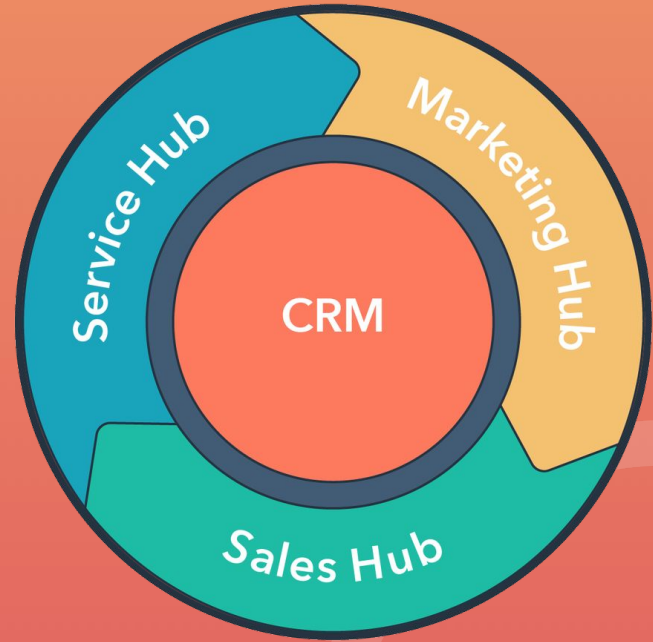
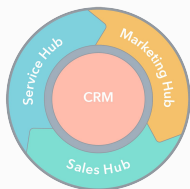


The HubSpot Growth Platform

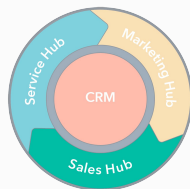


Hubspot offers a full stack of products for marketing, sales, and customer relationship management that are powerful alone, and even better when used together.



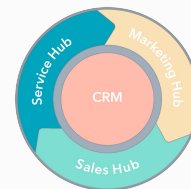
Marketing Hub

Attract and engage new customers by creating relevant, personal marketing.



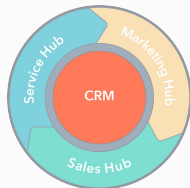
Sales Hub

Build an efficient process to engage your prospects and turn them into customers.



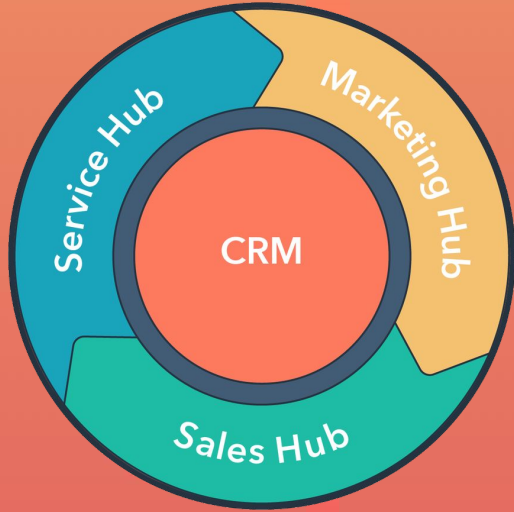
Service Hub

Engage, guide, and grow better with your customers, turning happy people into promoters.



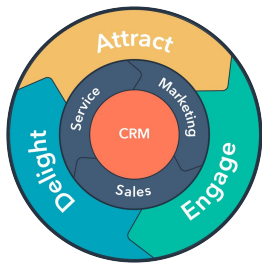
HubSpot CRM

The free CRM system for growing businesses that your team will love.



HubSpot CRM





HubSpot CRM

The free CRM system for growing businesses that your team will love.

Free

Conversations

Contacts

Companies

Deals

Tasks & Activities

HubSpot CRM:

Conversations Coming soon

Conversations is a universal, collaborative inbox that brings together messages from live chat, team email, and Facebook Messenger so you can view, manage, and reply to conversations from prospects and customers in one central place.

The screenshot displays the HubSpot CRM interface for the 'Conversations' module. At the top, a navigation bar includes 'Contacts', 'Conversations', 'Marketing', 'Sales', 'Service', 'Automation', and 'Reports'. Below this, a 'Support inbox' section provides filters for 'Status: All', 'Channel: All', 'Assignee: Cody Wilson', 'Tags: None', and 'Date: All time'. A sidebar on the left lists conversation categories: 'All conversations' (63), 'Assigned to me' (3), 'Unassigned' (2), 'Email' (50), 'Chat' (13), 'Bots' (4), and 'Filtered' (15). The main area shows a list of recent conversations with contact names and timestamps, each with a corresponding action button (EMAIL or CHAT). A detailed view of a conversation from 'Johnny Appleseed' is shown on the right, with a subject line 'Need help syncing my account'. The message content includes a greeting, a request for help, and a thank you. A response from 'Cody Wilson' is visible below, starting with 'Hi Johnny,' and explaining a bug. A 'Reply' button is located at the bottom of the message view.

