

HubSpot
INBOUND 2020
PRODUCT ANNOUNCEMENTS





Iulia Natrapei

Senior Partner Consultant

- seit 3 Jahren bei HubSpot
- über 60 Agenturen und 300 Kunden betreut
- Hunde-Mama



A Note About Forward Looking Statements

This presentation includes statements regarding planned or future development efforts for our existing or new products or services. These statements are not intended to be a promise or guarantee of future availability of products, services, or features but merely reflect our current plans based on factors currently known to us. They also are not intended to indicate when or how particular features will be offered or at what service tier(s) or price. These planned and future development efforts may change without notice. Purchasing decisions should not be made based on reliance on these statements. These statements are being made as of September 22nd, 2020 and we assume no obligation to update these forward-looking statements to reflect events that occur or circumstances that exist or change after the date on which they were made. If this presentation is viewed after this date, these statements may no longer contain current or accurate information.



INBOUND 2020: How Companies Can Thrive in the New Normal







The dream





The reality



Let's help each other stay sane and productive during this crazy time.



How do we thrive in the new normal?



Updates at a glance

Sales Hub Enterprise

Enterprise-grade CRM

Connected CPQ tools (incl. Accounting)

AI-powered sales acceleration

Streamlined sales reporting

Pricing Updates

Marketing Contacts

Marketing Hub

Always easy, now deeply powerful

CRM-Powered Marketing

Powerful Reporting

Service Hub

Unite Teams and Channels

Scale your Support Operations

Power Proactive Service

CMS Hub

CMS Hub Professional and Enterprise

Ecosystem

Solutions Directory

Redesigned API Documentation



Today's most disruptive companies are
winning on **customer experience**.
CRM is at the center of it all.



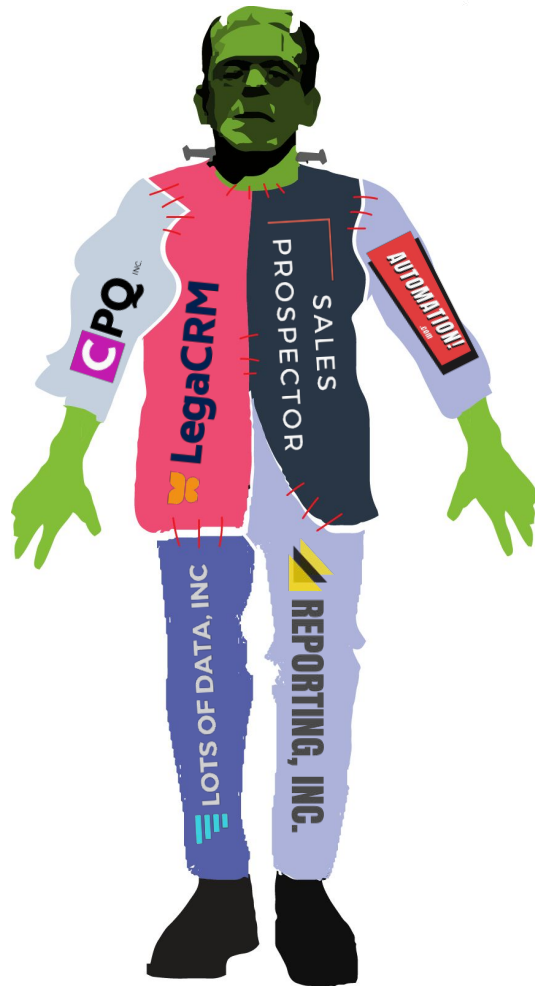


Command your customer experience with the most sophisticated CRM system of all time!

FEATURES:

- | | | |
|---------|---------|---------|
| ● _____ | ● _____ | ● _____ |
| ● _____ | ● _____ | ● _____ |
| ● _____ | ● _____ | ● _____ |
| ● _____ | ● _____ | ● _____ |
| ● _____ | ● _____ | ● _____ |





 **LegaCRM**



In aiming for *infinite flexibility*,
most CRM systems became
endlessly complicated.

More than $\frac{1}{3}$
of CRM implementation
projects eventually fail.

*According to a 2017 analysis by CIO magazine, [seen here](#)



Built for the *budget holders*,
they forgot about their
day to day users.

More than 50%
of sales leaders say their
CRM is difficult to use.

*According to a market research survey of sales leaders, conducted by HubSpot in June 2020.



Can technically *do everything*,
But are *surprisingly incomplete*
without a lot of “extras.”

47% of sales leaders
don't believe their current CRM
is powerful enough to help
them grow over the next three
years.

*According to a market research survey of sales leaders, conducted by HubSpot in June 2020.

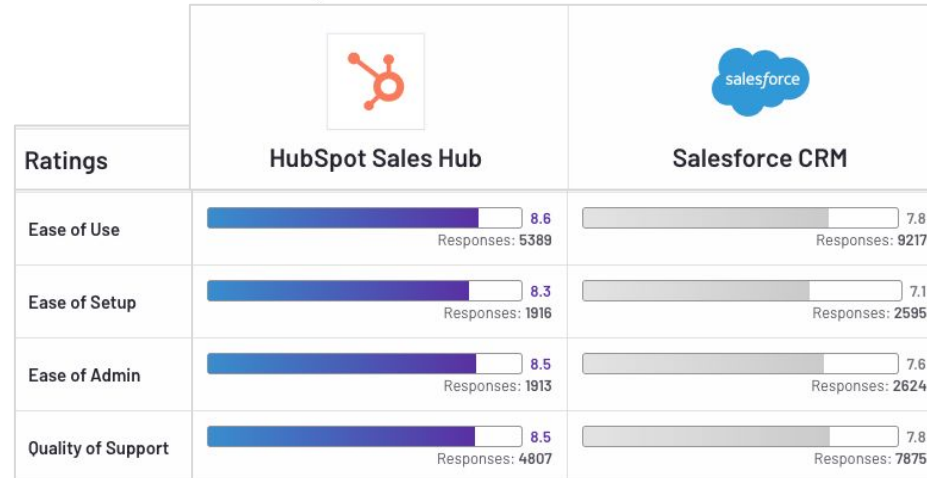


Ease of use

Consistently ranked for ease of use



"The ease with which people can use the product from day one is second to none. I have convinced several mature organizations to move away from other platforms because user satisfaction was non existent and data quality was poor. With HubSpot, user adoption went through the roof each and every time and stayed there long term."



In 2020, you no longer have to choose
between **powerful** and **easy to use**



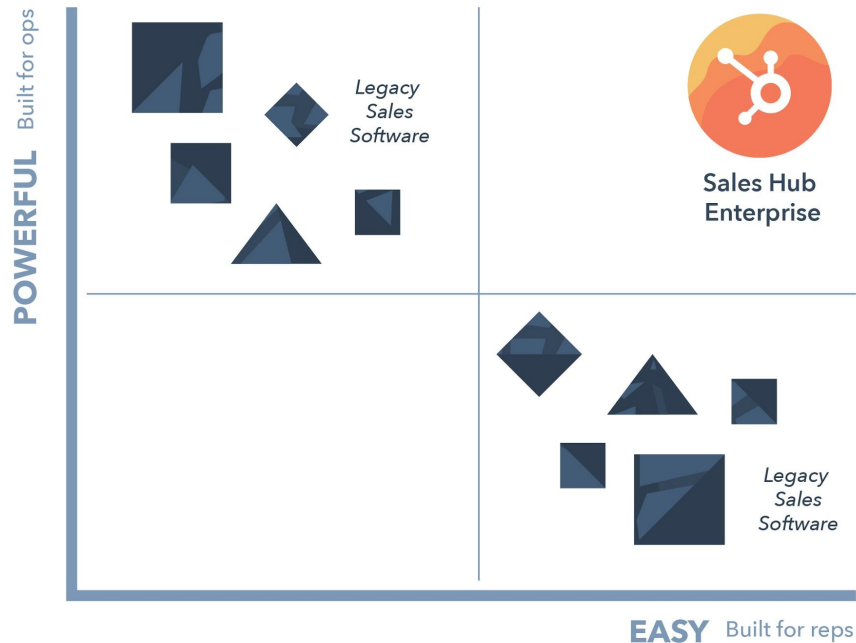
A woman with dark curly hair is shown in profile, looking out of a window. She is wearing a white lace top and has a gold bracelet on her wrist. The background shows a brick wall and some office furniture. On the left side of the image, there are large, abstract, overlapping shapes in shades of blue, orange, and pink.

Sales Hub Enterprise

Powerful or easy to use. Pick two.



The CRM that's built for all



Core CRM

All of your data, across the customer lifecycle

Available Now | All Users

The screenshot displays the HubSpot CRM interface. The top navigation bar includes tabs for Contacts, Conversations, Marketing, Sales, Service, Automation, and Reports. The user profile in the top right is Brittany Lambert.

The main view is the contact profile for Kevin Grondin, Business Systems Analyst. The profile includes contact information (Email: keving@gmail.com, Phone number: (617) 617-6176, Create Date: 02/28/2020 11:11 AM EDT) and a list of activities.

The activities are categorized into Pinned, Upcoming, and March 2020.

Pinned Activities:

- Task assigned to Anna Kutch (Overdue: March 8, 2020 at 9:00 AM EDT)
- Send Kevin documents to look over
- Note from Nick Kirshke (March 9, 2020 at 11:41 AM EDT)

Upcoming Activities:

- Task assigned to Julia Gron (Overdue: March 8, 2020 at 9:00 AM EDT)
- Check in on Anna's progress
- Task assigned to Anna Kutch (Due: May 2, 2020 at 9:00 AM EDT)
- Follow up with Kevin about tracking code
- Meeting - Demo scheduled by Nick Kirshke (May 4, 2020 at 1:30 PM EDT)

March 2020 Activities:

- Task assigned to Anna Kutch (March 9, 2020 at 2:11 PM EDT)
- Follow up with Kevin about agenda items
- Email - Meeting Followup from Anna Kutch to Kevin Grondin (March 8, 2020 at 9:16 AM EDT)

The right sidebar shows a list of deals, including \$500 Professional package renewal and \$1000 Professional package, and a list of tickets and contacts.



Power



HubSpot Product

Enterprise-grade CRM Features

CUSTOM OBJECTS
DEEP PERMISSIONS
NATIVE ABM FEATURES

AI-powered Sales Acceleration

TODAY VIEW
ADVANCED SEQUENCES

Connected CPQ Tools

FLEXIBLE PRODUCTS
CUSTOM PROPOSALS

Streamlined Sales Reporting

SALES ANALYTICS
FORECASTING TOOLS

HubSpot Product

Platform

Partner Ecosystem



Enterprise Grade CRM Tools

The screenshot displays a CRM application interface. The top navigation bar includes tabs for Contacts, Conversations, Marketing, Sales, Service, Automation, and Reports. The left sidebar shows the contact profile for Kevin Grondin, a Business Systems Analyst, with fields for First name, Last name, Email, and Phone number. The main content area is divided into sections: Pinned, Upcoming, and March 2020. The Pinned section contains a task assigned to Anna Kutch and a note from Nick Kirshke. The Upcoming section lists tasks assigned to Julia Gron and Anna Kutch, and a meeting demo scheduled by Nick Kirshke. The March 2020 section shows a task assigned to Anna Kutch and an email meeting followup from Anna Kutch to Kevin Grondin. The right sidebar displays a list of deals, including a \$500 Professional package renewal and a \$1000 Professional package.

Contacts Conversations Marketing Sales Service Automation Reports

Kevin Grondin
Business Systems Analyst

First name
Kevin

Last name
Grondin

Email
keving@gmail.com

Phone number
(617) 617-6176

Create Date
02/28/2020 11:11 AM EDT

Activity Notes Emails Calls Tasks

Filter by: All users All teams Expand all Collapse all

Pinned

- Task assigned to Anna Kutch
Send Kevin documents to look over
Overdue: March 8, 2020 at 9:00 AM EDT
- Note from Nick Kirshke 10
@Anna this lead has technical questions about the tracking code. Can you take a look at their question and try to answer it based on our conversation last week? I think they could be interested...

Upcoming

- Task assigned to Julia Gron
Check in on Anna's progress
Overdue: March 8, 2020 at 9:00 AM EDT
- Task assigned to Anna Kutch
Follow up with Kevin about tracking code
Due: May 2, 2020 at 9:00 AM EDT
- Meeting - Demo scheduled by Nick Kirshke 2
Meeting to discuss upgrading client
May 4, 2020 at 1:30 PM EDT

March 2020

- Task assigned to Anna Kutch
Follow up with Kevin about agenda items
March 9, 2020 at 2:11 PM EDT
- Email - Meeting Followup from Anna Kutch 1
to Kevin Grondin
Hi Kevin,
I've attached the quote we discussed from our last meeting. Please let me know if you have any qu...

Deals (2)

- \$500 Professional package renewal
Stage: Awaiting Client - Dialogue
Close date: November 30, 2018
- \$1000 Professional package
Stage: Closed won
Close date: November 30, 2017

Company (0) Add

Tickets (1) Add

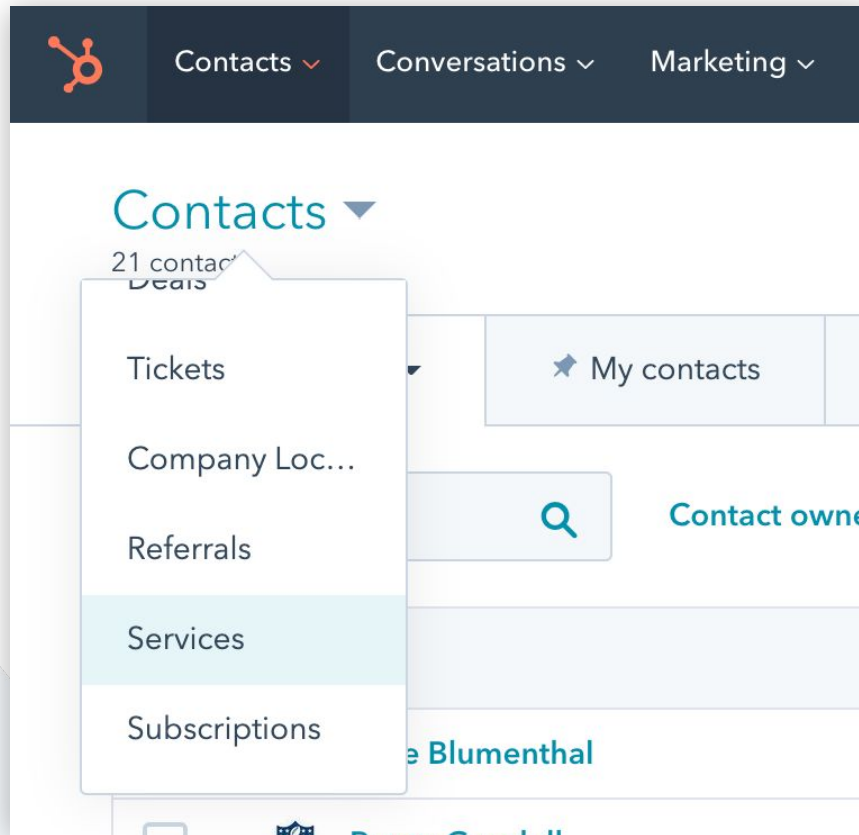
Contacts







Custom Objects

Match Sales Hub to the
specific needs of your business

Available Now | All Enterprise Products



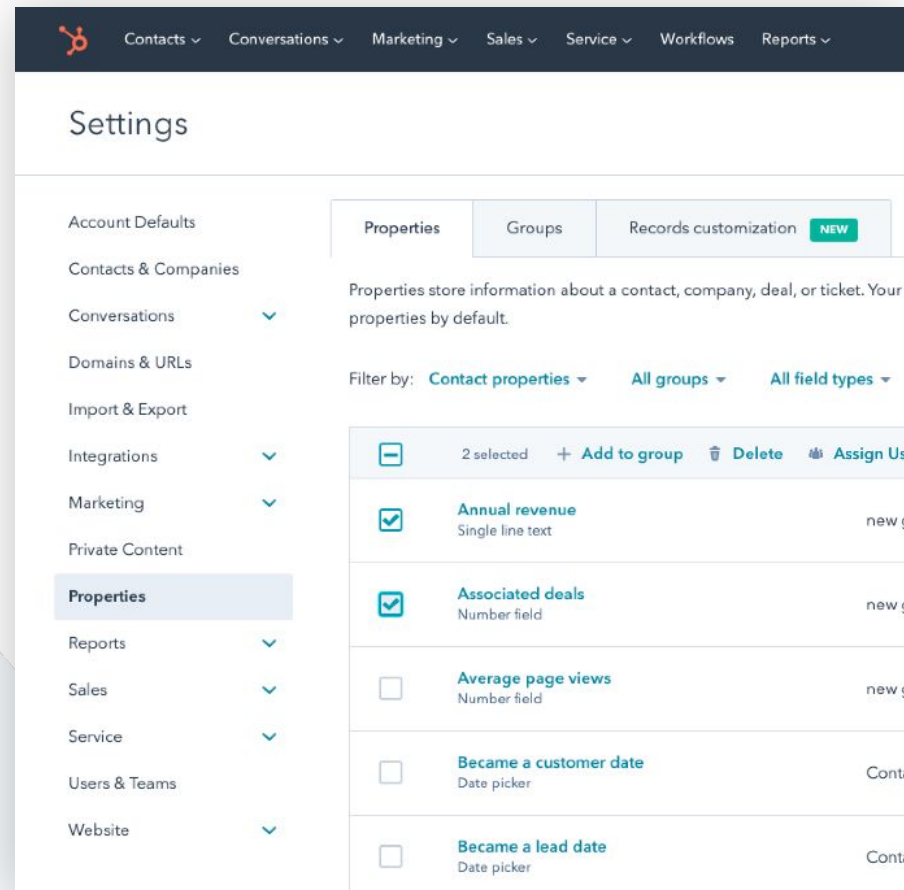
Category	Object Name	Description
Logistics 	Shipments	Used to store information about shipments of physical products.
Physical asset 	Parts, Devices	These physical products typically have interchangeable components, require service, or change owners. They are not widgets.
Access 	Subscriptions, Licenses, Contracts	<p>Indicates access to a product or service for a set period of time. Access expires at the end of that time period.</p> <p><i>*Subscriptions are being worked on as a HubSpot-defined object. Remember to balance the customer's urgency with the potential to take advantage of this eventual standardization. See the flowchart for other examples of this.</i></p>
Event 	Events / Webinars	<p>Used to track who attend events and facilitate marketing, etc. around them.</p> <p><i>*Events are being worked on as a HubSpot-defined object. Remember to balance the customer's urgency with the potential to take advantage of this eventual standardization. See the flowchart for other examples of this.</i></p>



Teams & Permissions

Robust tools to manage and administer large teams

Available Now | All Enterprise Products



The screenshot shows the Salesforce 'Settings' page. The left sidebar contains a navigation menu with the following items: Account Defaults, Contacts & Companies, Conversations, Domains & URLs, Import & Export, Integrations, Marketing, Private Content, **Properties** (highlighted), Reports, Sales, Service, Users & Teams, and Website. The main content area is titled 'Settings' and has three tabs: 'Properties' (selected), 'Groups', and 'Records customization' (marked 'NEW'). Below the tabs, a description states: 'Properties store information about a contact, company, deal, or ticket. Your properties by default.' There are three filter buttons: 'Contact properties', 'All groups', and 'All field types'. Below the filters, a table lists properties with checkboxes for selection. The table has a header row with '2 selected', '+ Add to group', 'Delete', and 'Assign Us'. The table rows are:

<input checked="" type="checkbox"/>	Annual revenue Single line text	new
<input checked="" type="checkbox"/>	Associated deals Number field	new
<input type="checkbox"/>	Average page views Number field	new
<input type="checkbox"/>	Became a customer date Date picker	Cont
<input type="checkbox"/>	Became a lead date Date picker	Cont



Account-Based Marketing & Selling

Easily start running an account-based strategy

Available Now | Starting in Sales Hub Professional And Marketing Hub Professional

The screenshot displays the HubSpot Account Overview interface. The top navigation bar includes links for Contacts, Conversations, Marketing, Sales, and Service. The main section is titled "Target Accounts" and shows a list of accounts with filters for "All target accounts", "Owner: All", and "Team: All". A summary card indicates "53 Across all networks". Below this, a list of companies is shown, including Xuatico, A2 Robotics, Wash Plus, Root Legal, Webb Appliances, LD Associates, PN&M, and Cordafone. The "Recommendations" section lists "Potential target accounts" and "Prospects".

