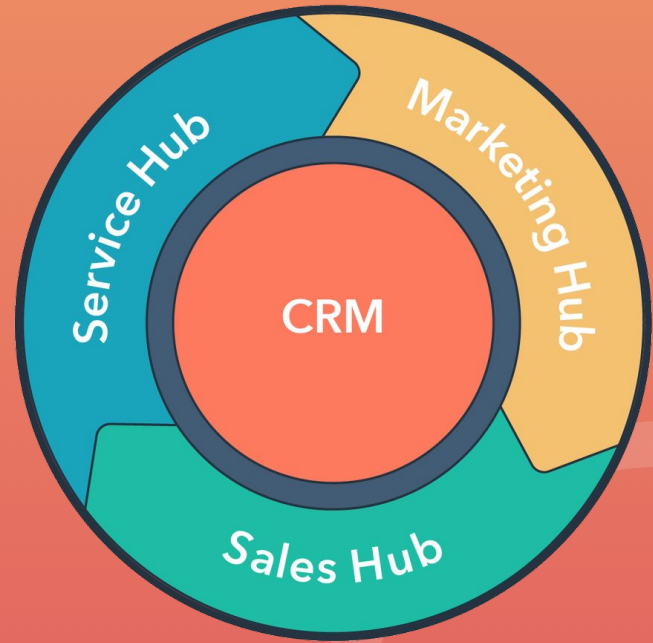
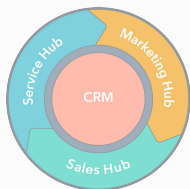


The HubSpot Growth Platform

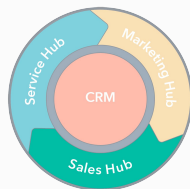


Hubspot offers a full stack of products for marketing, sales, and customer relationship management that are powerful alone, and even better when used together.



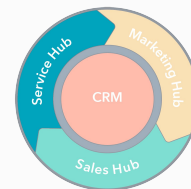
Marketing Hub

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



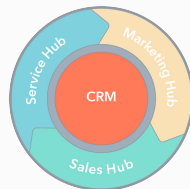
Sales Hub

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



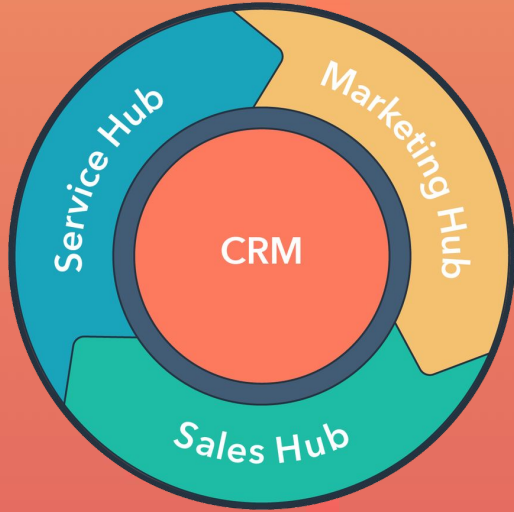
Service Hub

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



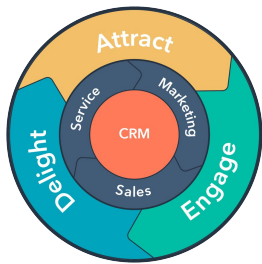
HubSpot CRM

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, the 'Support inbox' is shown with filters for Status, Channel, Assignee (Cody Wilson), Tags, and Date. A sidebar on the left provides a summary of conversation counts: 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 button to view the message (EMAIL or CHAT). At the bottom left, a status indicator shows 'Available'. On the right, a detailed view of a conversation is shown, titled 'Need help syncing my account'. It features a message from Johnny Appleseed (3m) asking for help, a response from Jason Williams (2hr) about upgrading, and a response from Jackie Simpson (1d) offering to talk. Below this, a message from Cody Wilson (support@hubspot.com) is visible, along with a 'Reply' button.

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, company (Xavier University), and a profile picture. Below this, there are sections for 'About Emily Keefe' and 'Emily's Company'. The 'About Emily Keefe' section shows a 'Became 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 shows the Xavier University logo, name, and website URL (http://xavier.edu). On the right, a meeting notification is displayed, stating 'You have a meeting with Emily Keefe' and providing details for a 'Chat about Sales platform' meeting, including a call link, dial-in number (401-283-6228), PIN (52890), and a duration of 1 hour.

New note Email Call + Log activity Create

Templates Sequences Documents Meetings

To Emily Keefe (ekeefe@hubspot.com)

From Lauren Pacifico (lpacifico@hubspot.com)

Subject Add a subject

Type something brilliant...