HubSpot CRM:

Contacts + Companies

HubSpot CRM organizes everything you know about your contacts and their companies in a single place. Store data in custom fields, browse a timeline of past interactions, and communicate with your contacts from a single unified view.

The screenshot displays the HubSpot CRM interface. On the left, a contact profile for Emily Keefe is shown, including her name, affiliation with Xavier University, and an 'Actions' button. Below this, the 'About Emily Keefe' section shows a lead date of 12/06/2016 9:27 AM EST and buttons for 'View all properties' and 'View property history'. The 'Emily's Company' section features the Xavier University logo, name, and website URL, along with a 'Name' field and another 'Actions' button.

On the right, a communication panel is visible. At the top, there are options for 'New note', 'Email', 'Call', 'Log activity', and 'Create'. Below these are tabs for 'Templates', 'Sequences', 'Documents', and 'Meetings'. The email content shows it was sent to Emily Keefe (ekeefe@hubspot.com) from Lauren Pacifico (lpacifico@hubspot.com) with the subject 'Add a subject'. The body text says 'Type something brilliant...'. A rich text editor at the bottom of the email content includes options for bold, italic, underline, link, list, and font size.

Below the email content, a calendar view for December is shown. A notification bubble indicates a meeting with Emily Keefe. Below the notification, a chat window titled 'Chat about Sales platform' is open, displaying a call link (<https://www.uberconference.com/lpac>), dial-in number (401-283-6228), PIN (52890), and a duration of 1 hour.

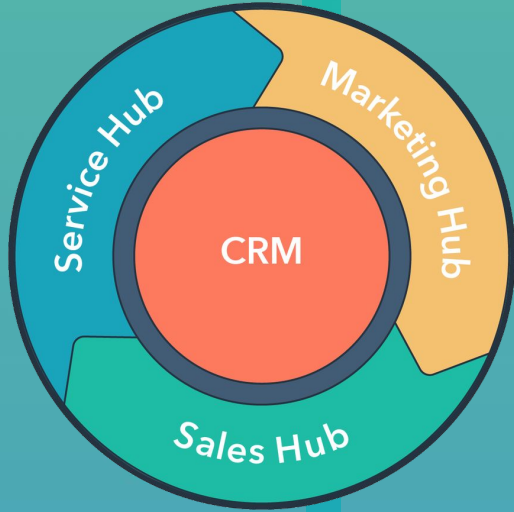
HubSpot CRM:

Deals + Tasks

HubSpot CRM gives you everything you need to manage your sales pipeline and your customers across the entire lifecycle. Track and manage deals across the sales process. Organize tasks and attach them to the contacts and companies in your database.

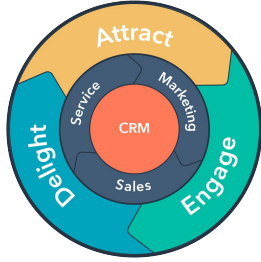
The screenshot shows the HubSpot CRM interface for managing deals. At the top, there is a navigation bar with 'Sales', 'Dashboard', 'Productivity', 'Content', 'Social', 'Contacts', 'Reports', and a search bar. The main heading is 'Deals', with 'Table' and 'Pipeline' tabs, and a search box for deals. On the left, there are filters for 'Pipeline' (set to 'Sales Pipeline') and 'View' (set to 'Standard'). Below these, it indicates '84 deals' and an 'Add Filter' button. The main area displays a pipeline view with two columns: 'APPOINTMENT SET' (32 deals) and 'APPOINTMENT COMPLETED' (21 deals). Each deal card shows the deal name, value, and close date, along with a contact profile picture. The total value for the 'APPOINTMENT SET' column is \$400, and for the 'APPOINTMENT COMPLETED' column, it is \$800.

APPOINTMENT SET	32	APPOINTMENT COMPLETED	21
\$100 Biglytics - New Deal Close date: 10/25/16		\$150 HubSpot - New Deal Close date: 10/20/16	
\$200 Hub.IO - New Deal Close date: 10/31/16		\$250 BigDataX - New Deal Close date: 10/31/16	
\$100 Change.Jy - New Deal Close date: 10/24/16		\$100 Mauiventures - New Deal Close date: 10/31/16	
		\$300 Traditionsoft - New Deal Close date: 10/31/16	
Total: \$400		Total: \$800	



Sales Hub





Sales Hub

Sales Hub helps you build an efficient process to engage your prospects and turn them into customers.