The "Activity" section provides a summary of key metrics for "This month":

PAGE VIEWS	SESSIONS	NEW CONTACTS	1:1 EMAILS SENT	LOGGED CALLS	MEETINGS
89 ▲ 3.01%	47 ▲ 2.98%	5 ▲ 7.12%	13 ▲ 13.45%	2 ▲ 1.07%	1 ▲ 2.98%

The "Contacts" section includes a search bar and a table of contacts:

CONTACT	BUYING ROLE	LAST TOUCH	LAST ENGAGEMENT	SCHEDULED
Amy Andrews CEO at S2 Bogota	Decision Maker	3 days ago Ethan Kopit called	1 hour ago Opened email from Ethan Kopit	
Brian Boxer VP Marketing at S2 Bogota	Champion	5 days ago Nate Lacy sent email	2 days ago Opened email from Nate Lacy	Meeting Task
Callie Craven VP Finance at S2 Bogota	Economic Buyer Blocker	2 weeks ago Nate Lacy sent email	3 days ago Viewed Why HubSpot?	Sequence
LT Lacey Thomas		No outreach	5 days ago Viewed ABM 101	
LT Lissa Terry		No outreach	5 days ago Viewed ABM 101	

The bottom section, "Internal stakeholders", includes a table with columns for Stakeholder, Total Activity, Last Touch, and Scheduled.



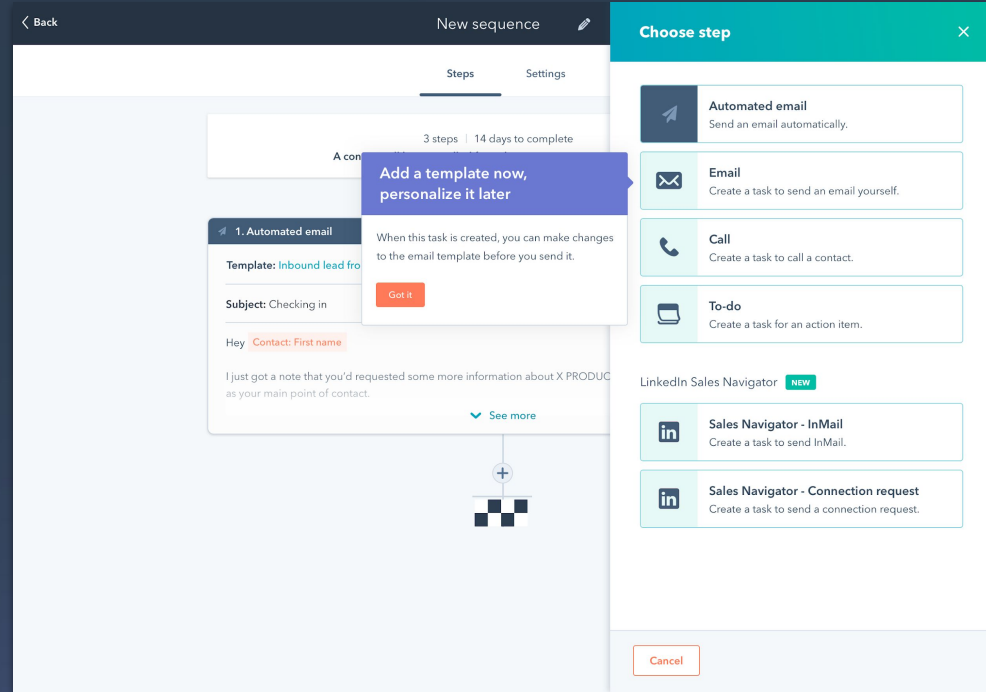


...and everything else you need to build a seamless customer journey.

- ✓ Sales Automation
- ✓ Lead Rotation
- ✓ Prospecting Tools
- ✓ Inbox Integration
- ✓ Deep Customization
- ✓ Product Library
- ✓ Single Sign On



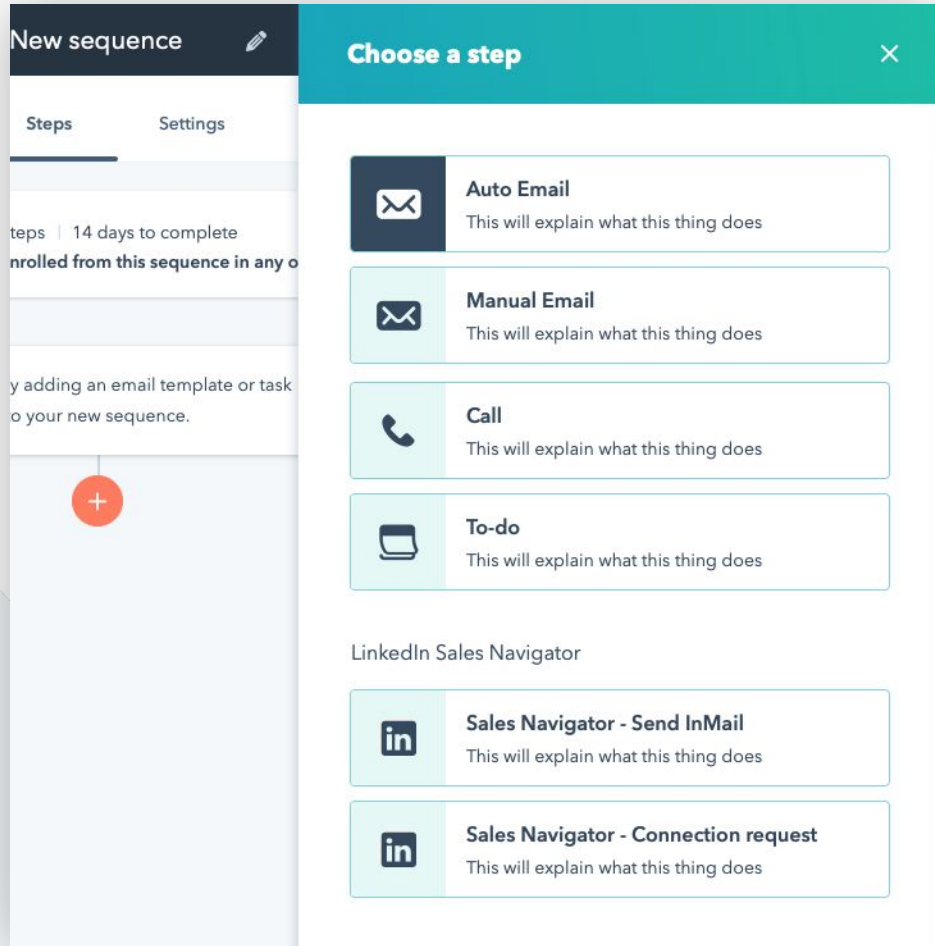
AI-Powered Sales Acceleration



Advanced Sequences

Orchestrate the sales process across every channel

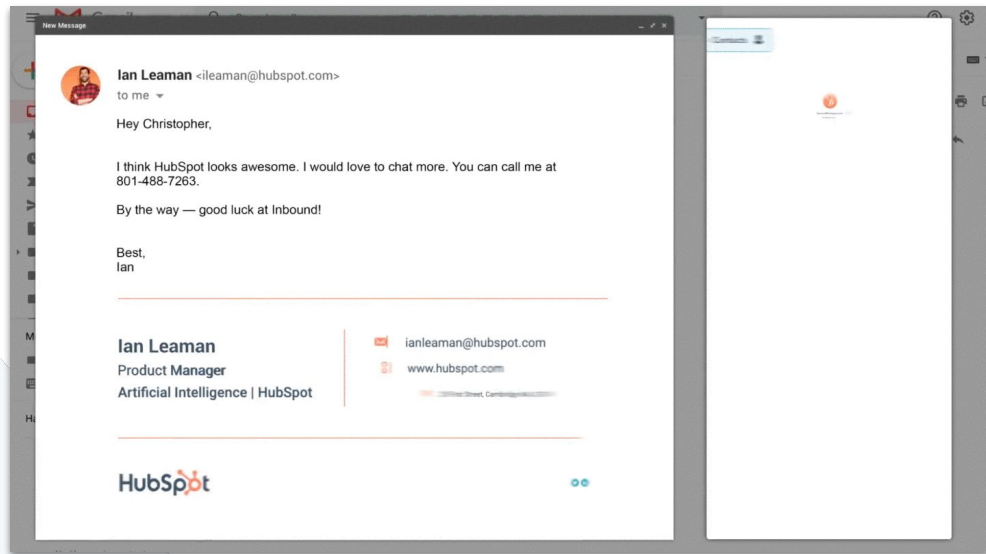
Available Now | Starting in Sales Hub Professional



Artificial Intelligence

Automatically populate your CRM with important data

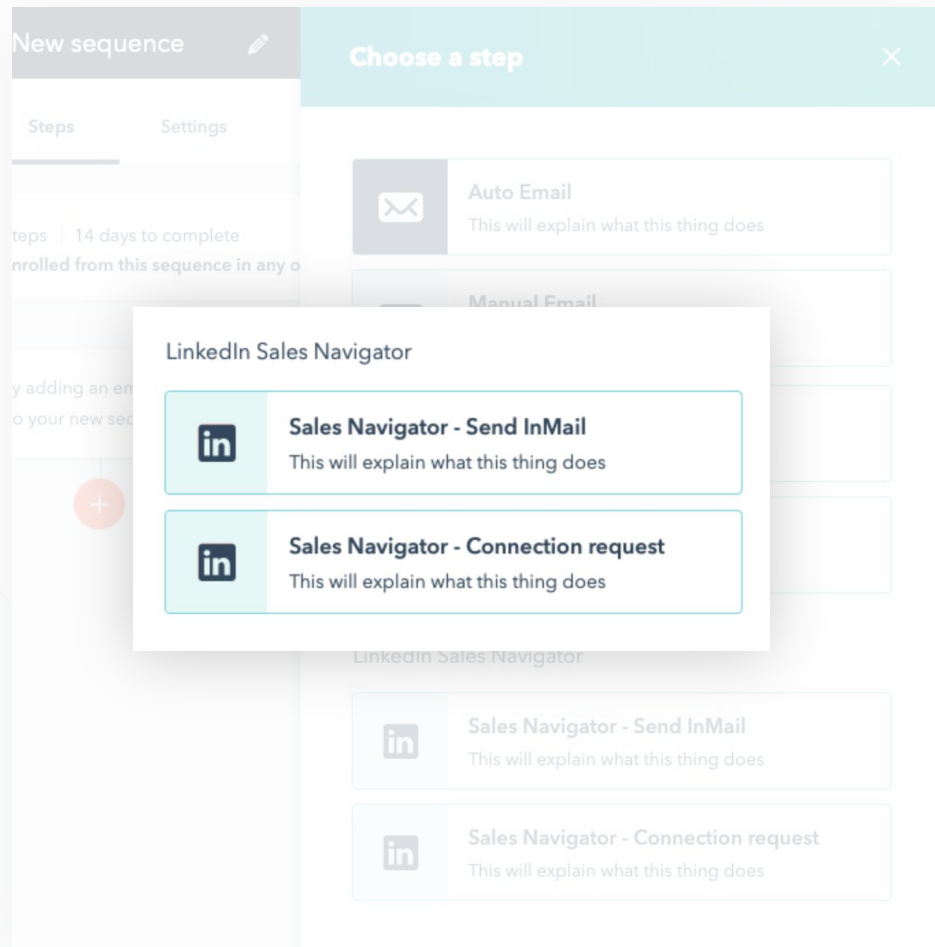
Available Now | All Sales Hub Users



LinkedIn in Sequences

Send LinkedIn InMail & connection requests natively from HubSpot

Available Now | Starting in Sales Hub Professional



*Requires LinkedIn Sales Navigator Subscription

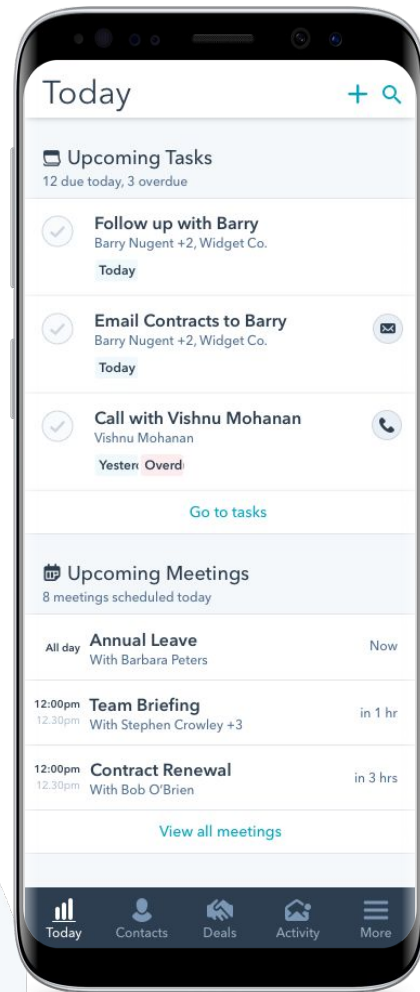
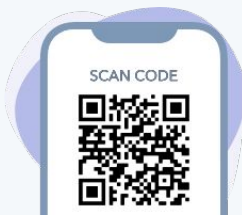
Mobile App

Always at your fingertips,
wherever you go

Available Now | All Users



Install on
your phone



Today View

A single streamlined home for your sales reps

Available Now | All Sales Hub users

The screenshot shows the Salesforce Today View dashboard. At the top is a navigation bar with tabs for Contacts, Conversations, Marketing, Sales, Service, Automation, and Reports. A search icon, settings gear, and a notification bell are also present. The user's name, Brittany Lambert, is in the top right corner.

On the left sidebar, there are buttons for "Today", "Prospect activity", "Open", and "Completed".

The main content area features a section titled "Give your prospecting strategy a powerful boost" with a sub-header "Start here each day to track prospect activity and see your progress, all in one place. Know what's coming up next and where to focus to hit your sales goals." Below this are "Learn more" and "Got it" buttons. To the right is an illustration of a notepad and pencil.

Below this is a "Today" section with a "Start 9 tasks" button. It includes filter tabs: "All due today", "High priority", "Most engaged", and "More filters".

<input type="checkbox"/>	TITLE	ASSOCIATED WITH	LAST CONTACTED	LAST ENGAGEMENT
<input type="checkbox"/>	Follow up	Duane Lindsay	11 days ago You emailed	4 days ago Duane Lindsay opened email
<input type="checkbox"/>	Follow up	Cordelia Hodges	7 days ago You called	15 days ago Cordelia Hodges replied to...
<input type="checkbox"/>	Follow up	Lois Brewer, +1	3 days ago You emailed	--
<input type="checkbox"/>	Follow up	Victoria Stephens	3 days ago You emailed	6 days ago Victoria Stephens opened e...
<input type="checkbox"/>	Follow up	Lucy Gregory	3 days ago You emailed	9 days ago Lucy Gregory clicked link

On the right sidebar, there are three sections: "Up next" showing a "Client Demo" with Marco Vieira, +1; "Your weekly activity" showing 17 emails, 25 calls, and 4 meetings; and "Your task progress" showing a bar chart for tasks completed and scheduled over the last three days.





.....and dozens more features to help accelerate your sales process

- ✓ Predictive Scoring
- ✓ Email Tracking & Notifications
- ✓ Playbooks
- ✓ Meeting Scheduling
- ✓ Templates & Documents
- ✓ Live Chats & Bots
- ✓ Calling & Transcription
- ✓ 1:1 Video
- ✓ Slack Integration



Connected CPQ Tools

Create a quote

DETAILSBUYER INFOYOUR INFOCUSTOMIZEPRODUCTSSIGNATURE & PAYMENTREVIEW

Step 1 of 7

Quote Details


Quote template*
Good Sherman Proposal Template

Quote name*
A business proposal template

Expiration date*
In 90 days (Sept 25, 2020)

BASIC

A business proposal template.



