

# What Makes Hula Networks Different

## Direct Certified OEM Relationships

Adtran, Brocade Communications, Nimble Storage, Ruckus Wireless & many more.

## High-Level Engineering Support, Design, Training

### Certifications

CCIE, CCDP, CCSP, CCSI, JNCIS, JNCIP, JNCIE, JNCIA-J, JNCI, MCSE, BCNE & many more.

### Vision

As a leading Systems Integrator, Hula Networks is the ideal company to provide consultation for your network services. Our expertise in IT infrastructure makes us a natural complement to the telecommunications services that connect applications to end-users. With our engineering and design expertise on your side, you can spend less time worrying about rising hardware and energy costs and more time running your business.

### Focus

High End routing, switching, VOIP, CPE programs, Network Design and integration services.

### Ability

Includes design, deployment, verification and troubleshooting for major telecommunications providers including LEC's, CLEC's ILEC's, and enterprise businesses across the globe. Projects include MPLS rollouts, DSL aggregation rollouts, ISDN/ATM integrations, EVDO backhaul over IP projects and Packet Cable (Voice) verification/preliminary assessment and testing procedures. From an enterprise standpoint, we have worked with voice from key systems and PBXs all through Cisco's UCM and router-based projects.

### Our Wireless Focus

We offer full turnkey wireless solutions. We specialize in new Ruckus Wireless, Aruba Networks, Adtran (Blue Socket), and refurbished Cisco Systems. Hula Networks can be your "one-stop-shop". Our engineers can implement a wireless solution that fits your specific needs. You may be looking for an entire wireless network or just engineered installation plans so you can have your own electricians install pre-configured hardware. Hula Networks' wireless engineering team provides a number professional services options. Our experienced engineers can design your new wireless network using leading edge virtualization tools. We can provide project management for your entire WLAN installation.

- Indoor and Outdoor Wireless Network Design
- RF Spectrum Analysis
- Site Survey (Pre and Post Deployment)
- Wireless Network Installation
- Hardware Sales, Configuration and Support
- WLAN Troubleshooting

### **Logistics Management**

Hula Networks is in a position to help with inventory management, contract management, kitting services, staging, testing, quality assurance, shipping and receiving.

- Asset Recovery Services / Flexibility – Hula Networks provide customers with the logistical and technical expertise to assist our customers with the identification, cataloging and disposition of network assets both operational and obsolete.
- Kitting (one vendor one contact)
- Staging (expedite time to market)
- Testing and Quality Assurance
- Shipping and Receiving

### **Pre-owned Equipment**

(no lead-time, 1 year warranty: greater than OEM, and aggressive discounts ranging from 50-95% off)

### **Single Point of Contact**

From design to post-install bill review. We own your project and eliminate the common finger pointing that occurs in telecommunications

### **RFP Response Leverage**

Hula Networks is customer centric and OEM agnostic.

### **Stocking Packages**

Hula can help streamline operations in house and eradicate current lead-time issues.

### **Hula Networks Asset Recovery Services**

- Hula Networks can help your company re-coupe monetary value assets via three primary practices
- Cash Offer
- Equipment Exchange
- Consignment
- Reduce expenses with proper disposal of e-waste goods

### **Flexibility**

- Increase visibility of out of production equipment
- Hula Networks will customize an asset recovery program that best suits your individual needs and requirements

### **Pre-Owned Equipment**

- Inventory – Over 20 million dollars of on hand inventory
- Testing – Rigorous 12 point inspection process
- Warranty – Standard 90 days warranty with both one and two year extended warranties are available on all pre-owned network equipment.

### **Key Market Differentiators**

- Customer Centric and OEM agnostic
- The highest level technical support available
- High level discounts on all OEM equipment
- 1 year warranty
- Stocking programs designed specifically to fit your need
- Asset Recovery programs
- Great customer service
- Local inventory
- Same day local deliveries
- Flexibility



Contact your Hula Sales Rep for more details!