Starter

- Live Chat
- Templates & Sequences
- Documents
- Calling
- Notifications
- Prospects
- Meetings

Professional

- Everything in Starter, plus:*
- Team Management
 - Automation
 - Predictive Lead Scoring
 - Products & Quotes
 - Smart Features
 - Recommendations

Sales Hub Starter:

Conversations + Live Chat

Conversations is a universal, collaborative inbox that brings together messages from live chat, team email, and Facebook Messenger so you can view, manage, and reply to conversations from prospects and customers in one central place.

The screenshot displays the HubSpot Conversations interface. At the top, there is a navigation bar with tabs for Contacts, Conversations, Marketing, Sales, Service, Automation, and Reports. Below this, the 'Support inbox' is shown with a filter for 'Assigned to me' (3 items). A list of conversations is visible, including one from Johnny Appleseed (3m), Jason Williams (2hr), and Jackie Simpson (1d). The main view shows a conversation thread with a subject line 'Need help syncing my account'. The thread includes an email from Johnny Appleseed and a reply from Cody Wilson. A 'Reply' button is visible at the bottom of the thread. In the bottom left corner, there is a status indicator for 'Available'.

Sales Hub Starter:

Templates, Sequences & Snippets

Craft personalized templates for every stage of the sales process, and share them across your team.

Tee up a timed series of email messages based off your templates with Sequences.

Save time by saving short “snippets” of text you can easily drop into your emails using keyboard shortcuts.

The screenshot displays the HubSpot Sequences interface. At the top, the 'Hub' logo is visible. Below it, the 'Mail' menu is open, showing options like 'Inbox (2)', 'Starred', 'Sent Mail', 'Drafts (5)', and '_Outbox'. The main content area is titled 'Sequences Meeting Follow Up'. It shows a sequence of two emails: 'EMAIL 1' (Thu 9/14) and 'EMAIL 2' (Tue 9/19). The 'Start sequence at' dropdown is set to 'Email 1', and the 'End sequence at' is set to 'My contact'. The 'Send email on' date is '09/14/2017' at '7:10 PM'. The email content includes a 'Biglytics Recap' section with the following text: 'Hey Jeffrey, Great connecting with you. We covered a lot on the call so I want links. Biglytics - \$50/month per user Custom Objects - Unlimited Advanced Reporting - Unlimited Advanced Permissions Unlimited Events - Unlimited usage events'. At the bottom, there are 'Start sequence' and 'Cancel' buttons, and the 'To' field is set to 'jrusso@hubspot.com'.


Sales Hub Starter:

Documents

Build a library of helpful sales content for your entire team, share documents right from your Gmail or Outlook inbox, and see which content closes deals.

When a lead clicks an email link to open your document, or shares it with a colleague, we'll notify you instantly on your desktop. Get aggregate data about how your sales content is helping to move your sales process forward.




[← Back to documents](#)



About HubSpot

SHARES	VISITORS	VIEWS
145	11	17

Visitors

NAME	
	Joseph Cavallaro
	Kristen Kelley
	Julia McCarthy

Sales Hub Starter:

Calling

Use data from your HubSpot CRM to prioritize your best calls, and set up a daily calling queue. Just one click connects you to a prospect through Voice Over IP or your desk phone.

