

Hula Networks Buy Back Service

Over the past 20 years, Hula Networks has developed an effective and efficient IT equipment buyback program designed to save your business time and money. We collaborate with a broad range of both national and international clients, including enterprise (from Fortune 1000 to SMB), service providers and government entities. Hula has the reach and expertise to service customers worldwide and within a multitude of industries.

The Goal

Our buyback program is designed to mitigate costs to your IT budget and save you time by leaving inventory management and logistics to our asset specialists.

Our team has a combined sixty years of experience and more than 2,000 customers worldwide. We'll use our logistical and technical expertise to identify and catalogue your network assets, both operational and obsolete. Based on our analysis, you decide whether you want to trade your gear in or sell it outright. Working with us is a great way to open up a new source of revenue for your IT budget.



The Process

Analyze the market and make you an offer on your equipment.

We will analyze the current market value of your legacy and decommissioned IT equipment and provide you a tailored buyback solution. We focus on current market trend and evaluation of reseller pricing. Based on these two parameters, we then make the most competitive offer possible for your equipment.



All of our bids are based upon equipment being either a commodity (high demand) or niche (low demand) product. For commodity products that we stock, we will determine market value and can turn around bids within 24 hours.

Depending on the needs of your company, we can apply the value of your hardware toward the purchase of new equipment or pay you cash.

Ship your gear to Hula HQ.

Once we have agreed on a price for your equipment, we'll get it shipped to our warehouse. If your business is located in the Bay Area, we will personally pick-up, process and dispose of your end-of-life network equipment right from your designated sites.

If we can't physically pick up your gear, we'll cover the shipping cost and ship on our FedEx account.

Whether you're located in San Francisco or Dubai, we'll make sure to get the job done and our team will be available and responsive during each step of the process.

Shipping guidelines

We have prepared a few shipping parameters to ensure that all equipment shipped arrives safe and sound. It is important to minimize any movement of packed equipment while being shipped, especially for international transactions.

- Ensure all equipment is shipped in thick double-walled cardboard boxes, wrapped in 4-5 layers of bubble wrap, foam popcorn or foam to elevate any open areas for movement in shipping.
- Enclose with at least 2 inches of padding around all sides of units.
- Cards need to be enclosed in a static bag prior to being wrapped in bubble or put in a pizza box.
- Any boxes weighing over 75 lbs. please call or email prior to shipment. Make sure equipment is palletized.
- Multiple items in a box need to be wrapped individually.
- Include any accessories rack mounts, power and console cables needed.
- New equipment needs to be double boxed. DO NOT tape over Cisco tape or labeling.
- Palletized items need to be boxed and padded between before placing on the pallet.



Test the equipment and issue payment or trade-in value.

Once your gear arrives at Hula, we'll verify the part numbers and test for operability and functionality in our ESD certified state of the art warehouse and testing facility. Upon completion of testing, we will overnight payment to you in the form of check, wire transfer, or PayPal.

Why choose Hula?

Success in the secondary market is highly relationship driven. In order to ensure future opportunity, it is vital to have our supply chain in good withstanding, as well as maintain a standard of exceptional service and responsiveness.

We value our good reputation in this industry and the relationships we've cultivated with our clients. Over the last decade and a half, we have achieved our good standing by exercising fair market business practices and following through with all phases of the transaction, including shipping.

Hula Networks is looking for long term partnerships. These partnerships cannot be developed unless the process is fair and competitive. We aren't interested in jeopardizing our reputation for the sake of a single monetary gain. We strive to meet the expectations of our partners and are always willing to listen to feedback with regard to any certain bid.

We want to work together and become part of your company's process. We can save money in your IT budget and time for your business by assisting inventory management in the ever changing market of networking hardware.



Contact your Hula Sales Rep for more details!