B I U [List Icons] No font selected Size [Dropdown] [Image Icon] [Link Icon]

December

You have a meeting with Emily Keefe

Chat about Sales platform

View or join the call: <https://www.uberconference.com/lpac>
Dial-in number: 401-283-6228
PIN: 52890

Duration
1 Hour

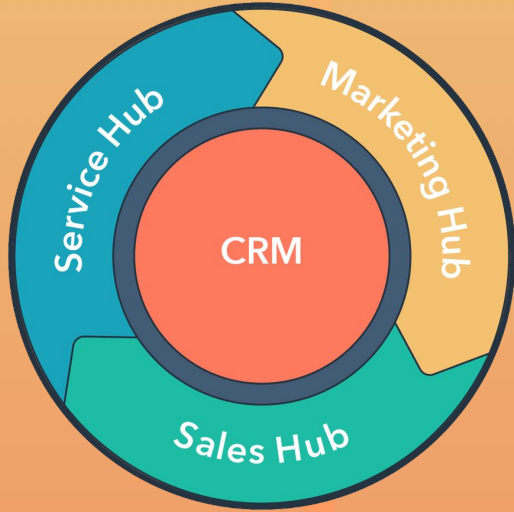
HubSpot CRM:

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.

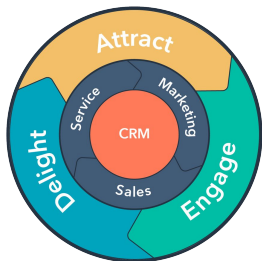
The screenshot shows the HubSpot CRM interface for the 'Deals' section. At the top, there is a navigation bar with 'Sales', 'Dashboard', 'Productivity', 'Content', 'Social', 'Contacts', 'Reports', and a search bar. Below this, the 'Deals' title is displayed, along with 'Table' and 'Pipeline' view options and a search box for deals. On the left sidebar, there are filters for 'Pipeline' (set to 'Sales Pipeline') and 'View' (set to 'Standard'). Below these filters, it indicates '84 deals' and an 'Add Filter' button. The main area is a Kanban-style pipeline with two columns: 'APPOINTMENT SET' (32 deals) and 'APPOINTMENT COMPLETED' (21 deals). Each column contains deal cards with details like deal name, value, and close date. The 'APPOINTMENT SET' column shows deals for Biglytics (\$100), Hub.IO (\$200), and Change.Jy (\$100). The 'APPOINTMENT COMPLETED' column shows deals for HubSpot (\$150), BigDataX (\$250), Mauiventures (\$100), and Traditionsoft (\$300). A total of \$400 is shown for the 'APPOINTMENT SET' column and \$800 for the 'APPOINTMENT COMPLETED' column.

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	



Marketing Hub





Marketing Hub

Marketing Hub helps you attract and engage new customers by creating relevant, personal marketing.

Starter

Conversion Tools
Facebook Lead Ads
Basic Analytics

Professional

Everything in Starter, plus:
Content Strategy & SEO
Blogging Tools
Social Tools
Email & Automation
Dashboards & Reporting

Enterprise

Everything in Professional, plus:
Personalization
Predictive Lead Scoring
Advanced Reporting

Marketing Hub Basic:

SEO + Content Strategy

SEO has changed. Generate more qualified traffic and grow your influence with tools that help you plan and execute a content strategy built for the way modern search engines work.

The screenshot displays a user interface for building a topic cluster. At the top, there is a navigation bar with a back arrow and the text "Back to content strategy". On the right side of the top bar, the text "big o" is partially visible. Below the navigation bar, the user's location is set to "Country: 🇺🇸 United States". To the right of this, there is a section titled "Build your topic cluster" with a teal progress bar. On the left side of the main content area, there is a vertical control panel with a "+" button, a "-" button, and a "100%" zoom indicator. The main area features a topic cluster diagram. A central node is a white box labeled "Add subtopic". Below it is a box titled "what is machine learning" which contains an "Add supporting content" button. Below that is another white box labeled "Add subtopic". To the right, a dark blue box labeled "big data" is connected to the central node, and a white box below it contains the text "Common Misconceptions in Big".

Marketing Hub Basic:

Blogging Tools

HubSpot's blog makes it easy to create and optimize content with recommendations and measure which articles are having an impact.