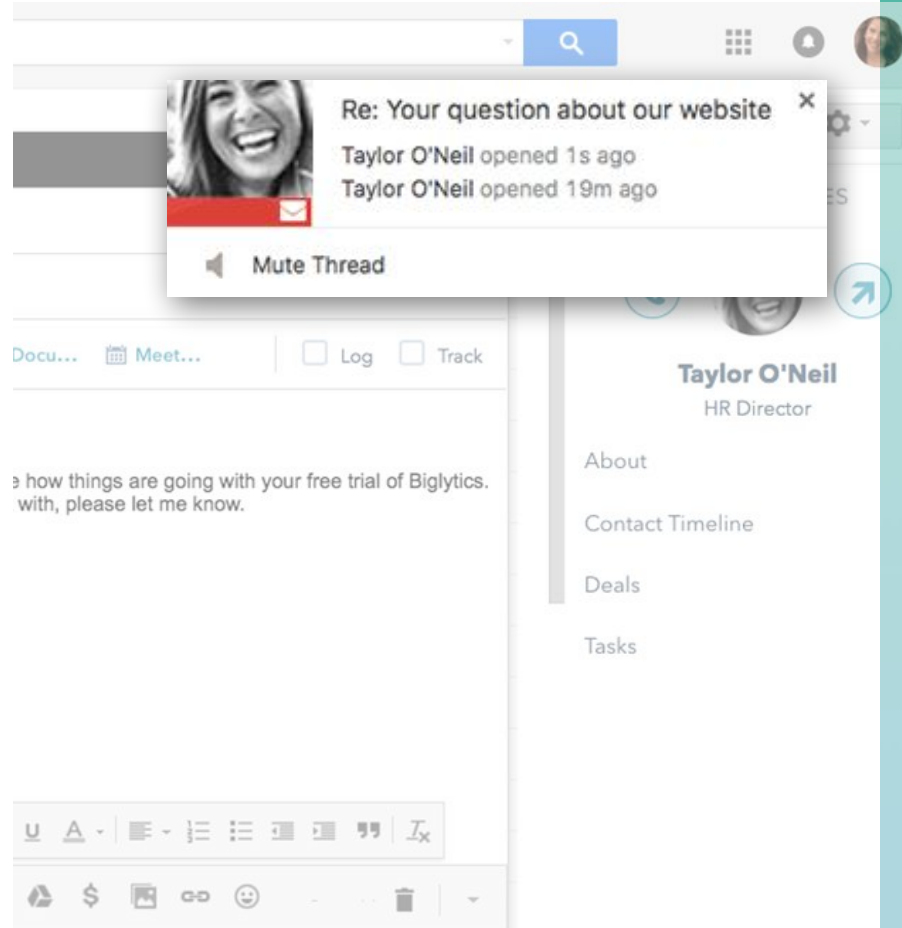
The screenshot displays a HubSpot calling interface. At the top, a green bar shows "Connected to: +18603020709" and a timer at "0:08" with a red hang-up button. Below this is a "Contacts" section with a back arrow. The main contact card for Taylor O'Neil, HR Director at PKGD Marketing, includes a profile picture, an "Actions" dropdown, and a warning: "This contact is not currently eligible to sync." with a "Details" link. To the right, there are buttons for "New note" and "Email", a text input for "Take notes on this call...", and a "Hang up" button. Below the contact card is an "About Taylor O'Neil" section with fields for "First Name" (Taylor), "Last Name" (O'Neil), and "HubSpot Owner". On the far right, a calendar snippet shows "September 2" and a notification "You made a" with a checkmark icon.

Sales Hub Starter:

Notifications

Use notifications to follow up seconds after a lead opens an email, clicks a link, or downloads an important document. Our built-in activity stream automatically logs each lead's email actions inside your browser or in Sales Hub.

Open, click, and reply data helps you hone in on which email templates and sequences are most effective.



Sales Hub Starter:

Prospects

Track prospects' visits to your site in real time, determine which companies are the most engaged, and set up custom email notifications for your team.

Sort prospects using dozens of different filtering criteria like geography, company size, number of visits, and more.

Visits

< Back

Filtering on "All visits"

Add filter

Filter visits by...