An introduction to many of the things that are important to the business world. It is a good idea to have a good understanding of the business world and the things that are important to the business world. It is a good idea to have a good understanding of the business world and the things that are important to the business world.

Header Example

It is a good idea to have a good understanding of the business world and the things that are important to the business world. It is a good idea to have a good understanding of the business world and the things that are important to the business world.

It is a good idea to have a good understanding of the business world and the things that are important to the business world. It is a good idea to have a good understanding of the business world and the things that are important to the business world.

It is a good idea to have a good understanding of the business world and the things that are important to the business world. It is a good idea to have a good understanding of the business world and the things that are important to the business world.

< Previous

Exit

Save

Next >



Your proposals, tailored
exactly how you want them

In Beta | Starting in Sales Hub Professional, Marketing Hub Professional, and CMS Hub Professional



Products Library

Every detail about every product, in a single place

Available Now | Starting in Sales Hub Professional

Settings

Account Details

Contacts & Companies

Install Code & Tracking

Integrations

Marketing

Properties

Sales

Branding

Deals

Tasks

Import and Export

Notifications

BCC & Forwarding

Sales Tools

Meetings

Products & Quotes

Messages

Users & Teams

Product library Quotes Buy now

Search products

Actions Create product

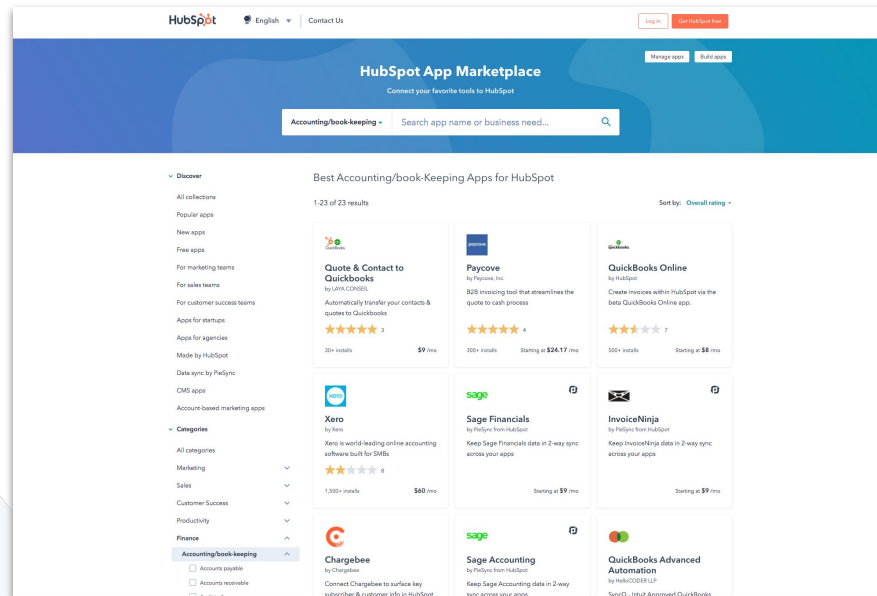
<input type="checkbox"/>	NAME	SKU	SOURCE	UNIT PRICE	CREATE DATE
<input type="checkbox"/>	Nintendo - Switch 32GB Console - Neon R... Show off your personality when playing favorite S...	3849058	Shopify	\$299.99	2 minutes ago
<input type="checkbox"/>	Nintendo - Switch 32GB Console - Gray Jo... Choose this Nintendo Switch console to play favori...	1Z28SJ920	Hubspot	\$299.99	8 days ago
<input type="checkbox"/>	Nintendo Switch Games		Actions		2 minutes ago
<input type="checkbox"/>	Xbox One S 1TB Starter Bundle Own the Xbox One S Starter Bundle (1TB), and div...	1Z28SJ920	HubSpot	\$299.99	14 days ago
<input type="checkbox"/>	Sony - PlayStation 4 Pro Console - Jet Black Battle friends and foes with the Sony PlayStation 4...	1Z28SJ920	HubSpot	\$399.99	15 days ago
<input type="checkbox"/>	Sony - PlayStation 4 1TB Console - Black Conquer virtual enemies with this Sony PlayStation 4...	1Z28SJ920	HubSpot	\$299.99	7 days ago
<input type="checkbox"/>	Playstation 4 Games				2 minutes ago
<input type="checkbox"/>	Playstation 4 Accessories				2 minutes ago
<input type="checkbox"/>	Sony - PlayStation Classic Console A miniature recreation of the iconic PlayStation conso...	1Z28SJ920	HubSpot	\$99.99	7 days ago



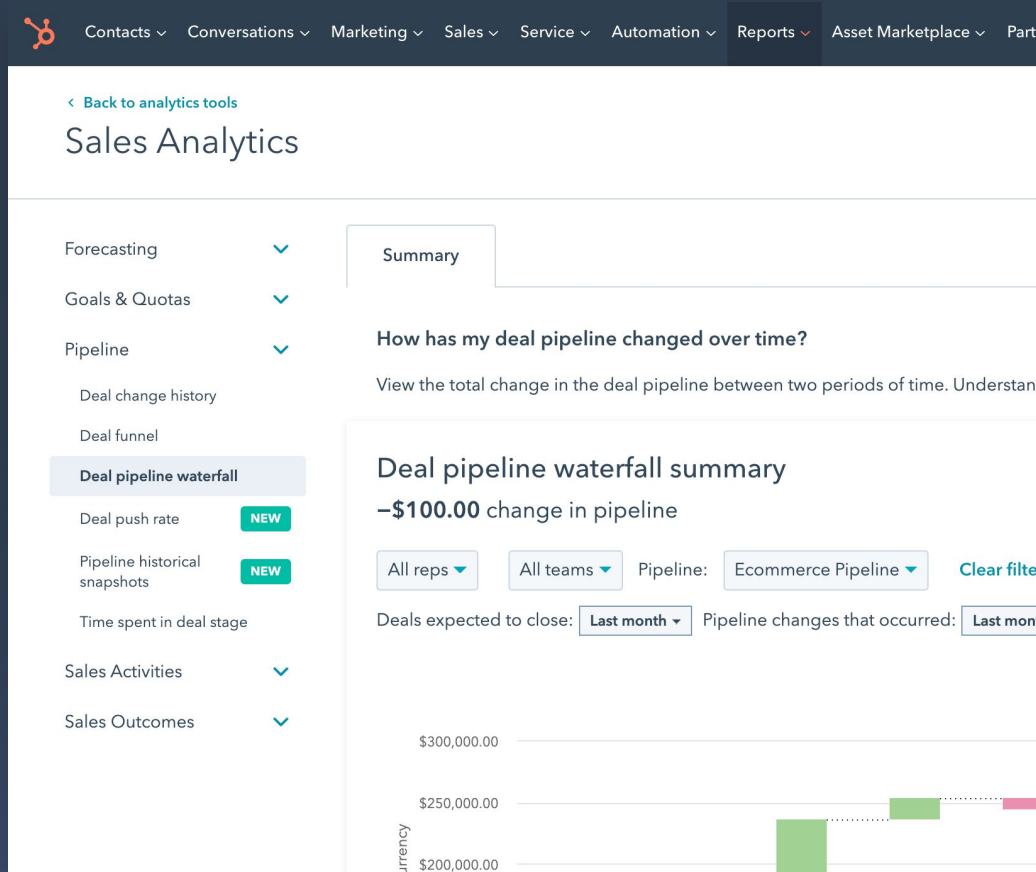
New Accounting Integrations

All-new accounting integrations to help you turn quotes into cash faster and more efficiently

Available Now | All HubSpot Users



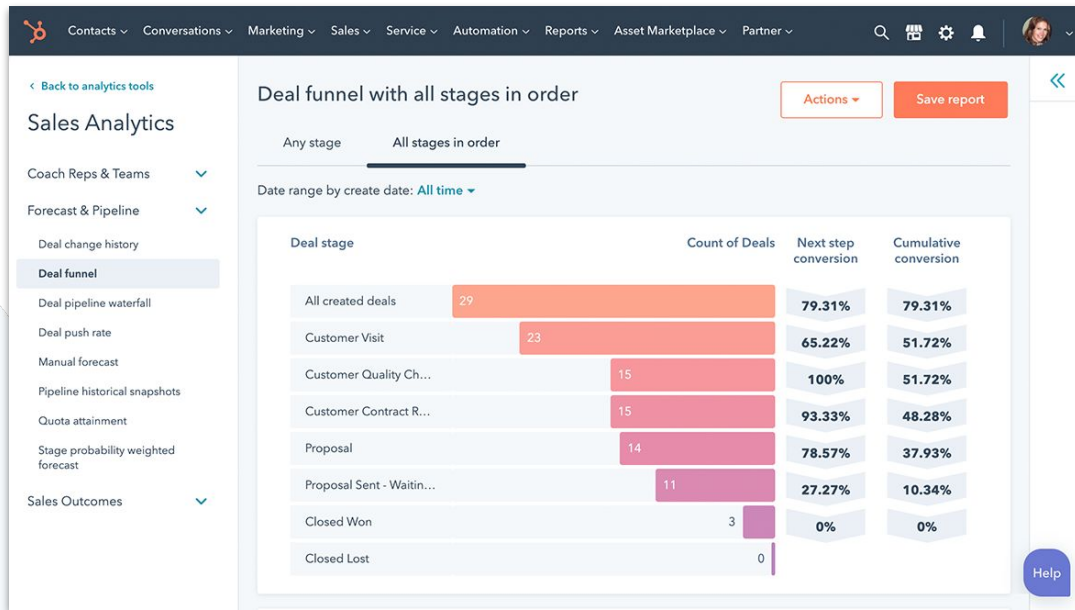
Streamlined Sales Reporting



Sales Analytics

Easy, customizable
forecasting built in

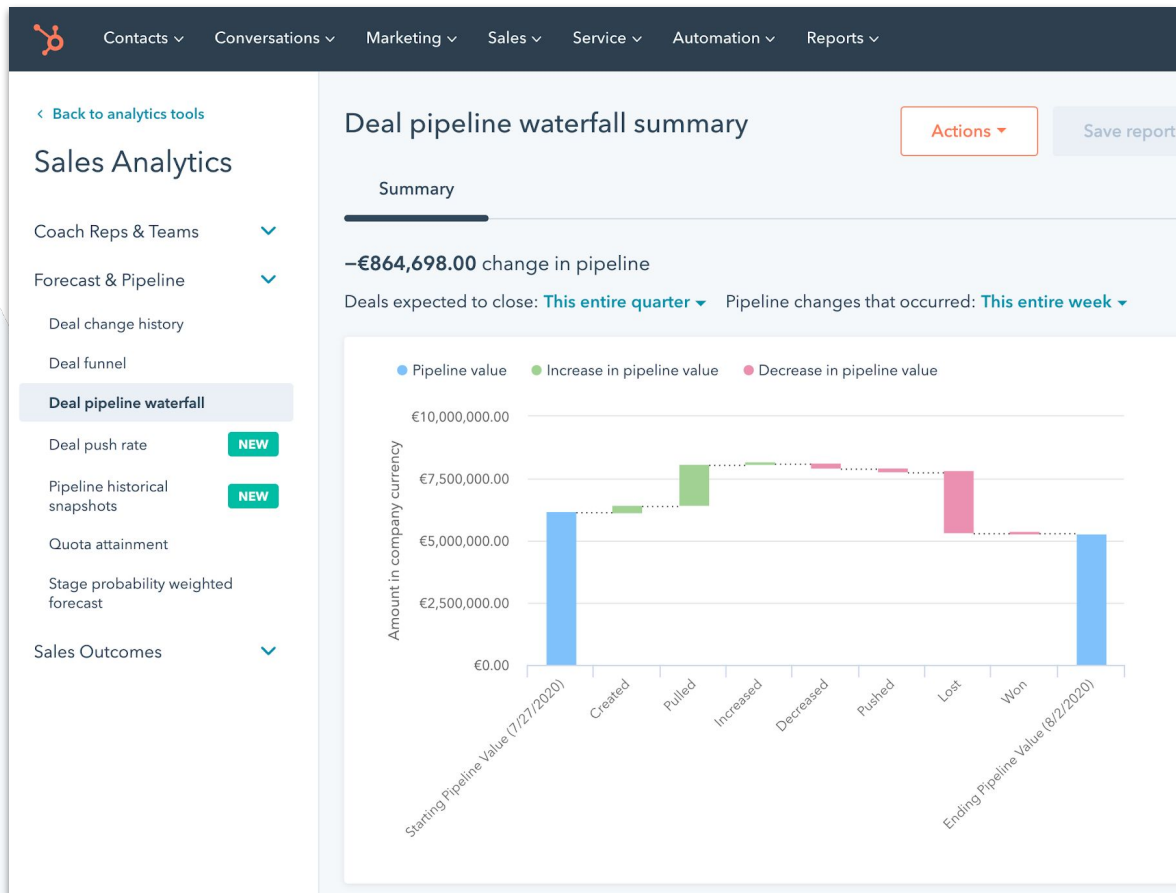
Available Now | Starting in Sales Hub Professional



Sales Analytics

Deep insight into
how your pipeline
is evolving

Available Now | Starting in Sales Hub Professional



Sales Analytics

Get complete visibility over your deal history

Available Now | Starting in Sales Hub Professional

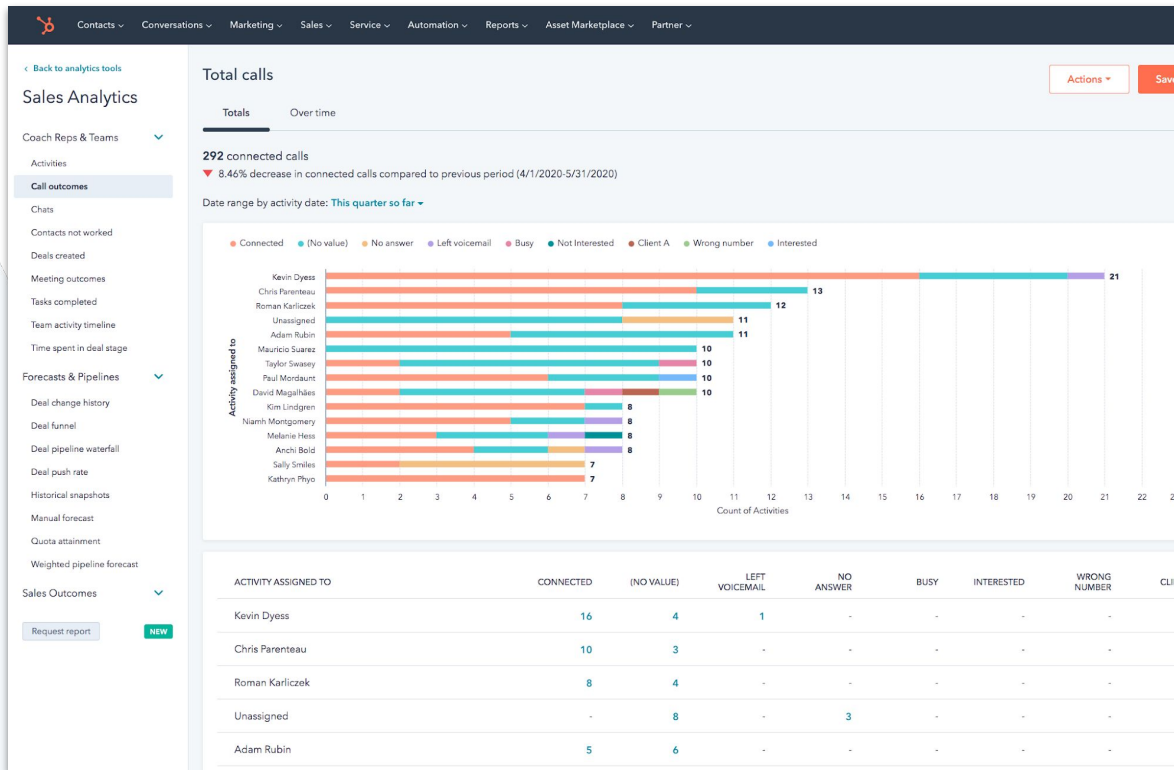
Deal change history over time			
Over time		Actions	Save report
22 deals changed			
Deals expected to close: This entire quarter Pipeline changes that occurred: This entire week			
DEAL NAME	PIPELINE STAGE	AMOUNT	CLOSE DATE
Dramadine	Discovery	€30,000.00 ▼ -60%	6/23/2021 ● Pushed out
Western Foods ● Deal created	Decision Maker Bought In	€35,100.00	3/25/2021
NorPak	Proposal Sent	€30,000.00	2/28/2021 ● Pulled in
Matterhorn Technology	Discovery	€15,000.00 ▲ 133%	1/31/2021
Viking Platform	Discovery	€30,000.00	1/31/2021 ● Moved forward
Fray Systems ● Moved forward	Decision Maker Bought In	€35,000.00	12/31/2020 ● Pushed out
Total Recruiting Co	Discovery	€30,000.00	12/31/2020 ● Pushed out



Sales Analytics

Insights that help
you coach, and help
your reps improve








Available Now | Starting in Sales Hub Professional



Forecasting & Goals

Easy, accurate sales forecasts every time

In Beta | Starting in Sales Hub Professional

Forecasting						
Pipeline: Deal pipeline Team: Team PDD Time period: April 2020 View Sales Report						
NAME	GOAL	CLOSED	ATTAINMENT	COMMIT	MOST LIKELY	
 Johanna Greer	\$100,000	\$85,000	<div><div></div></div> 85%	\$95,000 12 deals	\$98,200 ▲ 20 deals	
 Kate Bradley	\$90,000	\$63,000	<div><div></div></div> 70%	\$72,000 20 deals	\$72,000 ▲ 20 deals	
 Corey Brewer	\$80,000	\$50,000	<div><div></div></div> 63%	\$52,000 9 deals	\$62,000 ▼ 20 deals	
 Callie Nash	\$100,000	\$45,000	<div><div></div></div> 45%	\$70,000 13 deals	\$72,500 ▲ 20 deals	
 Joe Parker	\$80,000	\$32,000	<div><div></div></div> 40%	\$44,000 6 deals	\$49,000 ▼ 20 deals	
 MH Matthew Henderson	\$90,000	\$30,000	<div><div></div></div> 33%	\$60,000 7 deals	\$67,500 ▲ 20 deals	
 Marguiete Collins	\$100,000	\$32,000	<div><div></div></div> 32%	\$39,500 19 deals	\$44,500 ▼ 20 deals	






...and deep insight into every aspect of your business, all in a single place.

