America: 5.24%
- Africa: 16.67%
- Europe: 14.00%
- Asia: 33.45%
- Oceania: 3.22%

## Develop with Confidence Across the Globe

# A Bridge Connecting IT Hardware to The World

Router-switch.com (HongKong Yejian Technologies Co., Ltd), founded in 2002, is a leading global IT hardware supplier with 18000+ customers in more than 200+ countries and regions.

Based on close cooperation with brand vendors and manufacturers, we provide a wide range of original new branded IT products and solutions, including Cisco, HPE, Dell, Huawei, Juniper, Fortinet, Aruba, Ruckus, etc.

Our Global Partner Program has attracted local partners from key business areas around the world, establishing a vibrant partnership ecosystem with them to provide timely, localized services to customers around the globe.

### Since 2002
**We Remain Committed to Excellence**

| | |
|---|---|
| 18,000+ | Enterprise Customers |
| 600,000+ | End Users |
| 200+ | Countries and Regions |
| 500+ | Global Suppliers |
| 8 | Global Centers of Warehouses & Services |
| 100,000+ | Products SKU |
| 50-98% | Off Global List Price |
| 700+ | Local Sales Representatives |

# Wide-Ranging Businesses Meet Various Needs

We offer various products to meet small-to-large business needs.

## Various Products

| | | | |
|---|---|---|---|
| Routers | Switches | Firewalls | Wireless |
| Collaboration | IP Phones | Optical Network | Servers |
| Storages | Cloud Computing | PC & Tablets | Transceivers |
| Modules & Cards | Power Supplies | Cables & Accessories | |

### Optical Access/Transmission
OLT, ONT, MDU, MSTP, OTN, etc.

### Servers & Storages
Servers, Storages, and related hard drives, memories, etc.

## Top brands

CISCO · FORTINET · Hewlett Packard Enterprise · JUNIPER NETWORKS · DELLEMC · Ruckus WIRELESS

Extreme networks · aruba · UBIQUITI NETWORKS · Polycom · AVAYA · NEC

paloalto NETWORKS · ARISTA · SAMSUNG · vmware · NetApp · BROCADE

SOPHOS · tp-link · D-Link · Mellanox TECHNOLOGIES · Alcatel·Lucent · NVIDIA

HUAWEI · H3C · SANGFOR · Ruijie · ZTE · ASUS

Lenovo · YM · inspur · Alibaba Cloud

### Networking
Routers, Switches, Firewalls, Wireless, Unified Communications

# / What Solutions Do We Provide?

## Challenges You are Facing…

**75%**
Meeting customer demand for customization and personalization

**70%**
Supply chain disruptions and instability

**69%**
Ensuring product and service quality and reliability

**65%**
Rapidly changing technology landscape

**More…**

## You Have Challenges. We Have Solutions.

As an ICT supplier, we understand that there are several challenges that we need to address to remain competitive in the market. Therefore, for our customers, we have developed solutions that focuses on four key areas:

**Supply Chain Stability**

**Professional Technical Solutions**

**Local Customized Services**

**Digital Management**

# A Reliable Supply Chain Makes IT Procurement Easier

# Experts Tailor-made Professional Technical Solutions for You

## To ensure supply chain stability we focus on 4 key areas:

### Inventory Management
We have more than $4,000,000 inventory to meet customer demand, while avoiding excess stock that can lead to increased costs and waste.

### Procurement Channels
We have more than 500 reliable vendors , mainly in Asia, America, Europe, Africa, etc., to ensure a steady supply of original products.

### Authorized Certifications
To ensure that the products we offer to our customers are genuine and of high quality, our partners and we won authorized certifications from reputable ICT brands such as Cisco, HPE, Dell, Fortinet, Juniper, etc.

### Supply Chain Management
By deeply cooperating with reliable companies like FedEx, UPS, and DHL, and using advanced warehousing systems and inventory management methods, we ensure accurate and timely fulfillment of customer orders.