MOST USED PROPERTIES

City

Postal Code

State/Region

ALL PROPERTIES

Prospect properties

Address

City

Country

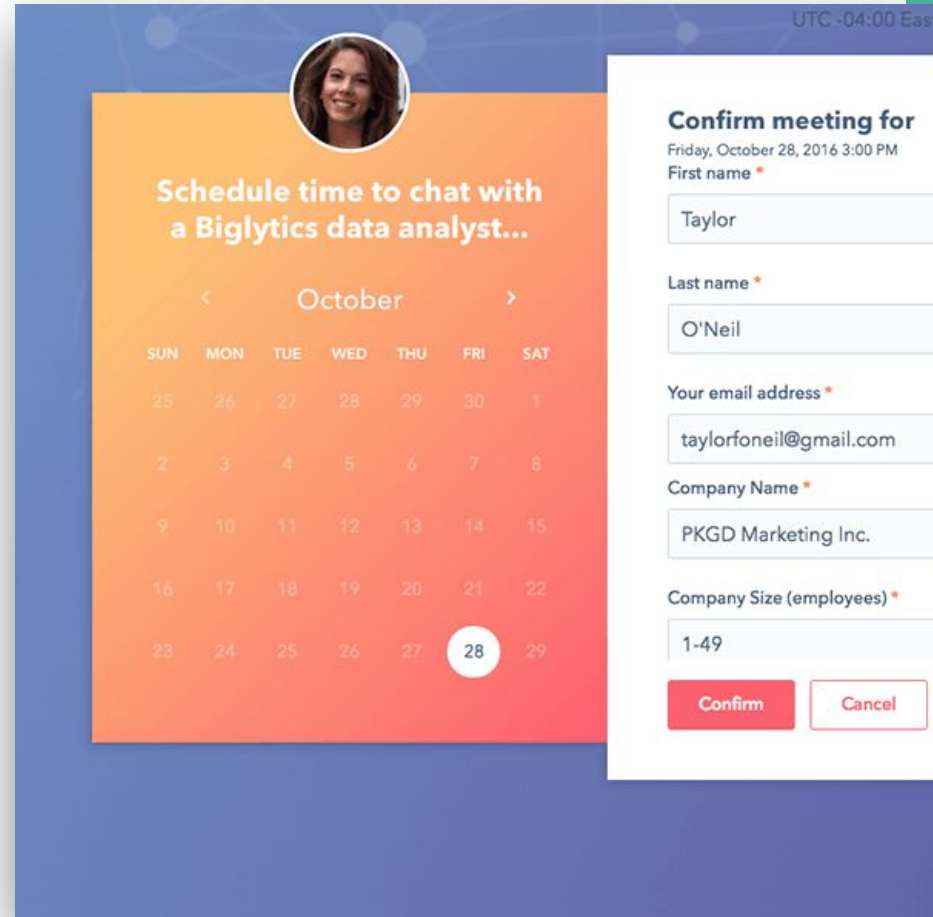
<input type="checkbox"/>		NAME
<input type="checkbox"/>		netBlazr
<input type="checkbox"/>		Boston University
<input type="checkbox"/>		Bicon, LLC
<input type="checkbox"/>		Massport
<input type="checkbox"/>		Brightcove
<input type="checkbox"/>		Suffolk University
<input type="checkbox"/>		Partners HealthCare
<input type="checkbox"/>		Massachusetts Convention C...
<input type="checkbox"/>		Motion Recruitment Partners...

Sales Hub Starter:

Meetings

Put the power to book meetings in the hands of your prospects. Meetings sync to your Google or Office 365 calendar, so your schedule is always up-to-date. As prospects book meetings, automatically create new records or log the activity in your CRM.