- ✓ Visual Dashboards
- ✓ Deep Custom Reporting
- ✓ Dozens of Standard Reports
- ✓ Pipeline Snapshotting
- ✓ Standard ABM Reporting
- ✓ Snowflake / BI Integration

[Learn more about all new Sales Hub features](#)





Why Sales Hub?



Lower Total Cost of Ownership

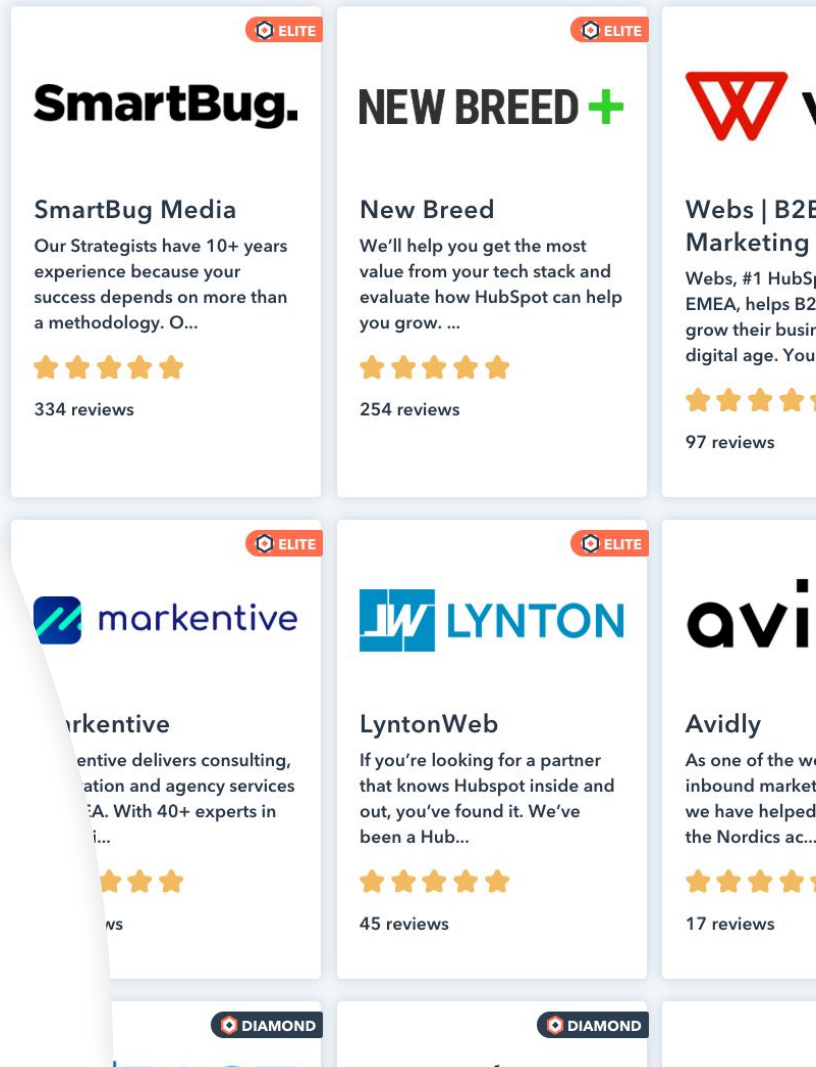
With more features included, the ability to add free users, and faster + lower cost implementation, Sales Hub customers enjoy a lower cost of ownership vs. other platforms.

- ✓ Add unlimited free CRM users
- ✓ More core features included
- ✓ Lower implementation costs
- ✓ Lower maintenance + support costs
- ✓ Faster time to value



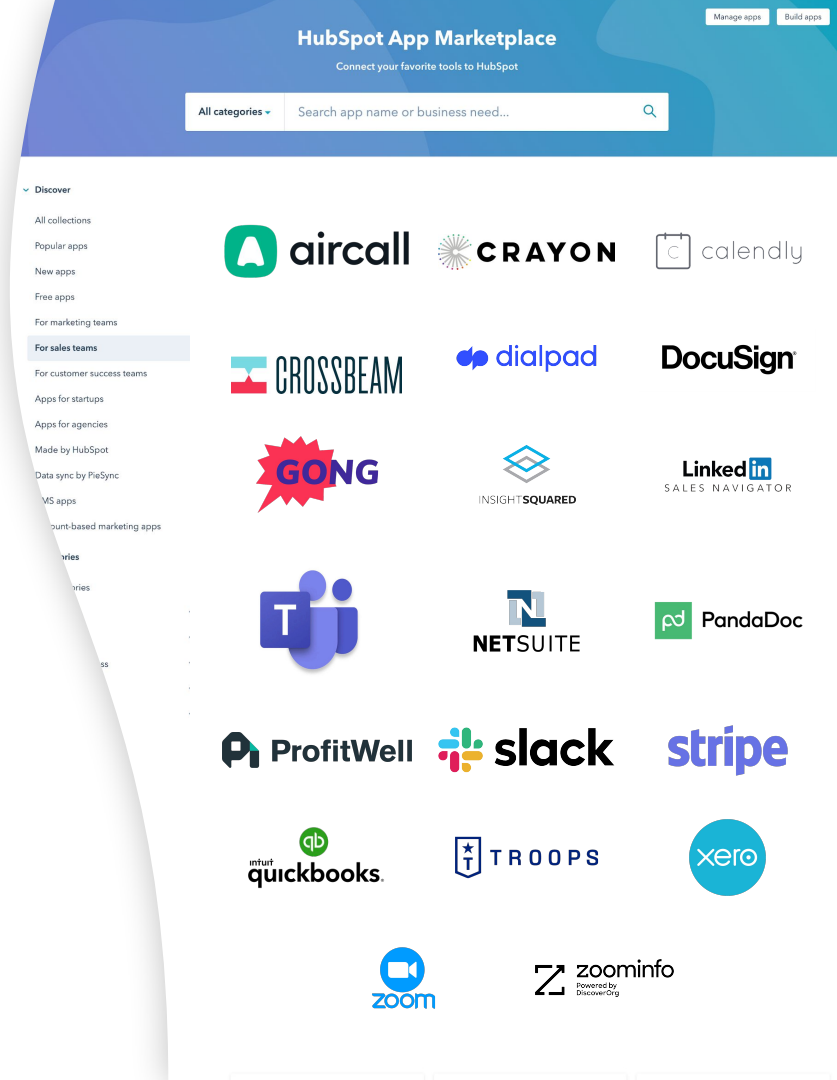
Extensive solution partner ecosystem

Find your perfect match. Explore the thousands of service providers in our global community who can work with you to implement your CRM and supercharge your sales process.



Extensive app partner ecosystem

Maximize the impact of your tech stack with access to over 500 integrations curated with a heavy focus on power, ease-of-use, and quality for both third-party and native (HubSpot-built) apps.



Trusted by the Best

Sales Hub is trusted by growing mid-market B2B companies, enterprise brands, high-growth unicorns, B2C brands, and many others. See for yourself.





Faster and easier to get started

Our Advanced Onboarding Team are not only technical experts in HubSpot and switching, but they come with a strong business acumen. You'll get started faster, with less disruption to your business.



Pricing + Packaging | 2020 New Features

Sales Hub Professional

Starts at \$500 per month

New features available today include:

Advanced Sequences

Native ABM Features

Sales Analytics

New features currently in beta:

Proposal Templates

Forecasting Tools

Sales Hub Enterprise

Starts at \$1,200 per month

New features available today include:

Custom Objects

Deep Permissions

Advanced Sequences

Native ABM Features

Sales Analytics

New features currently in beta:

Custom Proposals

Forecasting Tools

See the full breakout of features at hubspot.com/pricing/sales



The tools you need to align and scale your business



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

Connect with your customers, exceed their expectations, keep them longer, and grow faster.



CMS Hub

Create a website that drives business-results, without the pain of systems management.



HubSpot CRM

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



Marketing Contacts



Our customers had **three** big
problems with contact
pricing.





What's the Problem?

Contacts aren't created equal...and marketers get stuck with the bill.

- Bounces
- Unsubscribes
- Partners
- Sales contacts
- One-off support tickets
- ...etc.





What's the Problem?

You've exported contacts to a second system of record, incurring a "Platform Tax"

- Friction of managing more than one system of record
- Cost of upkeep
- Inconsistent data
- Disjointed customer experience



What's the Problem?

Contact pricing has held you back from using more of HubSpot.

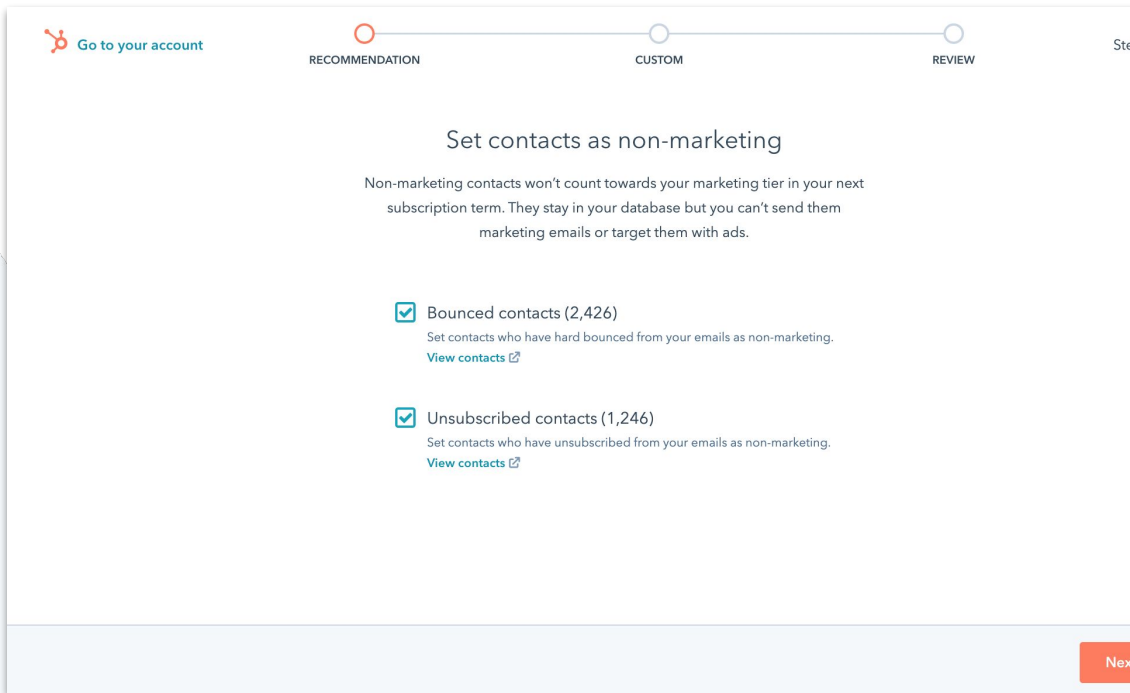
If you use any Hub, or have a HubSpot CRM full of contacts, the idea of buying Marketing Hub may have been unappealing, despite wanting to add it to your tech stack. You would go from the freedom to create unlimited free contacts to having to pay for every contact you've got -- and future ones too.



Marketing Contacts

Pay for what you need
(when you need it).

Coming Soon | Marketing Hub Starter,
Professional, and Enterprise



Go to your account

RECOMMENDATION CUSTOM REVIEW

Set contacts as non-marketing

Non-marketing contacts won't count towards your marketing tier in your next subscription term. They stay in your database but you can't send them marketing emails or target them with ads.

- ☒ Bounced contacts (2,426)
Set contacts who have hard bounced from your emails as non-marketing.
[View contacts](#)
- ☒ Unsubscribed contacts (1,246)
Set contacts who have unsubscribed from your emails as non-marketing.
[View contacts](#)

Next



Marketing Contacts

Available October 21

(Existing Marketing Hub customers up for renewal in October can switch starting October 1)

Mark Eligibility with Ease

The marketing contacts eligibility flow makes identifying your marketing contacts as simple as a few quick clicks with automatically generated lists of bounces and unsubscribes -- plus, the ability to add custom filters and lists of your own.

All of Your Contacts in One Place

Enjoy unlimited contact storage up to one million contacts, plenty of room to fit the needs of every corner of your business. No more storing contacts in complicated sheets or databases.

Keep Your Contacts Clean

Automatically categorize new contacts as marketing or non-marketing from forms and integrations with help from quick settings updates or a simple workflow.

Unlimited Growth Potential

Larger contact bands give you more room to grow -- which means you can spend less time worrying about hitting contact limits and more time providing an excellent customer experience.

Plus, scaled contacts pricing makes individual contacts cheaper as you grow -- giving you economies of scale.





What's new in

Marketing Hub



HubSpot Marketing Hub 2020 Vision

1

Always easy. Now deeply powerful.

We take pride in building tools that anyone can use to be successful, not just those with a deep level of technical expertise. It's our goal to help you do more, faster, by making software that is incredible intuitive and helpful. In 2020 we're adding even more enterprise horsepower to our already consumer level easy to use tools. Delivering consumer grade enterprise power.

2

CRM-Powered Marketing

We know the difference between good and great marketing rests on how well you can segment and tailor messages to your key audiences. We're working hard to tighten the integration between our CRM and marketing tools. This focus gives you enhanced data capabilities across reporting, personalization, content creation, and more.

3

Powerful Reporting

Today, great marketing is highly data driven. We know you need to know exactly what's working and what's not, so you can make better decisions, and get the credit you deserve. We're actively working to help marketers show the true value they bring to their business with easy and more powerful reporting, deeper content reporting, and more powerful integrations.



HubSpot Marketing Hub 2020 Vision

1. Always easy. Now deeply powerful.

Marketing Hub Enterprise relaunch, January 2020

- Account Based Marketing
- Multi-touch Revenue Attribution Reporting
- Team management

Automation updates in 2020:

- Automate more manual tasks in contact workflows
- Advanced delays
- New workflows editors

The screenshot displays the HubSpot Marketing Hub interface. The top navigation bar includes links for Contacts, Conversations, Marketing, Sales, and Service. The main content area is divided into two panels. The left panel, titled 'Target Accounts', shows a list of target accounts with filters for 'All target accounts', 'Owner', and 'Team'. It lists various companies like Xuatico, A2 Robotics, Wash Plus, Root Legal, Webb Appliances, LD Associates, PN&M, and Cordafone. The right panel, titled 'Account overview', shows activity metrics for a specific account, including Page Views (89), Sessions (47), and New Contacts (5). It also displays a list of contacts with their buying roles and last touch information.

CONTACT	BUYING ROLE	LAST TOUCH
Amy Andrews CEO at S2 Bogota	Decision Maker	3 days ago Ethan Kopit called
Brian Boxer VP Marketing at S2 Bogota	Champion	5 days ago Nate Lacy sent em
Callie Craven VP Finance at S2 Bogota	Economic Buyer Blocker	2 weeks ago Nate Lacy sent em
LT Lacey Thomas		No outreach
LT Lissa Terry		No outreach



Account Based Marketing

HubSpot now offers new purpose-built ABM features like: target account home and a new account overview that help sales teams work hand in hand with marketers to run an ABM strategy in HubSpot.

Available Now | Starting in Marketing Hub Professional And Sales Hub Professional

The screenshot displays the HubSpot interface for Account Based Marketing (ABM). The top navigation bar includes links for Contacts, Conversations, Marketing, Sales, and Service. The main content area is divided into two primary sections: 'Target Accounts' and 'Account overview'.

Target Accounts Section:

- Header:** 'Target Accounts' with filters for Owner (All) and Team (All).
- Summary:** A box indicating '53 Across all networks'.
- Company List:** A vertical list of target companies, each with a logo and name: Xuatico, A2 Robotics, Wash Plus, Root Legal, Webb Appliances, LD Associates, PN&M, and Cordafone.
- Recommendations:** A section with links for 'Potential target accounts' and 'Prospects'.

Account overview Section:

- Activity:** A summary of key metrics for 'This month':
 - PAGE VIEWS: 89 (▲ 3.01%)
 - SESSIONS: 47 (▲ 2.98%)
 - NEW CONTACTS: 5 (▲ 7.12%)
 - 1:1 EMAILS SENT: 13 (▲ 13.45%)
 - LOGGED CALLS: 2 (▲ 1.07%)
 - MEETINGS: 1 (▲ 2.98%)
- Contacts:** A table listing contacts with filters for 'Buying roles only' and a search bar. The table includes columns for CONTACT, BUYING ROLE, LAST TOUCH, LAST ENGAGEMENT, and SCHEDULED.

