

# Life at the Top Chapter 978

A business negotiation, especially those involving equity, was a harsh battle between decision-makers of both parties from the moment they locked gazes.

After all, any change in percentages of shares held or investment quota during follow-up negotiations would involve astronomical prices. This was not a business transaction involving a few dozen or hundred bucks, but rather tens of millions.

Especially in large mergers and acquisitions cases, in which tens of billions of US Dollars were involved.

Such affairs could not be treated carelessly.

It was a good sign if Jasper had managed to suppress Wayne's overwhelming aura right at the start.

Upon reading the entire company evaluation report, Jasper also realized that history had not changed too much. Not when it came to Wayne or Abbylon, at least.

Wayne was still catering to small and mid-sized enterprises, trying to make his dreams of a global sourcing website a reality.

"The main idea of my 8861 website is to create a platform for wholesalers on the internet. Here, suppliers from all over the world can showcase their products, and other enterprises or customers can purchase straight from the source, or sell their own goods according to their needs!

“This project will solve the issue all SMEs have with sourcing and selling goods, and this function will have the platform widely welcomed by all enterprises of all sizes.

“To tell you the truth, we already have 800 thousand members on our website and I’m sure we’ll reach 1 million by the end of the year.”

Jasper nodded as Wayne spoke.

‘Indeed. According to history, 8861 will gain 1 million members a little later in the year.

‘But so what?’

‘History will also prove that 8861 is at an innate disadvantage.’

“So, you’re telling me that since large enterprises have their own branding and specific sales channels, they won’t share this issue that SMEs are actually suffering from. Therefore, you want to create an information platform whereby everyone can share their data and people can simply take what they need.”

Wayne replied excitedly, “Yes, exactly. You’re as smart as I thought, Mr. Laine. You immediately understood what I meant.”

Giving a short laugh, Jasper put down the document and sipped his tea before he spoke, “Let’s not talk about the problems your website has yet, Mr. Marlon. Let me ask you instead, do you know that I own the country’s largest internet companies, Sena and Terizone?”

Wayne nodded. “I do. You’re the most capable man when it comes to the country’s dot-com enterprise, Mr. Laine. That’s why we came to look for you.”

“You’re too kind, Mr. Marlon, but the country is filled with promising talents, and I wouldn’t dare call myself this so-called ‘most capable man’.”

Jasper smiled and continued, “What I’m trying to say, Mr. Marlon, is if I have either Sena or Terizone create a similar website tomorrow, how long do you think it’ll take before 8861 starts losing money?”

When they heard that, both Wayne and Jose’s expressions changed dramatically.

Sena had full market control of the country’s online games and web portal, while Terizone had millions of email subscribers and tens of millions of subscribers.

Even Wayne and Jose were subscribers to Terizone’s KK.

If those two companies were to replicate 8861’s business model, then 8861 would certainly fall in less than three months.

After all, there was just too big a difference between them. 8861 could not even hope to compete.