UTC -04:00 East



Confirm meeting for
Friday, October 28, 2016 3:00 PM

First name *

Last name *

Your email address *

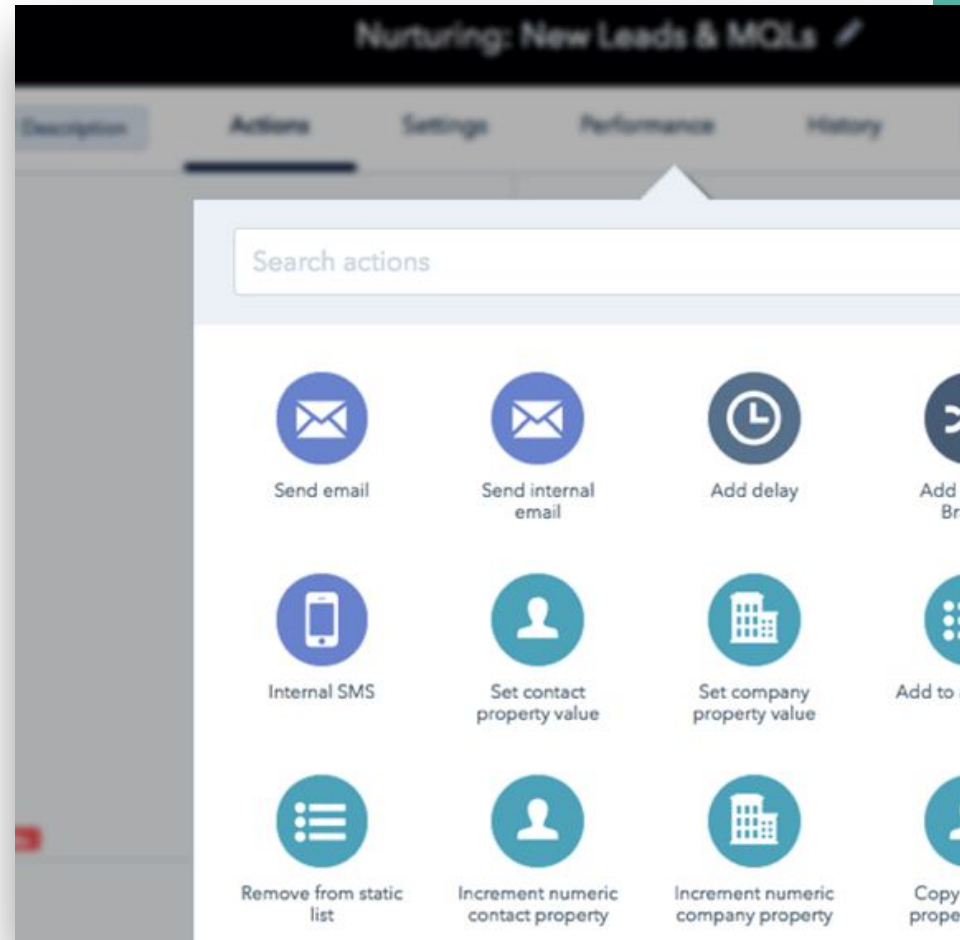
Company Name *

Company Size (employees) *

Sales Hub Professional:

Automation

Automate common management tasks like assigning leads, alerting reps when contacts take specific actions, creating tasks, and more.



Sales Hub Professional:

Predictive Lead Scoring

Predictive Lead Scoring takes hundreds of demographic and behavioral factors into account to automatically score contacts based on their likelihood to buy.

The screenshot displays a CRM contact profile for Emily Keefe at Xavier University. The profile includes a profile picture, name, and company. Below the profile, there are sections for 'About Emily Keefe' and 'Emily's Company'. The 'About Emily Keefe' section shows the date she became a lead: 12/06/2016 9:27 AM EST. The 'Emily's Company' section shows the Xavier University logo and website URL: http://xavier.edu. A predictive lead scoring overlay is shown on the right, displaying a score of 52. The overlay lists positive factors: 'Original Source Type is Social Media' and 'Job Title is Data Scientist'. It also lists negative factors: 'Emails Opened is 1 - 3' and 'Company Size is 1 - 10'. A link to 'Learn more about your model' is provided at the bottom of the overlay. The background interface shows navigation options like 'New note', 'Email', 'Call', 'Log activity', 'Templates', 'Sequences', 'Documents', and 'Meetings'.

Emily Keefe
Xavier University

Actions

About Emily Keefe

Became a Lead Date
12/06/2016 9:27 AM EST

View all properties View properties

Emily's Company

Xavier University
http://xavier.edu

Name
Xavier University

Predictive Lead Scoring

52

Positive Factors

- Original Source Type is Social Media
- Job Title is Data Scientist

Negative Factors

- Emails Opened is 1 - 3
- Company Size is 1 - 10

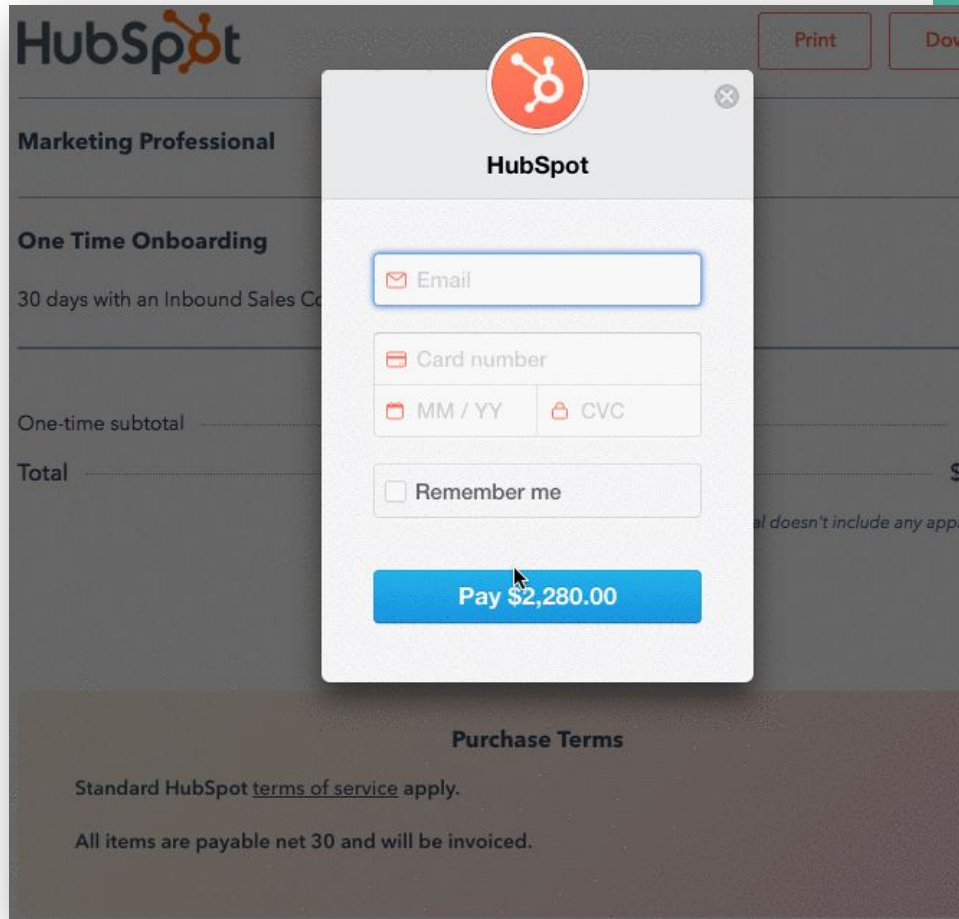
[Learn more about your model](#)