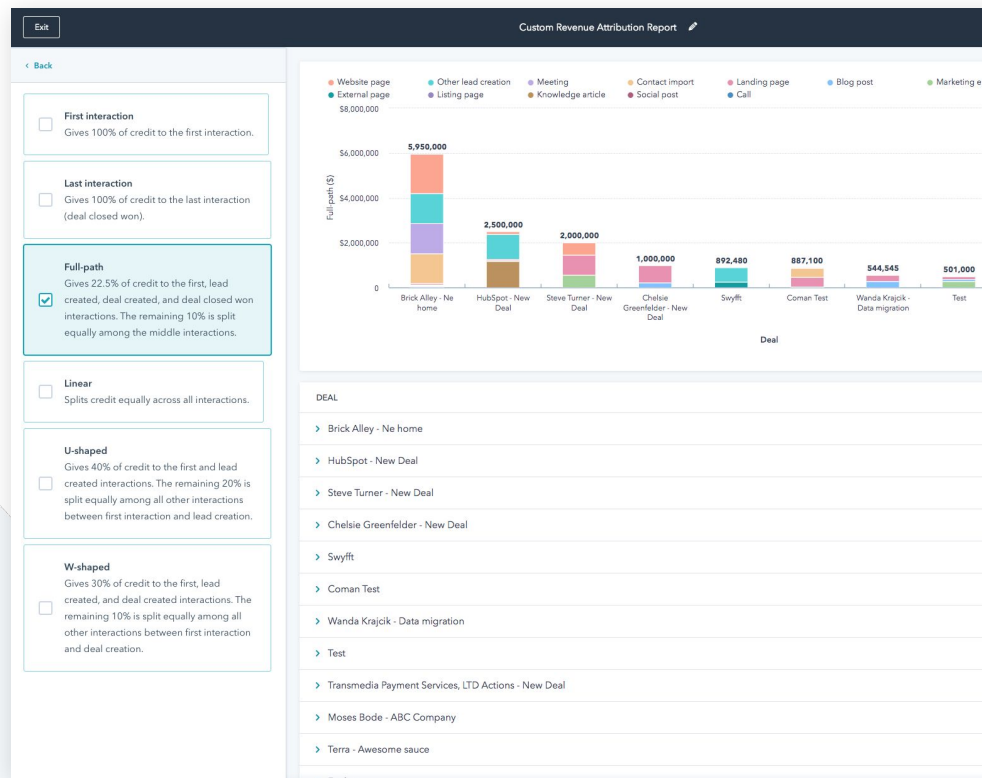
CONTACT	BUYING ROLE	LAST TOUCH	LAST ENGAGEMENT	SCHEDULED
Amy Andrews CEO at S2 Bogota	Decision Maker	3 days ago Ethan Kopit called	1 hour ago Opened email from Ethan Kopit	
Brian Boxer VP Marketing at S2 Bogota	Champion	5 days ago Nate Lacy sent email	2 days ago Opened email from Nate Lacy	Meeting Task
Callie Craven VP Finance at S2 Bogota	Economic Buyer Blocker	2 weeks ago Nate Lacy sent email	3 days ago Viewed Why HubSpot?	Sequence
LT Lacey Thomas		No outreach	5 days ago Viewed ABM 101	
LT Lissa Terry		No outreach	5 days ago Viewed ABM 101	
- Internal stakeholders:** A table with columns for STAKEHOLDER, TOTAL ACTIVITY, LAST TOUCH, and SCHEDULED.



Multi-touch Revenue Attribution

Get credit for the business you drive by tying revenue to every marketing action, automatically. Make better strategic decisions rooted in real business value. Unlike most attribution solutions, HubSpot's attribution is built for real people, not data scientists.

Now Live Marketing Hub Enterprise



Team Management

Partitioning takes the pain out of staying organized. Separate your marketing assets by team, so every user has access to the right content. You'll have a cleaner, better-organized database across all your teams, brands, and regions.

Now Live Marketing Hub Enterprise

Assign users & teams

Choose which users and teams have access to this content.

If nobody is chosen, access is open to all in this account. This could affect access to content, such as lists and workflows.

Teams

Users

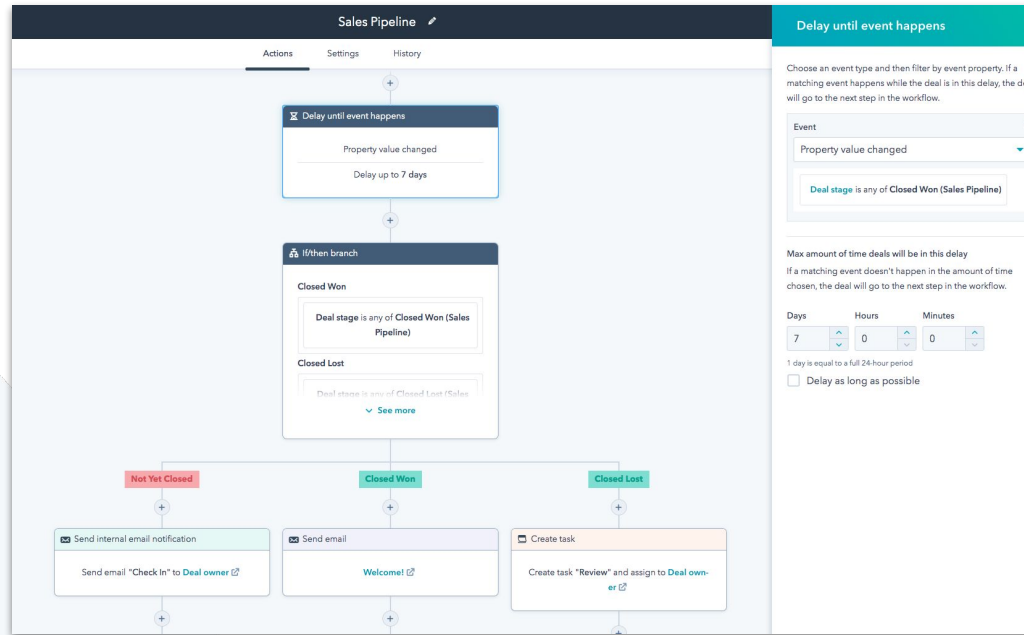
- ☒ Renewal Team
- ☒ Directors
 - ☐ Managers
 - ☐ ICs
- ☐ New Biz Sales



Contact Workflows

We've given our Workflows engine a complete under-the-hood renovation. Workflows now extend to contact workflows, allowing you to automate many more manual tasks. These include triggering Slack notifications and updating CRM (deal, ticket, quote) properties when a new lead is created or changes stages.

Now live Marketing Hub Professional



Advanced Delays in Workflows

You can now also create more personal and relevant customer experiences by controlling when you communicate with your audience using new advanced delays.

Now live Marketing Hub Professional

Delay until a day or time

Edit delay

Contacts in delay

Days of the week

Monday X

Thursday X

Time of day

🕒 9:30 AM

☒ Use account time zone

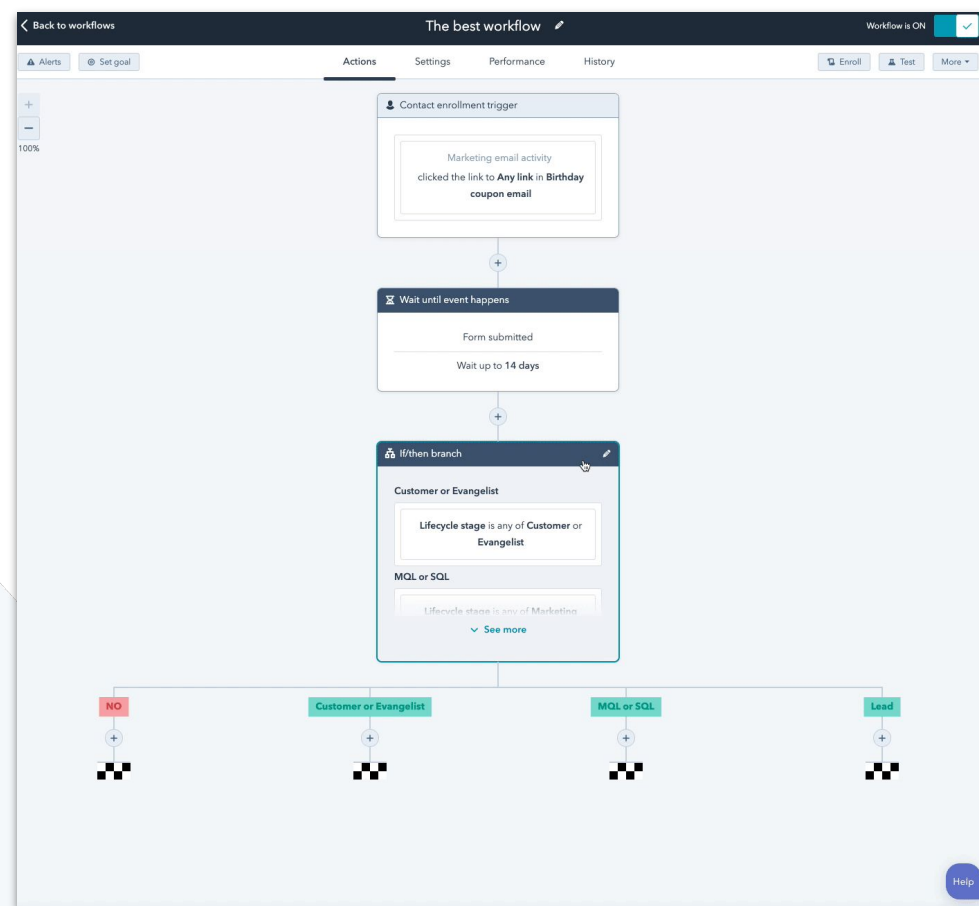
☐ Use contact time zone ⓘ



New Workflows Editor

With the new and improved workflows editor, you can build multi-branch workflows that allow you to add multiple conditions to a single if/then step, so your workflow can take more than two paths from a single if/then action. No need to build multiple workflows to accomplish the same goal.

Now live Marketing Hub Professional

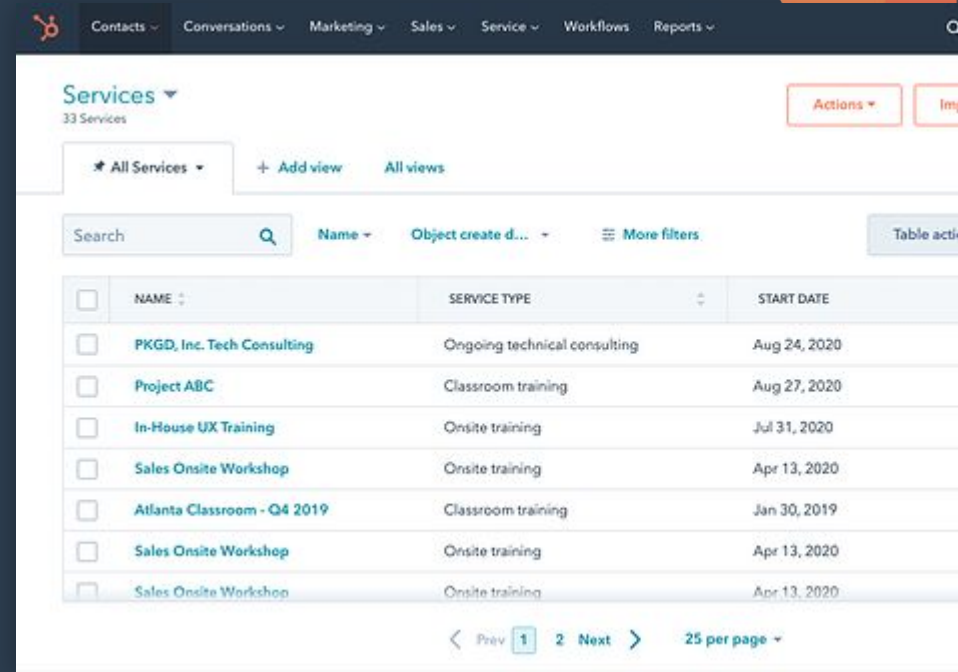


HubSpot Marketing Hub 2020 Vision

2. CRM-Powered Marketing

INBOUND 2020

- Custom Objects (for marketers)
- Programmable Email (beta)
- Behavioral Events
- CRM-Powered Ads



The screenshot shows the HubSpot interface for the 'Services' table. At the top, there's a navigation bar with tabs for Contacts, Conversations, Marketing, Sales, Service, Workflows, and Reports. Below this, the 'Services' section is highlighted, showing '33 Services'. A search bar and filters for 'Name' and 'Object create d...' are visible. The main table lists various services with columns for NAME, SERVICE TYPE, and START DATE. The table is paginated, showing items 1 through 7, with a '25 per page' option at the bottom right.

	NAME	SERVICE TYPE	START DATE
<input type="checkbox"/>	PKGD, Inc. Tech Consulting	Ongoing technical consulting	Aug 24, 2020
<input type="checkbox"/>	Project ABC	Classroom training	Aug 27, 2020
<input type="checkbox"/>	In-House UX Training	Onsite training	Jul 31, 2020
<input type="checkbox"/>	Sales Onsite Workshop	Onsite training	Apr 13, 2020
<input type="checkbox"/>	Atlanta Classroom - Q4 2019	Classroom training	Jan 30, 2019
<input type="checkbox"/>	Sales Onsite Workshop	Onsite training	Apr 13, 2020
<input type="checkbox"/>	Sales Onsite Workshop	Onsite training	Apr 13, 2020



Is your marketing helpful and relevant?



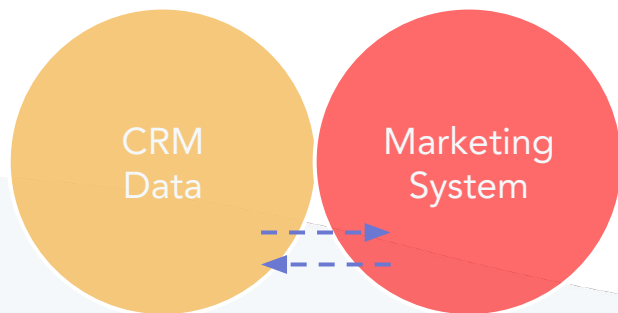
Personalization is a winning strategy

“Organizations that focus their personalized messaging around helping consumers can expect 16% more impact on commercial outcomes than those that don't.” -[Gartner](#)



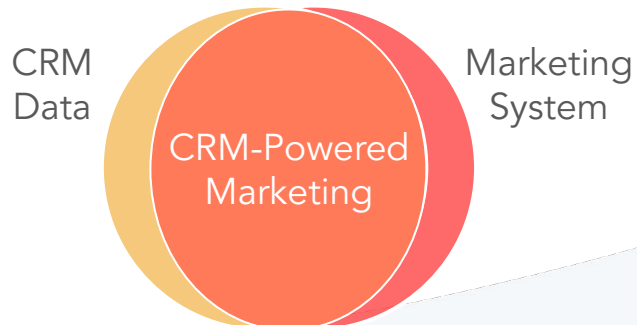
CRM-Powered Marketing

Old Way



An integration between your customer data and marketing system leaves you guessing.

New Way



When customer data lives inside your marketing tools, it's simple to personalize your marketing and break through.

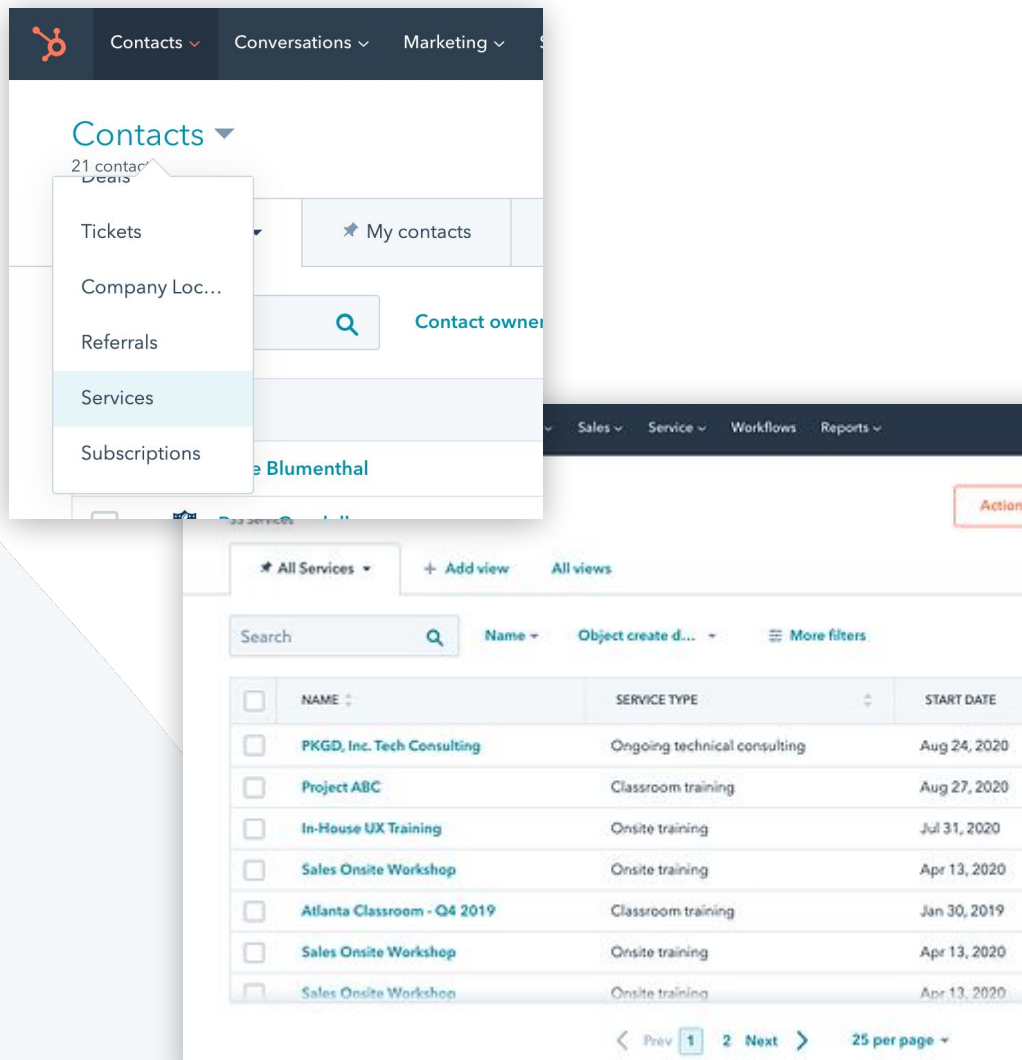


Custom Objects

Because custom objects more accurately represent your business in the CRM, they allow for deeper segmentation and more personalized marketing.

More accurate and personalized upsell and cross sell campaigns have are an early use case.