### Networking
A wide range of network solution services, from understanding customers' needs to designing solutions, including:
- Data Center Networks (TCP/IP Network, FC Network, IB Network)
- Campus Networks (Wired & Wireless)
- Office Networks

### Data Center
Professional data center full life-cycle services and solutions, including:
- High-performance Computing
- Business Continuity
- Big Data
- Artificial Intelligence
- Intelligent Storage

### Optical Access/Transmission Network
Full optical POL solutions based on advanced PON technology applied to LAN, including:
- Data Center OLT (Optical Line Terminal)
- Middle Passive Splitter ODN (Optical Distribution Network)
- Access Point End ONU (Optical Network Unit)

## / What Solutions
## / Do We Provide?

# Benefit from A Vibrant Global Partnership Ecosystem, Wherever You Are

Over 300 local partners from major business areas across the world have been drawn to our Global Partner Program, forming a dynamic partnership ecosystem with us to deliver prompt, localized services to customers worldwide.

12
North America

34
Europe

43
Asia

203
Africa

27
South America

24
Oceania

**6**
Continents

**70+**
Countries

**300+**
Enterprise Strategic Partners

**700+**
Local Sales Representatives

# The Powerful Digital Management Improves Us, and You

We have forged a strategic partnership with Oracle to build our cutting-edge digital cloud platform. This collaboration has enabled us to achieve unparalleled digital transformation, resulting in enhanced service efficiency and an exceptional customer experience. Our innovative platform delivers effective solutions to our customer services, ensuring that our customers receive the highest quality service possible.

Router-switch.com    ORACLE

# Trusted by Individuals & Industry Leaders

**We interact with and listen to global customers to create the solutions they want and need.**

CF Bank | COMCAST | COX | CROWN CASTLE | T· · | DIGI | Charter Communications | amazon.com | Walmart | DHL | FedEx | TOYOTA | VW | Mercedes | SoftBank

VOCUS | vivendi | Frontier Communications | Granite | gtt⁺ | Jio | TNT | HYATT | Timberland Bank | Peduase | SHERATON | PLDT | Mediacom | SHANGRI-LA

VONAGE | kpn | kt | maxis | MTC | NTT | Cincinnati Bell | Alberta | THE ICON

OPTUS | PLDT | Singtel | TIM | TURKCELL | vodafone | SK telecom | FNU | | | |

UNISZA | FOUR SEASONS | AUGUSTO | Royal Hotel | LG U⁺ | PHILIPS Healthcare | HSBC | Singtel | HOCHSCHULE LUZERN

oi | AIS | OPTUS | PLDT | M N | t | VOCUS | P&G | Virgin

# What Stories Do We Have with Our Customers?

## Heartfelt Testimonials from Valued Customers

Our partnership with Router-switch.com combines our deep understanding of the local market and customers with their expertise in technology and efficient product delivery. Together, we have resolved complex issues and helped customers build cost effective network systems. This fruitful collaboration reinforces our commitment to delivering exceptional solutions that meet our clients' unique requirements.

——Peter Areke, Kenya, 2022

We have been working with Router-switch.com for several years and have always been impressed with their exceptional product quality and service. Their products are reliable, efficient, and cutting-edge, and their team is highly responsive, knowledgeable, and committed to customer satisfaction. We have relied on them for all of our network system needs and have never been disappointed. We highly recommend this company to anyone looking for high-quality products and top-notch service.

——Harry Terence, United States, 2021

On behalf of myself and the rest of the team, I want to express our sincere thanks and appreciation for your kind gesture in this difficult time. During the COVID-19 pandemic, you have stood by us in the darkest of time and for that, we are very grateful.

—— Valentine Victor Kawa, Sierra Leone, 2020

I recently started working with Router-switch.com for our networking needs, and I have to say that I am extremely impressed with their level of service and expertise. From the very beginning, their team took the time to understand our requirements and provided us with a customized solution. But what impressed me most was their willingness to go above and beyond to ensure our satisfaction. They took the time to answer our questions and provide guidance throughout the entire process. Their commitment to building a relationship based on trust and mutual respect is truly admirable. I have complete confidence in their ability to deliver the highest quality products and services, and I look forward to continuing our partnership for many years to come.

——Natalie Brown, United Kingdom, 2019