Sales Hub Professional:

Products & Quotes

Products makes it easy to build a library of products that your sales team can easily add to deals inside HubSpot.

Quotes allows your sales reps to quickly configure a quote right inside HubSpot using your contact, company, and product data. Send a shareable link to your quote, and even allow your prospect to pay using a credit card or EFT.



The screenshot displays the HubSpot checkout process. At the top left is the HubSpot logo. Below it, the text "Marketing Professional" is visible. A modal window is open in the center, titled "HubSpot" with a close button (X) in the top right corner. The modal contains a form with the following fields: "Email" (with an envelope icon), "Card number" (with a card icon), "MM / YY" (with a calendar icon) and "CVC" (with a lock icon), and "Remember me" (with a checkbox). A prominent blue button at the bottom of the modal says "Pay \$2,280.00". In the background, a payment summary is partially visible, showing "One-time subtotal" and "Total". At the bottom of the page, there is a section for "Purchase Terms" which states: "Standard HubSpot [terms of service](#) apply." and "All items are payable net 30 and will be invoiced." Buttons for "Print" and "Download" are visible in the top right corner of the page.

Sales Hub Professional:

Recommendations

Recommendations scores your email templates in real time as a sales rep uses them, offering useful suggestions on how to make messages feel relevant and personal to your prospects.

The screenshot displays the Sales Hub Professional interface. At the top right, there is a link "Skip this co...". Below it, a navigation bar includes "Start: Email 1", "Send follow-ups between:", "Time settings", "GMT-04:00", and "Enable threading". A prominent "Low personalization" warning box is shown, stating: "Your email is only slightly personalized. Try tailoring your email more to your recipient to improve your chance of a reply." Below this, a section titled "Mention a technology used by Amazon" offers suggestions: "Amazon Simple Email Service", "Amazon Associates", and "Omniure (Adobe Analytics)", with a "Show more" button. A "More tips" section follows, with the text: "Effective sales emails don't just happen. Read more about the science behind our recommendations." and a "View links" button. On the right side, a sidebar also displays a "Low personalization" warning. At the bottom right, a button labeled "Enroll Pam" is visible.

Sales Hub:

Closely connected to CRM

Right out of the box, Sales Hub is deeply connected to HubSpot CRM. Track contacts, companies, deals, tasks, tickets and more inside the #1 CRM for SMBs.

Already use a CRM system that you love like Salesforce? HubSpot has a fully supported native integration that is easy to set up and use (Professional and above.)

The screenshot displays the HubSpot CRM interface. At the top, there are navigation options: 'New note', 'Email', 'Call', and 'Log activity'. Below this is a contact profile for Emily Keefe, a contact at Xavier University. The profile includes a circular profile picture, the name 'Emily Keefe', the company 'Xavier University', and an 'Actions' button. Below the profile is a section titled 'About Emily Keefe' with a dropdown arrow, showing the date 'Became a Lead Date 12/06/2016 9:27 AM EST' and two buttons: 'View all properties' and 'View property history'. Another section titled 'Emily's Company' with a dropdown arrow shows the Xavier University logo, the name 'Xavier University', the URL 'http://xavier.edu', and an 'Actions' button. On the right side, there is an email composition window with fields for 'To' (Emily Keefe), 'From' (Lauren Pacifico), and 'Subject' (Add a subject). Below the email window is a rich text editor with formatting options (B, I, U, etc.) and a calendar view for December. A meeting notification is shown in the calendar, stating 'You have a meeting with Emily Keefe'. Below the notification is a chat window titled 'Chat about Sales platform' with a link to join a call, a dial-in number (401-283-6228), a PIN (52890), and a duration of 1 hour.