Now live All Enterprise Hubs

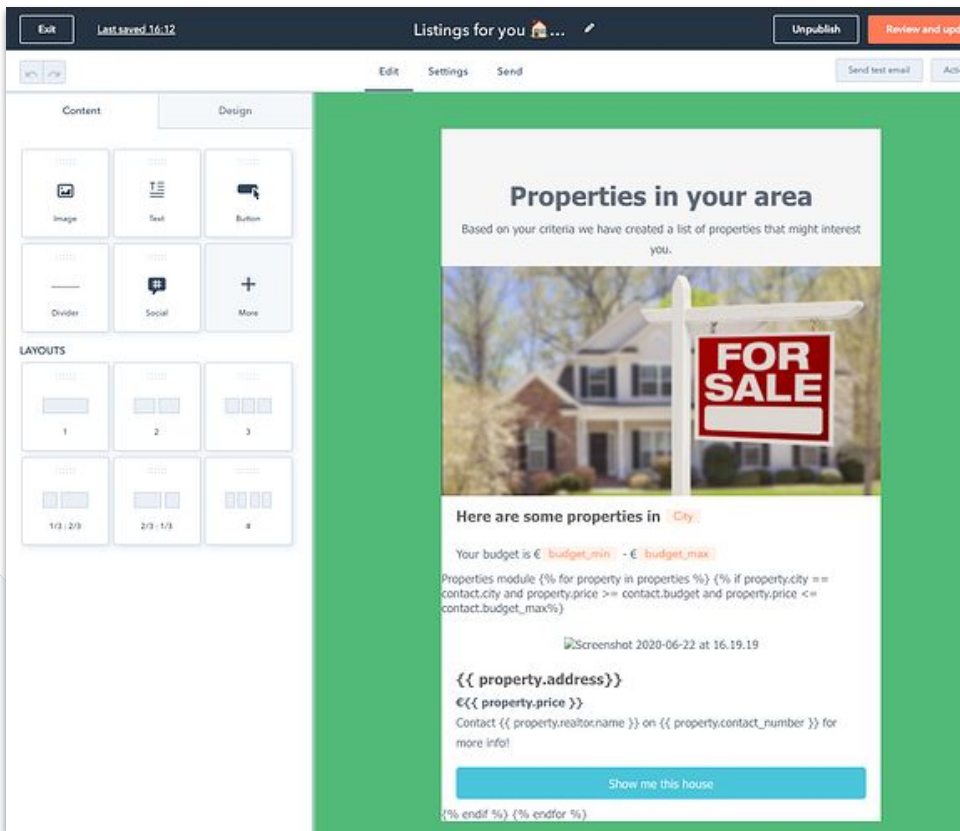


Programmable Email

Programmable email content allows you to deliver highly customized and relevant email content to your customers at a massive scale.

Powered by HubSpot CRM and database the new feature allows for a level of email personalization at a scale never possible before.

Private Beta Marketing Hub



Behavioral Events

Behavioral events, formerly custom events. Give marketers the ability to trigger marketing based on website, inapp, or other behavior based actions.

Using CRM data and behavioral events, you can set up a trigger that fires off an email to prospects when it's clear they are trying to decide whether to buy or not.

Now Live Marketing Hub Enterprise

Create event

Step 1 of 2

Event name

Revenue reporting

Tags

Select tags

Event type

☐ Clicked element

☐ Submitted form

☐ Visited URL

☒ Custom event

Cancel

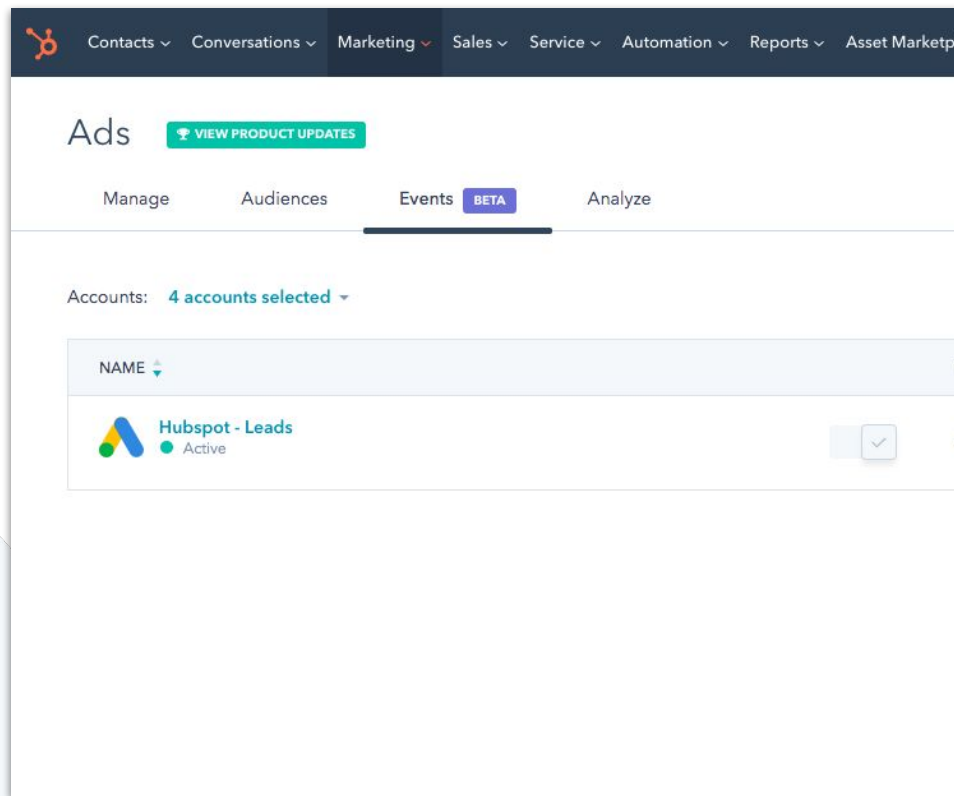
Next >



CRM-Powered Ads

Sync CRM data with Google Adwords to find more customers for fewer dollars with offline conversion tracking

Available Now | Marketing Hub Professional



HubSpot Marketing Hub 2020 Vision

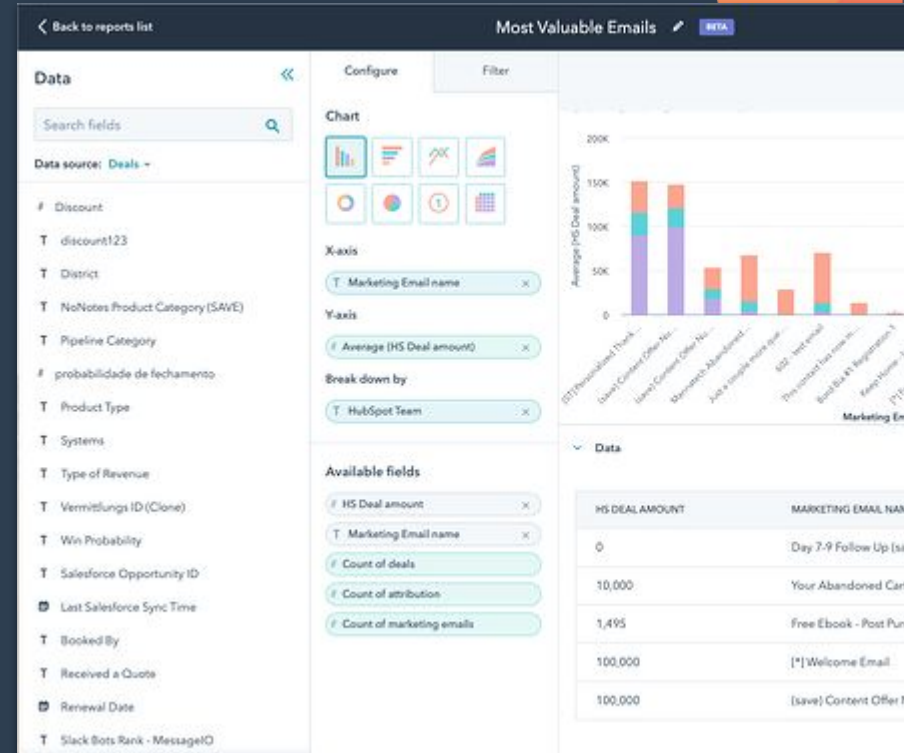
3. Powerful Reporting

Marketing Hub Enterprise

- Multi-touch revenue attribution reporting

INBOUND 2020

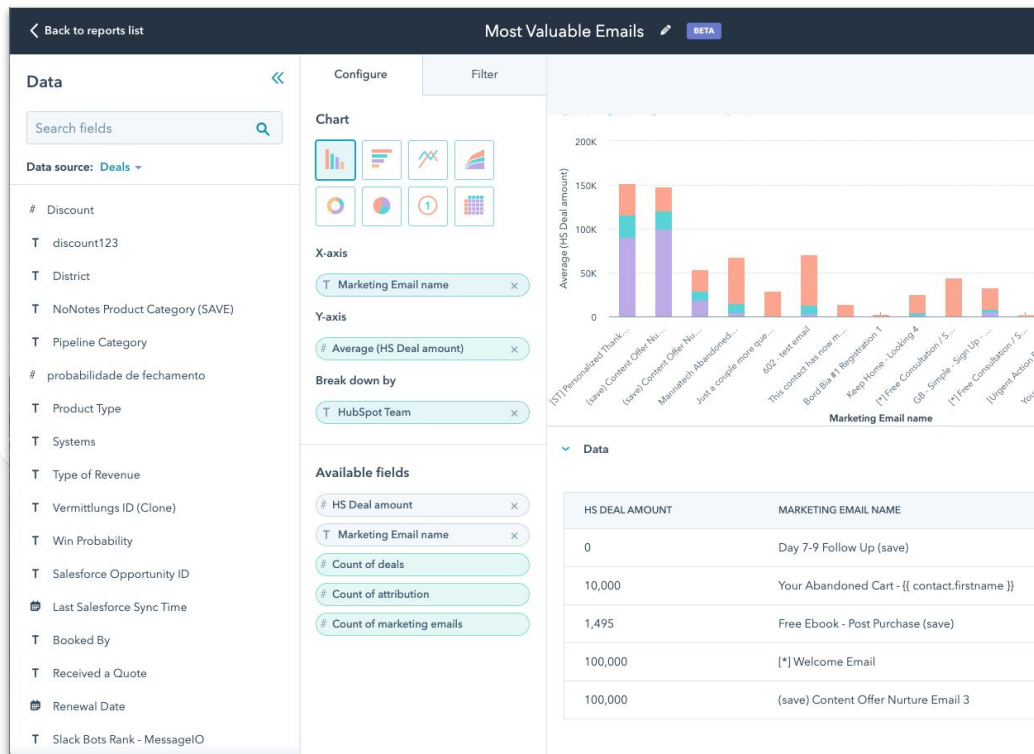
- All-New Custom Report Builder (beta)
- Flexible dashboards



New Custom Report Builder

Now, you can access your contact, company, and deal data alongside your marketing email, landing page, and blog engagement data (with many more data sources to come throughout the beta) right within the custom report builder. This is a streamlined way to answer your key questions.

In Beta | Professional and Enterprise Plans for All Products



Flexible Dashboards

Flexible dashboards give you a beautiful, customizable, and data-dense dashboard that allows you to easily build and share dashboards with your team.

Previously, you were limited to 4 report sizes. Now, you have 20 different options, allowing you to further customize your dashboards.

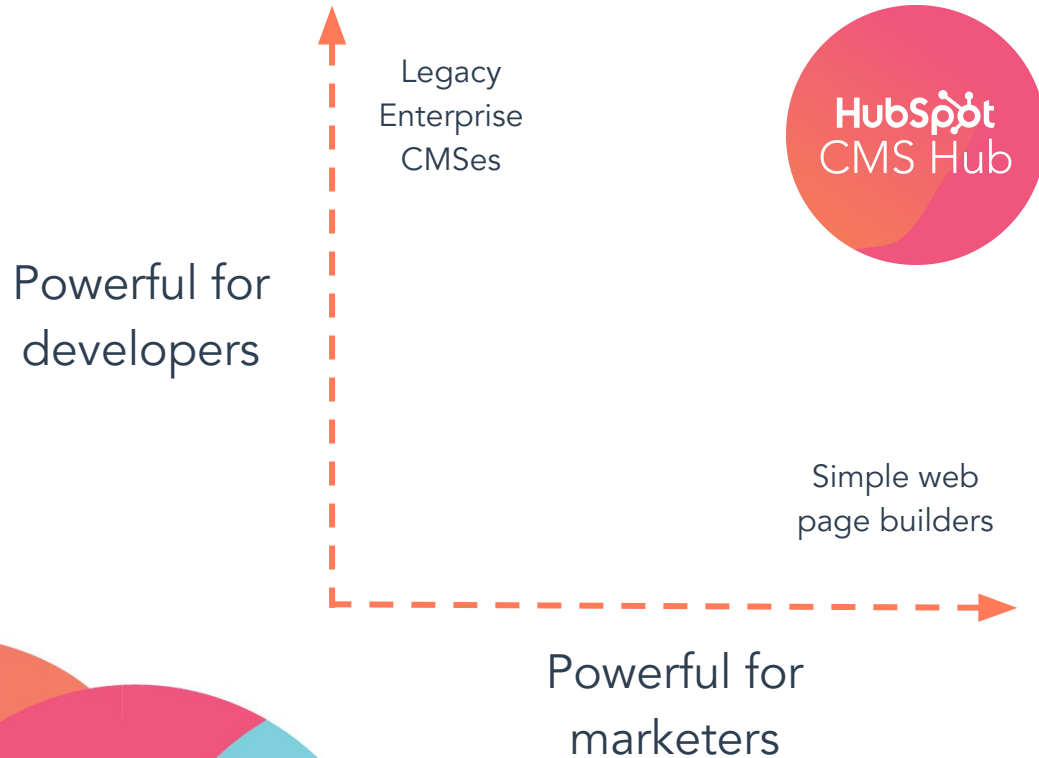
In Beta | Professional and Enterprise Plans for All Products



CMS Hub



The CMS Hub Advantage





Traditional CMS

Rigid for the Marketer

Security is added-on

Building servers

Frustrating redesigns

Adapt to your systems

Business expense



CMS Hub

Flexible for the marketer

Security is built-in

Architecting experiences

Constant optimization

Adapt to your customers

Growth investment

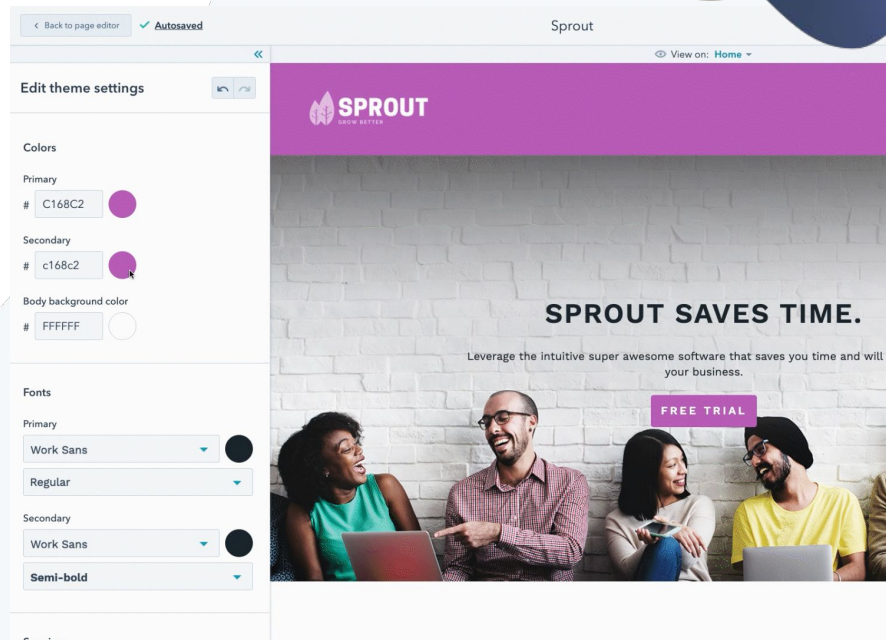
CMS Hub

CMS Hub Professional

For fast-growing companies who are tired of being held back by clunky content systems that require heavy maintenance and make it difficult for marketers to get their work done.

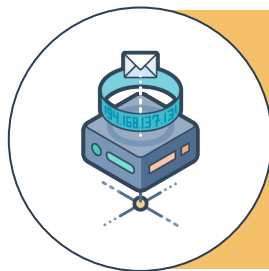
CMS Hub Enterprise

For scaling organizations that want to build powerful web app experiences and provides more governance over a growing team.



CMS Hub Professional

\$300/month



Maintenance and Management Without the Migraines

SaaS CMS, CDN with 99.99% uptime, 24/7 security monitoring and detection, standard SSL certificate, web application firewall.



Easily Build and Optimize Remarkable Website Pages

Flexible website themes, drag-and-drop editing, multi-language content, smart content, dynamic content with HubDB.



All-in-one Tool to Help Grow Traffic and Generate Leads

CRM, SEO Recommendations, Google Search Console, Conversations: live chat and bots, A/B testing, contact attribution reporting.



Speed, Security, & Reliability

Stop managing servers. Start architecting experiences.

Websites hosted on CMS Hub are hosted on our global CDN to ensure they are always available, reliable, and secure.

[Learn more](#) about how HubSpot approaches speed, security, and reliability.

