Company Simple Profile

Primus IT mainly engaged in the development, production and solutions of optical transceiver and the components.

Target customers type

Who has rich experience in system integration and technical service in the optical communication market,like

1. optical transceivers distributors(OEM/ODM/Brand authorized agent)
2. optical transceivers Retailers(OEM/ODM/Brand authorized agent)
3. ICT System integrator
4. equipment manufacture
5. IT solutions providers

Support for customers

all technical and business support we can provide,included:

1.Product information(Catalogue,technical Parameters…）

2.Test report

3.Product customization(OEM/ODM)

4.Samples supply

5.Competitive price

6.Delivery time support

7.After-sales support

8.local warehouse (For long-term partners ,we can build the customers local warehouse to help customers reduce the cost)

Advantages

1.Moderate offer

(we promise to provide the cost-effective products ,not the lowest price in the market)

2.Stable supply capacity

(We have We work closely with the best upstream manufacturers in the industry to maintain stable production capacity even when the upstream materials are scarce.)

3.Passed certifications

(ISO9001, ISO14001, CE, UL, TUV, FCC,SGS)

4.Local warehouse

(For countries with denser customers, such as North America and Europe, we have third-party warehouses. It is also planned to open warehouses in the Middle East for half a year, so as to ensure the rapid delivery of orders and the timely processing of spare parts replacement.)

5.Supplier certification

We are right now is in a supplier certificate by the supplier of ZTE and HUAWEI.All inspection certification is by the standard of ZTE and HUAWEI.

6.R & D capabilities

(We have strong R&D and manufacturing capabilities and have passed many certifications. Currently, 100M-100G can be mass-produced, and 200-400G is under development.)

7.Cost control

7.1 material cost :

we do not use used devices or components to control costs, but will show differences in product stability and reliability.

7.2 manufacturing costs :

we will use automated packaging technology to improve production efficiency and product consistency, reducing labor costs.

7.3 R&D cost :

We have adopted differentiated design, including product performance optimization. For example, most manufacturers of QSFP-ER can only achieve transmission distance of about 30KM, and our products are optimized to transmit more than 40KM. For another example, our SFP-EX can achieve a transmission distance of about 60km through the 1310nm FP laser, which greatly enhances the redundancy of the customer in the design of the solution and ensures the reliability of the transmission.

8.Business support

8.1 Our account manager will do a one-to-one instant docking with the customer to ensure the smooth execution of each order. We will process the customer's sample requirements as soon as possible, and we promise that the sample delivery period will be no longer than 5 working days without any structural modifications. For conventional products, we do not make the lowest price in the market, but will provide reasonable and competitive product quotations to ensure long-term win-win between the two parties.

8.2 We also regularly provide our partners with promotional information in this regard. We do not impose any commercial exclusivity restrictions on our partners, and we believe that price/performance is the best exclusivity clause.

9.Multiple roles

We are not a pure manufacturing company, we hope to provide end users with more added value such as product application solutions, system integration services, after-sales maintenance and other technical support. We emphasize cooperation and win-win, so we have been developing new business partners, such as system integrators, network maintenance teams, channel development partners, through which we can provide localized

technical support and services to our overseas customers. To maximize the customer experience.

10.Product traceability

Our product quality control system guarantees traceability of all our products, and every quality control point will be recorded. If there is any problem with the quality of the product, we can quickly know which point is wrong.

Trade reference and projects

1.Slovakia, ANTIK, IPTV project
2.Germany ,ETREE , network equipment
3.Kosovo , Clastertech, network equipment
4.United States , Centrics IT, Data Center Projects
5.Pakistan, ITE company, network equipment
6.Argentina, MULTIRADIO, 4G LTE project
7.Austria ,EONETIX, network equipment
8. ......

Annual sales of $12,000,000

Facility basic information

At present, our factory mainly includes R&D, pilot test, reliability test, QC, warehouse, component packaging workshop, module production workshop and other major departments, including 12 R&D engineers, 65 production personnel, total number of 110 people, and 4 production lines. The total plant area is 2,500 square meters, the current production capacity is 100K / month, and the plan is to expand to 150K / month at the end of the year. The factory has passed ISO9001 quality system certification.

Main Products in 2018

The main product line of 2018 includes 25G SFP28 /40G QSFP+ /100G QSFP28

Compatible brands

Alcatel	Arista	Cisco	ZTE
Allied	Brocade	DELL	Nortel
Telesis	Broadcom	Extreme	Juniper
Aruba	Finisar	HP	NOKIA