Sales Hub:

Part of the HubSpot Platform

Sales Hub works in close concert with Marketing Hub, Service Hub, and hundreds of HubSpot Connect integrations. Add additional tools easily, whenever it makes sense for your team.

The screenshot shows the HubSpot Connect interface. At the top, the HubSpot logo is on the left, and navigation links for Software, Pricing, Resources, Partners, and About are on the right. The main heading is "HubSpot Connect" with the subtext "Explore and find integrations with apps and web services you use every day." Below this is a grid of integration cards. On the left, there is a sidebar with a search bar and a list of categories including Advertising, Analytics and Data, Connector, Content, Customer Success, Ecommerce, Email, Events and Webinars, Lead Generation, Live Chat, New and Noteworthy, Productivity, Sales, Social Media, and Video. The integration cards shown include Slack (FEATURED), Shopify for HubSpot (FEATURED), Zapier (CERTIFIED), SurveyMonkey (CERTIFIED), and Salesforce (CERTIFIED). Each card displays the app's logo, name, and a brief description of the integration.

HubSpot

Software ▾ Pricing Resources ▾ Partners ▾ About

HubSpot Connect

Explore and find integrations with apps and web services you use every day.

Showing 1 - 15 of 14

Filter integrations

Search

Categories

- Advertising
- Analytics and Data
- Connector
- Content
- Customer Success
- Ecommerce
- Email
- Events and Webinars
- Lead Generation
- Live Chat
- New and Noteworthy
- Productivity
- Sales
- Social Media
- Video

For Developers

FEATURED

Slack

Slack is a digital workplace that connects you to the people and tools you work with everyday. Tools like HubSpot. Get HubSpot notifications, tasks, and slash commands within Slack with this integration.

FEATURED

Shopify for HubSpot

Now live, this HubSpot built Shopify integration for shared customers. With it you'll be able to sync products, customers, and orders and enable true inbound for ecomm.

CERTIFIED

Zapier

An integration platform that allows you to connect your HubSpot CRM and Marketing data to all the other tools your team uses automatically, eliminating manual effort and saving time.

CERTIFIED

SurveyMonkey

Gain actionable insights into your prospects, leads and customers with SurveyMonkey.

CERTIFIED

Salesforce

Sync HubSpot with Salesforce a fast, reliable, and powerful integration between your databases. No technical s required.

HubSpot is so much more than software.



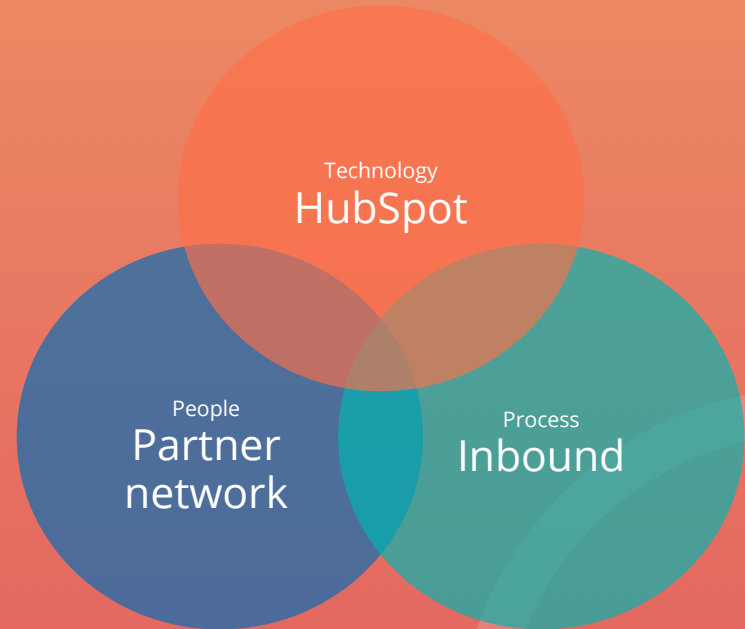
Unlimited phone and email support for Professional & Enterprise customers, for life



Connect with other HubSpot users through the HubSpot Forums or User Groups



Search the Knowledge Base for user guides and help docs



*Not applicable for our free or Starter tools

vipu[®]

HubSpot diamond partner

- Scandinavia's oldest surviving HubSpot partner
- the HubSpot agency which has the highest retention rate in Europe
- Impact Award 2017 winner for sales enablement



Vipu customer success story:

Honkarakenne Ltd

Number of online generated leads in Finland has grown **+305%** in three years by using HubSpot

[Read more >](#)