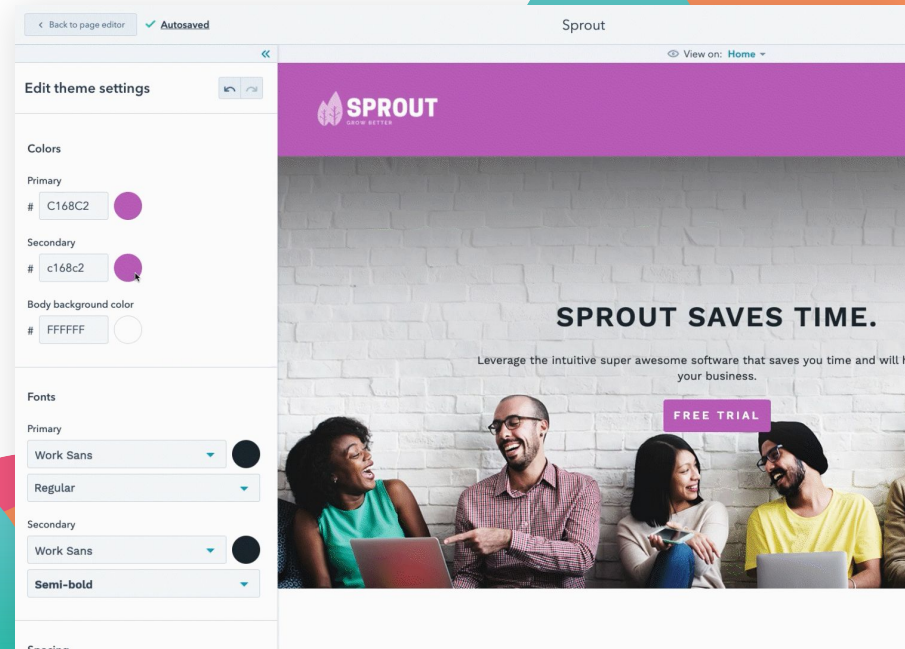
- ✓ 99.99% uptime
- ✓ Global CDN
- ✓ Cache optimization & strategy
- ✓ 24x7 infrastructure support
- ✓ Web application firewall
- ✓ SSO integration
- ✓ Isolated network layers
- ✓ HTTPS and SSL certificate support
- ✓ Routine vulnerability scanning
- ✓ User & permissions management
- ✓ Multiple geographic footprints



Effortless page editing & optimization

Flexible Themes

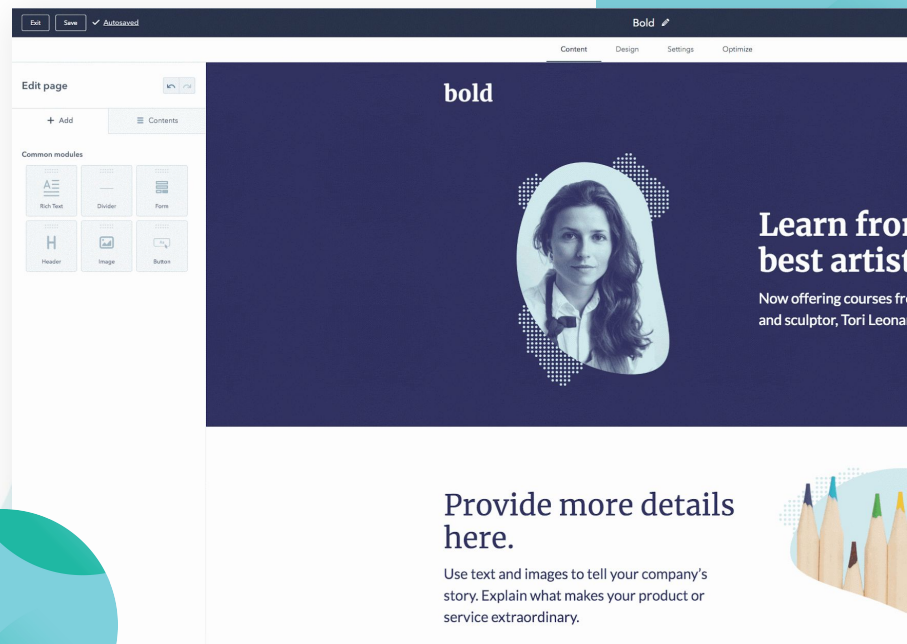
Allow your developer to create a site-wide content editing experience that puts the marketer in control over the web site. Start from scratch or leverage one of HubSpot's pre-built themes as a starting point. Themes allow marketers to make larger scale changes to their web based content without needing a developer for maintenance and without knowing CSS.



Effortless page editing & optimization

Drag and Drop Page Editing

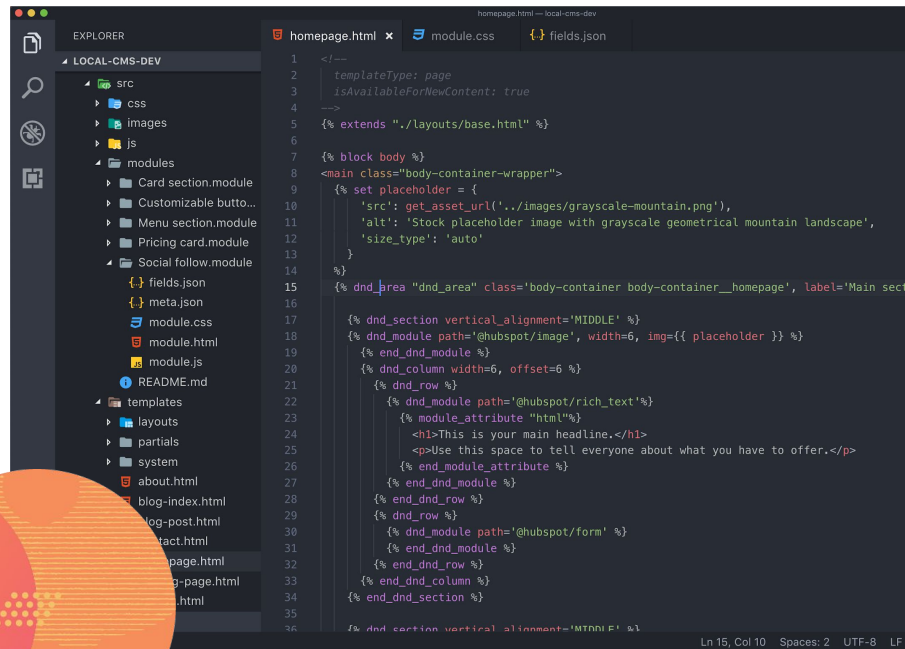
Focus on creating amazing content, not managing your content creation process. With CMS Hub, your developer can create a flexible content creation experience that allows you to easily create pages through a drag and drop editing experience.



Develop without delays

Local Web Development

Develop on HubSpot using the tools, technologies, and workflows that you prefer. Leverage tools like GitHub to handle version control, and make changes to your web assets as you're ready.



All-on-one tool

Backed by a market leading CRM

CMS Hub comes with the HubSpot CRM baked in. With it, you're able to easily keep track of your site visitors' engagement with your site, and use that information to create tailored messaging that speaks directly to them. Keep track of how your visitors interact with your content from first page visit, all the way through to purchase & beyond.

The screenshot displays the HubSpot CRM interface. At the top, a navigation bar includes links for Contacts, Conversations, Marketing, Sales, Service, Automation, and Reports. The main content area is divided into two panels. The left panel shows the contact profile for Lena Letterman, a Financial Manager at Oktra, with icons for Note, Email, Call, Log, Task, and Meet. The right panel shows the 'Activity' tab, which includes a filter for 'Filter activity (2/40)' and a list of activities for November 2018. A 'Page view' activity is highlighted, showing 'Biglytics | Home and 8 other pages' and a 'Session Details' table with timestamps and page views. A 'Call-to-action' notification is visible at the bottom, stating 'Lena Letterman clicked the CTA Book a Demo CTA on the page https://www.biglytics.net/blog/8-common-misconceptions-about-big-data-analytics'.

Contacts Conversations Marketing Sales Service Automation Reports

< Contacts Actions

Lena Letterman
Financial Manager at Oktra

Note Email Call Log Task Meet

About this contact

First name
Lena

Activity

Filter by: Filter activity (2/40) All users All teams

November 2018

Page view
Biglytics | Home and 8 other pages

Session Details

11/29/2018 at 4:21 PM GMT	Viewed 8 Co
11/29/2018 at 4:21 PM GMT	Viewed 8 Co
11/29/2018 at 4:20 PM GMT	Viewed Wha
11/29/2018 at 4:20 PM GMT	Viewed 8 Co
11/29/2018 at 4:19 PM GMT	Viewed Bigly

Show more

Call-to-action
May 22, 2019 at 4:12 AM EDT

Lena Letterman clicked the CTA Book a Demo CTA on the page <https://www.biglytics.net/blog/8-common-misconceptions-about-big-data-analytics>

CMS Hub Enterprise

\$900/month



Build Powerful Web-App Experiences

Serverless functions, CMS memberships, APIs.



Gain Governance and Control at Scale

Content partitioning, activity logging, custom CDN configuration, site performance reporting and API, SSO, user/team permissions



Extend Your Brand

Multiple brand domains, micro sites, multi-domain traffic reporting.



Build powerful web-app experiences

Memberships

Create membership based content using HubSpot lists to allow only specific customers to access a section of your website. Use this to create content for specific segments of your customer-base, or manage premium content channels. Each contact gets a personalized password and login.



Sign in to view this page

This page is only available to people who have been given access.

Email*

Password*

[Show password](#)

☒ Remember Me

[Forgot your password?](#)

Login

[Having trouble? Contact the admin](#)

Build powerful web-app experiences

Serverless Functions

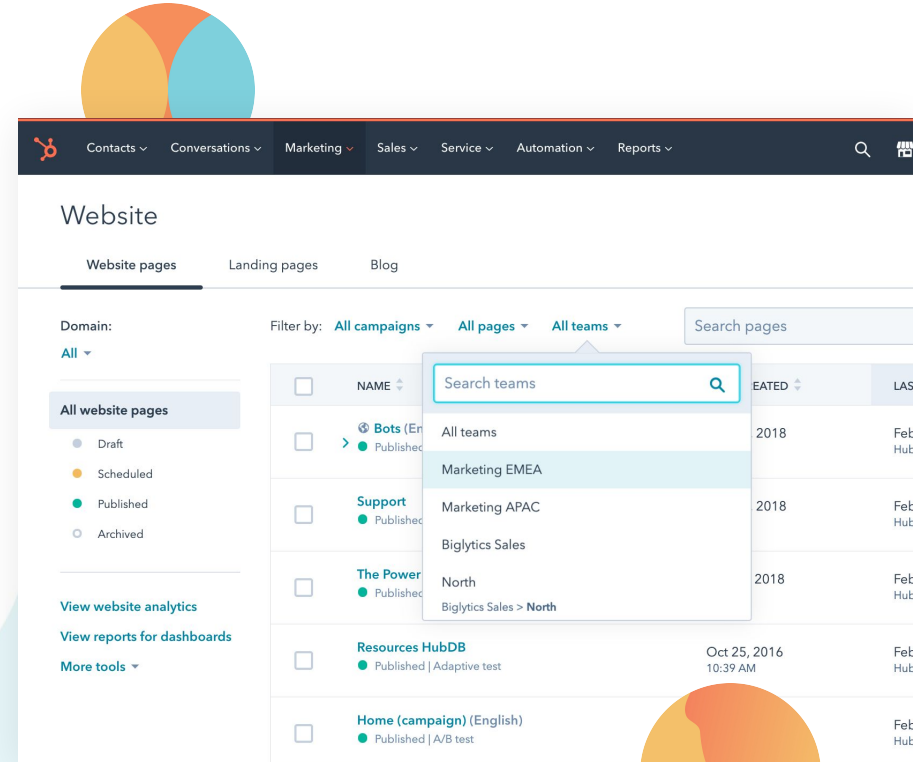
Add interactive elements to your HubSpot hosted content, like event registrations, guest books, and dynamic calculators, without the need to configure an external server, SSL certificate, or data transfer process.



Gain governance & control at scale

Content Partitioning

Use team permissions to give your team access to only the content that is important to them. Allow your blog team to only focus on the blogs that matter to them, while not being distracted by blogs owned by another team, or the landing pages that your acquisition team owns.



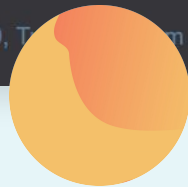
Gain governance & control at scale

Activity Logging

Your team is growing fast, and many people across several teams have access to the content on your site. Ensure that you're able to pinpoint exactly who on your team made a specific update at any given moment with shareable activity logs. Quickly run this export, and gain governance over your site.



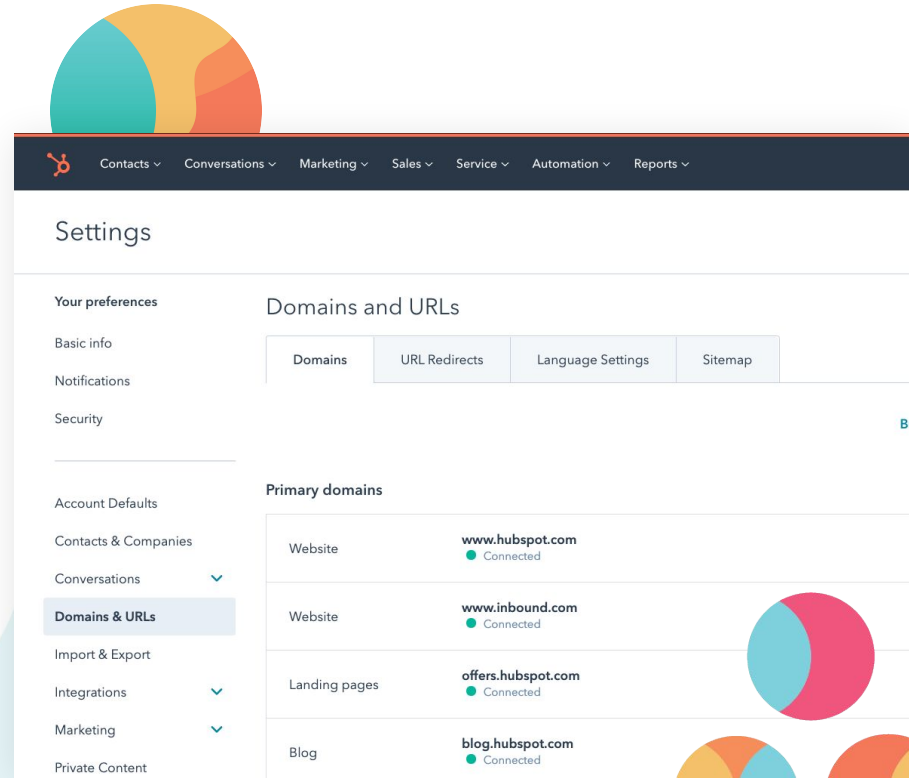
```
objectName: "",
fullName: "Victoria Gumaer",
event: "UPDATED",
userId: 639874,
timestamp: 1582642302886 (February 25, 2020, Tue, 9:51:42am UTC-05:00),
objectType: "CONTENT_SETTINGS"},
- { 7 ★ pin
  objectId: "25027954882",
  objectName: "www.fithub-demo.live",
  fullName: "Victoria Gumaer",
  event: "UPDATED",
  userId: 639874,
  timestamp: 1582642301036 (February 25, 2020, Tue, 9:51:41am UTC-05:00),
  objectType: "DOMAIN"},
- { 7 ★ pin
  objectId: "2052625",
  objectName: "events",
  fullName: "Victoria Gumaer",
  event: "UPDATED",
  userId: 639874,
  timestamp: 1582640825248 (February 25, 2020, Tue, 9:51:41am UTC-05:00),
  objectType: "HUBDB_TABLE"},
```



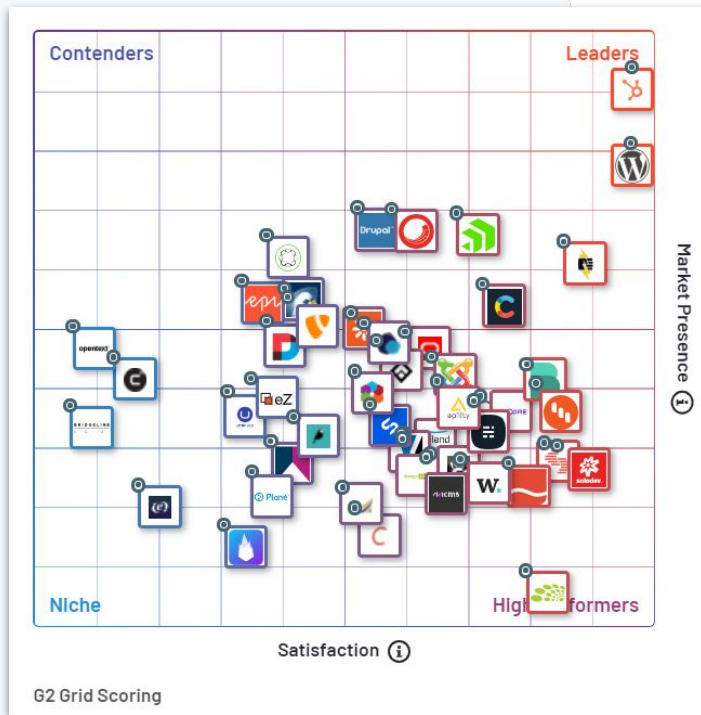
Extend your brand

Multi-Domains

If you have multiple business lines, or simply require more than just one domain, we've got you covered. Manage and measure all of your website content in one HubSpot account across multiple domains. CMS Hub Enterprise comes with two brand domains out of the box, and additional domains can be purchased as needed.



See why CMS Hub is the leader on G2



Learn more

 **CMS Hub**

Less Pain, More Gain.

Updated 2/21 // Product Marketing

HubSpot



[web content management systems from G2.](#)

What's new in
Service Hub



Unite Teams and Channels



JIRA Integration

Create Jira issues from a ticket record, automate and report on tickets using the workflows tool, and more

Available Now | All Product and Plans

Jira - Associate Jira issue

Select or search for Jira issue to attach to the following HubSpot ticket: **Major Software Outage Issue**

Select Jira issue

Can't find the issue you're looking for? [Create new Jira issue](#)

Attach Jira issue

Cancel



Logged-in Visitor Identification

Automatically identify visitors who are logged in when they chat with your team

Available Now | Professional and Enterprise plans for all products.

1 Build
Create a welcome message to greet site visitors.

2 Target
Decide when to show the chatflow on your site.

3 Display
Control display settings for this chatflow.

4 Options
View and manage your chatflow settings.

Target

Set rules to decide which web pages your chatflow shows up on. You can also choose to show your chatflow only to specific visitors based on their identity or actions.

Website URL

Target your visitors by choosing the web pages where you'd like your chatflow to appear ⓘ

SHOW CHAT

WHEN Website URL is all pages

+ Add rule + Add exclusion rule

Visitor information and behavior (Optional)

Have more control over who sees your chatflow by adding rules based on your visitors' identity or behavior

SHOW CHAT

WHEN Logged-in visitor is true

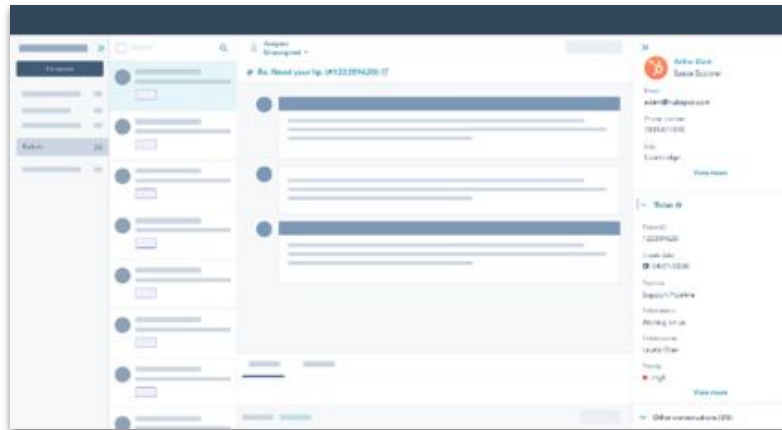
+ Add rule + Add exclusion rule



Ticket Sidebar in Inbox

See contextual information
when responding to
conversations in the inbox

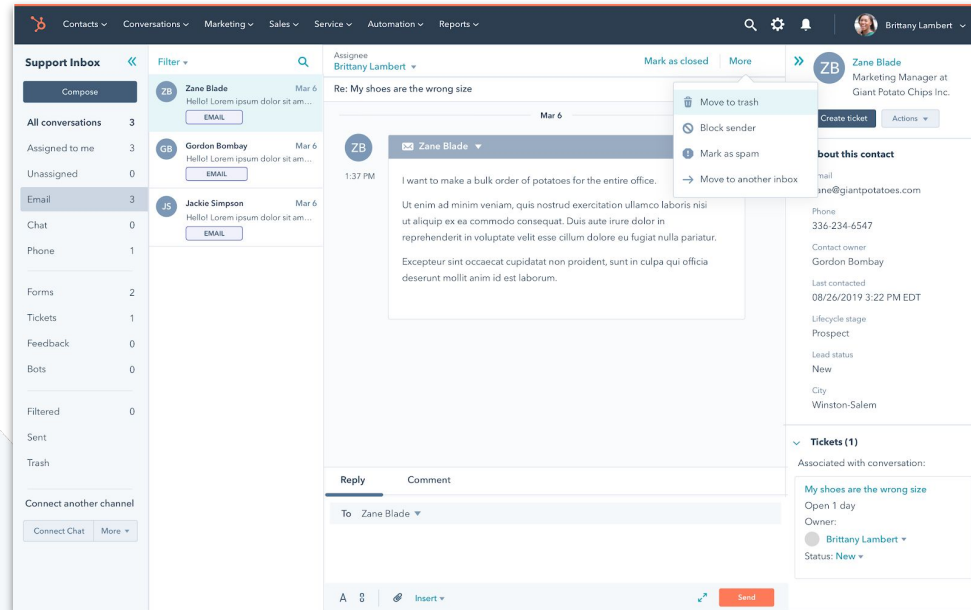
Available Now | All Products and Plans



Conversation Forwarding

Move conversations between inboxes

In Beta | Professional and Enterprise plans for all products.



Scale your Support Operations



Advanced Team Management

View and manage agent permissions, status, and availability for live chat all in one place

Available Now | All Products and Plans

The screenshot displays the HubSpot 'Settings' page, specifically the 'Team management' section. On the left sidebar, the 'Team Management' option is highlighted with a red box and an arrow. The main content area shows a table of team members with columns for 'USER', 'Chat status', and 'INBOX'. A red arrow points to the 'Filter your team here' text above the table. Another red arrow points to the 'Toggle chat status here' text below the table. A third red arrow points to the 'Manage inbox access here' text in the top right corner, which is next to a 'Manage inbox users' button. The table lists four users: Louise Dewey, Leo Lin, Cassie Dewey, and Kevin Altschuler, with their respective chat statuses and inbox assignments.

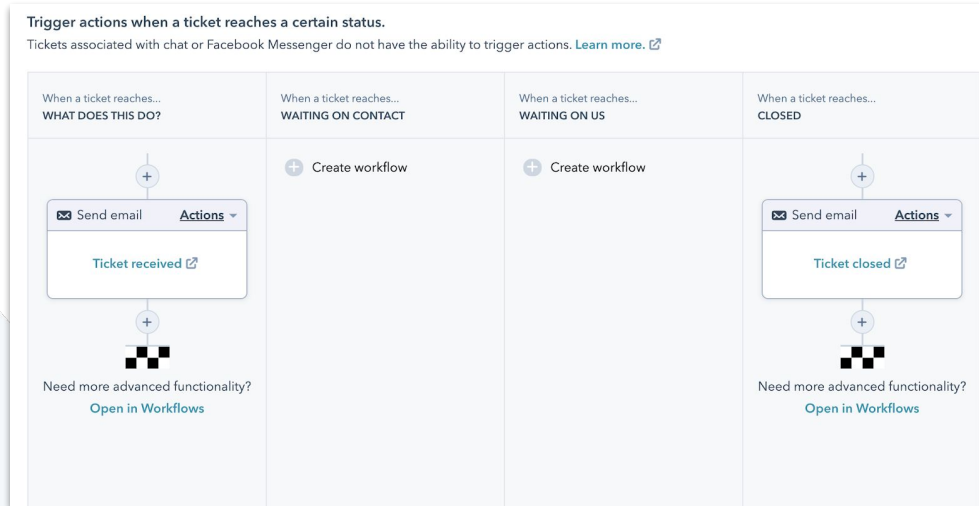
USER	Chat status	INBOX
Louise Dewey@gmail.com	Available	Sales Team - Inbox
Leo Lin	Available	Sales Team - Inbox
Cassie Dewey	Away	Sales Team - Customer Service Team - Inbox
Kevin Altschuler	Away	Sales Team - Inbox



Enhanced Help Desk Automation

Send proactive customer communications through all ticket stages with reliable automation

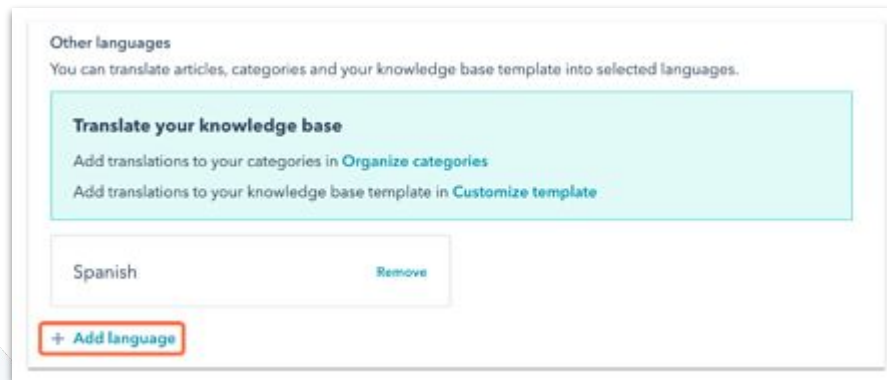
Available Now | Professional and Enterprise plans
in Service Hub



Multi-language Knowledge Base

Provide resources to your customers in their preferred language

Available Now | Professional and Enterprise plans
in Service Hub



Power Proactive Service



Knowledge Base Single Sign-on

Manage authentication, registration, and access to your content

In Beta | In all Enterprise Products

Security

Single Sign-on (SSO)

Use your company's log in credentials

Edit



Require Single Sign-on to log in.

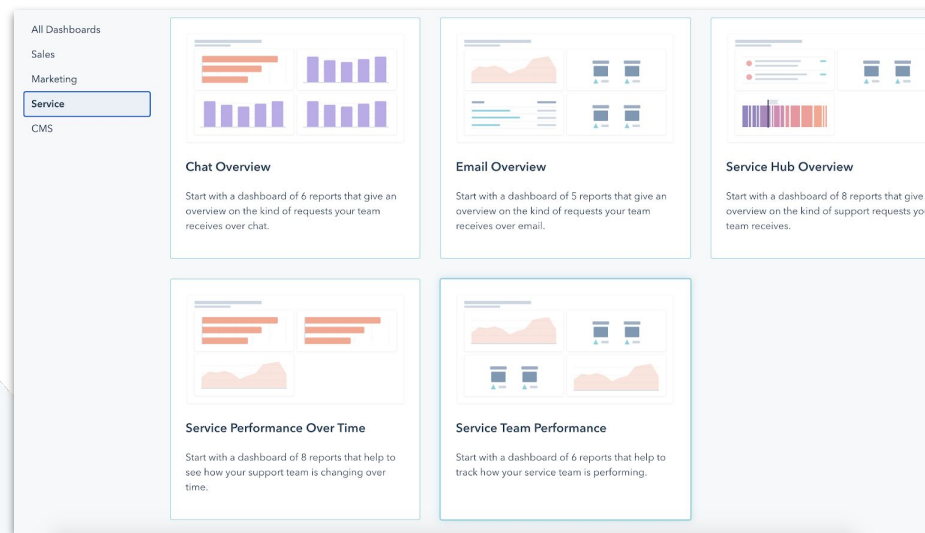
[Exclude users](#)



Enhanced Reporting Dashboards

Track and gather insights, like conversations volume and response rates, and filter by inbox and chatflow type

In Beta | Starting in Service Hub Professional



Custom Surveys

Create feedback surveys with custom questions of your choice

In Beta | Starting in Service Hub Professional

The screenshot displays the 'Customer Satisfaction Survey' configuration interface. At the top, there's a header bar with 'Exit', 'Auto-saved', the survey title 'Customer Satisfaction Survey' with an edit icon, and a 'Publish' button. Below the header is a navigation menu with tabs: Delivery, Recipients, Customize, Follow-up, Thank you, Options, Automation, and Summary. The 'Delivery' tab is active. The main content area is titled 'How do you want to survey your customers?' and includes a 'Choose a delivery method' section with two options: 'Email' (with an icon of an envelope and a checkmark) and 'Web page' (with an icon of a laptop). Below these options are instructions: 'Choose email if your customers rarely visit your website, or don't use your product or service online.' and 'Choose web page if your customers regularly visit your website.' To the right, a preview of the survey email is shown, featuring a header with 'From: Pablo the Cat (noreply@hubspot.servicehub.com)' and 'Subject: Hey, how'd we do?'. The email body starts with 'Hey [Contact: First Name], Your opinion matters.' followed by a paragraph: 'You recently bought something from our online shop. We'd love to know what you thought.' and ends with the question 'How happy were you with the overall buying experience?'.

Learn more about all new Service Hub features



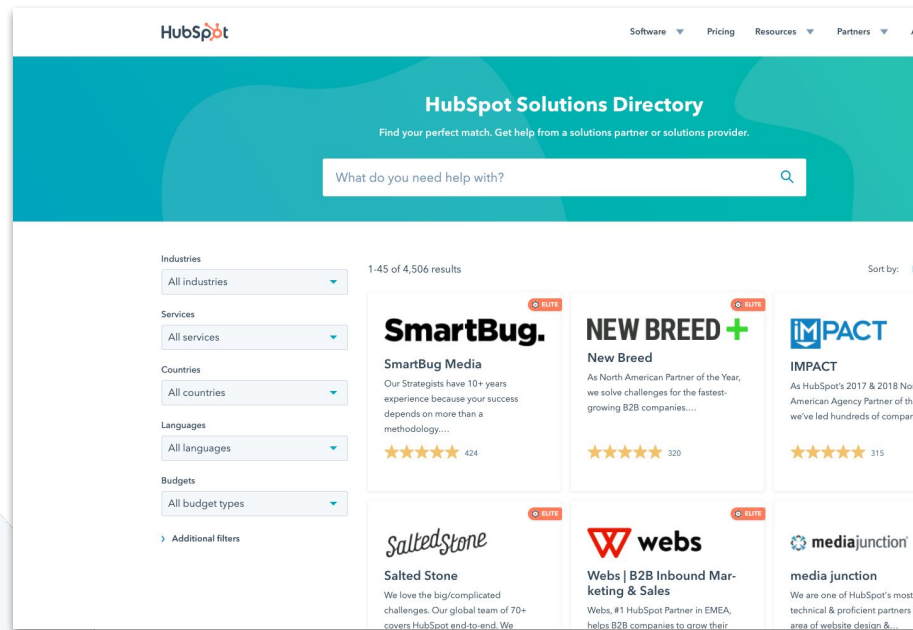
What's new in the
HubSpot
Ecosystem



Refreshed Solutions Directory

Find the service provider that
will enable anything for your
business

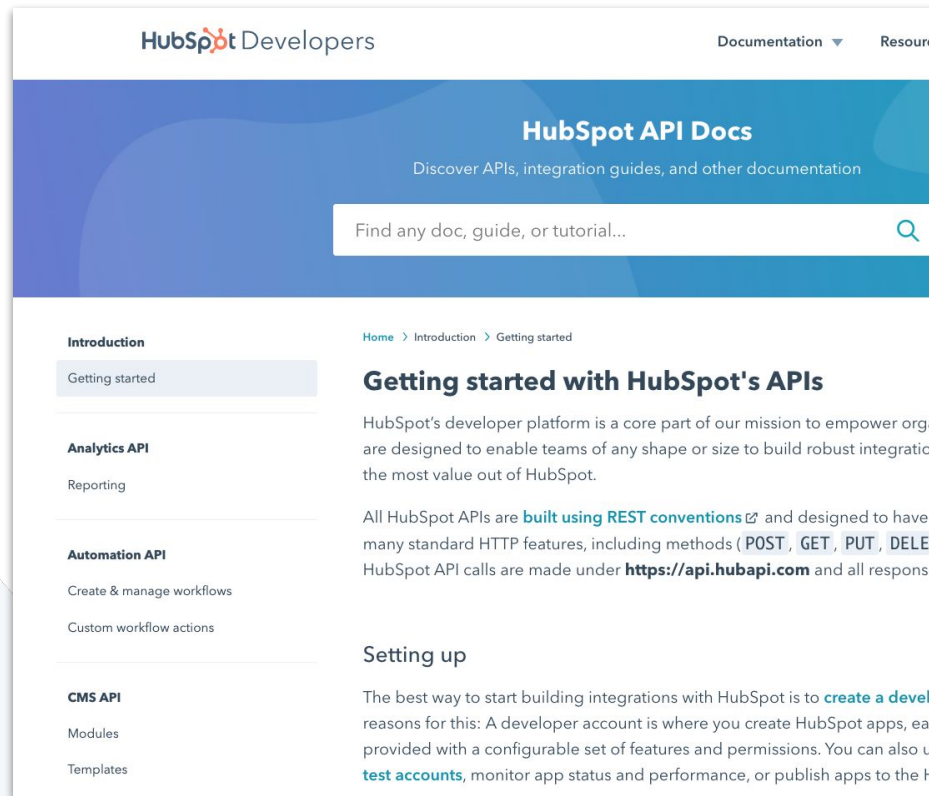
Now Live | All HubSpot Users



Redesigned API Documentation Site

See what's possible to build
on the HubSpot platform

Now Live | All HubSpot Users & Developers



Updates im Überblick

Sales Hub Enterprise

Enterprise-grade CRM

Connected CPQ tools (incl. Accounting)

AI-powered sales acceleration

Streamlined sales reporting

Price

hubspot.de/new

Marketing Hub

Always easy, now deeply powerful

CRM-Powered Marketing

Powerful Reporting

Service Hub

Unite Teams and Channels

Scale your Support Operations

Power Proactive Service

CMS Hub

CMS Hub Professional and Enterprise

Ecosystem

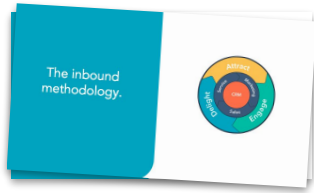
Solutions Directory

Redesigned API Documentation



Alles was Sie über HubSpot wissen müssen:

Introduction to HubSpot



HubSpot Platform Overview

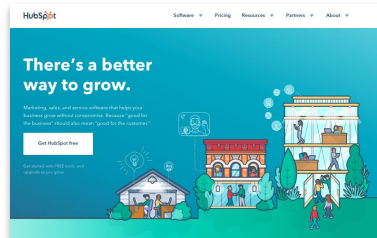


What's New in HubSpot

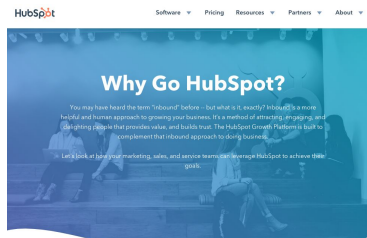
(this presentation)



HubSpot.de



Why Go HubSpot?



Product Catalog + Pricing

HubSpot® MARKETING HUB				
Marketing Hub	HubSpot marketing software has everything you need to run successful inbound marketing campaigns that make people interested in your business and happy to be your customer. It's all your marketing tools, all in one place. Marketing Hub is available in three editions: Starter, Professional, and Enterprise.			
Sales Hub				
Service Hub				
CRM				
Technical Limits & Definitions				
Facts				
Consulting Services				
	Description	Starter Edition \$1,500/mo	Professional Edition \$5,000/mo	Enterprise Edition \$15,000/mo
	All Features of HubSpot CRM		●	●
	Marketing: You can create and manage all of your HubSpot CRM, giving you access to all the tools you need to grow.	●	●	●
	Sales: You can create and manage all of your HubSpot CRM, giving you access to all the tools you need to grow.	●	●	●
	Service: You can create and manage all of your HubSpot CRM, giving you access to all the tools you need to grow.	●	●	●
	Lead Flow*	●	●	●
	You can create and manage all of your HubSpot CRM, giving you access to all the tools you need to grow.	●	●	●
	Collected Form*	●	●	●
	You can create and manage all of your HubSpot CRM, giving you access to all the tools you need to grow.	●	●	●
	Native Form*	●	●	●
	You can create and manage all of your HubSpot CRM, giving you access to all the tools you need to grow.	●	●	●