The screenshot shows the 'Optimize' sidebar in HubSpot's Marketing Hub. At the top, there is a navigation link '< Back to blog posts' and 'Edit' and 'Settings' buttons. The sidebar is titled 'Optimize' and contains the following sections:

- Optimize**: Improve your content for better performance by following these suggestions.
- This blog post is about:** A dropdown menu with the text 'Add keywords...'.
- TO-DO**: A list of optimization tasks, each with a yellow circle icon and an information icon (i):
 - Content Body (511 Words):
 - There are 0 call-to-actions in the blog post.
 - market research keyword not used.
 - Your blog post includes 0 internal links.
 - Explore some internal links you might use in this blog post.
- Meta**:
 - There are 0 keywords in your URL.
- Title**:
 - Your title has no keywords.

The background shows a blog post titled '5 Signs It's Time to...' by Sally Smiles, dated 7/8/16. The post content includes the text: 'The list post is one of the... web. It is composed of -- explanatory paragraphs a...' and 'Use your introduction as... will help them. Keep it lig... data that you can include... introduction, too.'

Marketing Hub Starter:

Conversion Tools

Capture leads through your website with landing pages that are optimized for your brand, easy to customize and track.

Convert your visitors into leads with professional call-to-action buttons, forms, and optimized pop-ups that you can add to your website in minutes.

The screenshot shows the configuration page for a 'Webinar Sign Up' form. At the top, there is a navigation bar with a back arrow and the text 'Back to all forms' on the left, and 'Webinar Sign Up' on the right. Below the navigation bar, there is a 'Learn more' button with a dropdown arrow. To the right of the button are two tabs: 'Form' and 'Options', with 'Options' being the active tab. The main content area is titled 'What should happen after a visitor submits this form' and contains two radio button options: 'Display a thank you message' (unselected) and 'Redirect to another page' (selected). Below these options is a dropdown menu with the text 'Please select or add a location.' and a downward arrow. The next section is titled 'Follow up options' and contains a checkbox option: 'Notify contact's HubSpot owner of their submission' (unselected), with a link '(What's this?)' to its right. Below this is another section titled 'Send submission email notifications to' with a gear icon to its right, and a dropdown menu with the text 'Select or enter an email' and a downward arrow. The final section is titled 'Error message language' and has a dropdown menu with the text 'English' and a downward arrow.

Marketing Hub Basic:

Social Tools

Link social interactions to real people in your database, so you can see deep context and prioritize conversations.

See every interaction with your messages, and create custom keyword monitoring streams for everyone on your team to surface the interactions.

Never miss an opportunity to engage with followers or delight your customers.

The screenshot displays the HubSpot Social Media Monitoring dashboard. At the top, a navigation bar includes 'Contacts', 'Conversations', 'Marketing', 'Sales', 'Service', 'Automation', and 'Reports'. The main heading is 'Social Media', with sub-tabs for 'Monitoring', 'Publishing', 'Reports', 'Messenger', and 'Settings'. The 'Monitoring' tab is active, showing a list of 'Inbox Streams' and 'Twitter Streams'. The 'Inbox Streams' section includes 'All Activity' (12), 'Conversations' (5), 'Interactions' (0), and 'New Followers' (7). The 'Twitter Streams' section lists 'Create stream', '@HubSpotSM's Sent Messages', 'Retweets of @HubSpotSM', '@DariaAMarmer's Timeline', 'greenish cardigan', 'Retweets of @DariaAMarmer', and 'More streams'. On the right, a '9 accounts' dropdown is set to 'New only'. Below this, a 'Reply' button is visible. A purple banner indicates 'INSTAGRAM COMMENTS' with a notification: '1 person commented on your post'. A comment from 'tim.developer.hubspot' is shown: 'How can you improve your social media strategy?' (10 days ago). A reply from 'productofmanagement' is also visible: 'Stay engaged with your target audience at all' (10 days ago).

Marketing Hub Starter:

Email Marketing

Send beautiful, personalized emails that your prospects will look forward to receiving and measure which messages are most effective. Count on un-matched deliverability and best-in-class email analytics.

The screenshot displays the 'Email' dashboard with two tabs: 'Manage' and 'Analyze'. The 'Analyze' tab is active. On the left, a sidebar lists metrics: Overview (highlighted), Sent, Delivery rate, Open rate, Click rate, and Contacts lost. The main content area shows an 'Overview' section with filters for 'Email type: All', 'Campaign: All', and 'Time range: Last 30 days'. Two large cards display 'SENT 28,617' and 'DELIVERY RATE 99.73% (28,540)'. Below this is an 'Email performance' section showing '44.36% Opened (12,661)' with a downward trend of 19.11% and '39.84% Clicked' with an upward trend of 1.6%.

Email

Manage Analyze

Overview

Email type: All Campaign: All Time range: Last 30 days

SENT	DELIVERY RATE
28,617	99.73%
	(28,540)

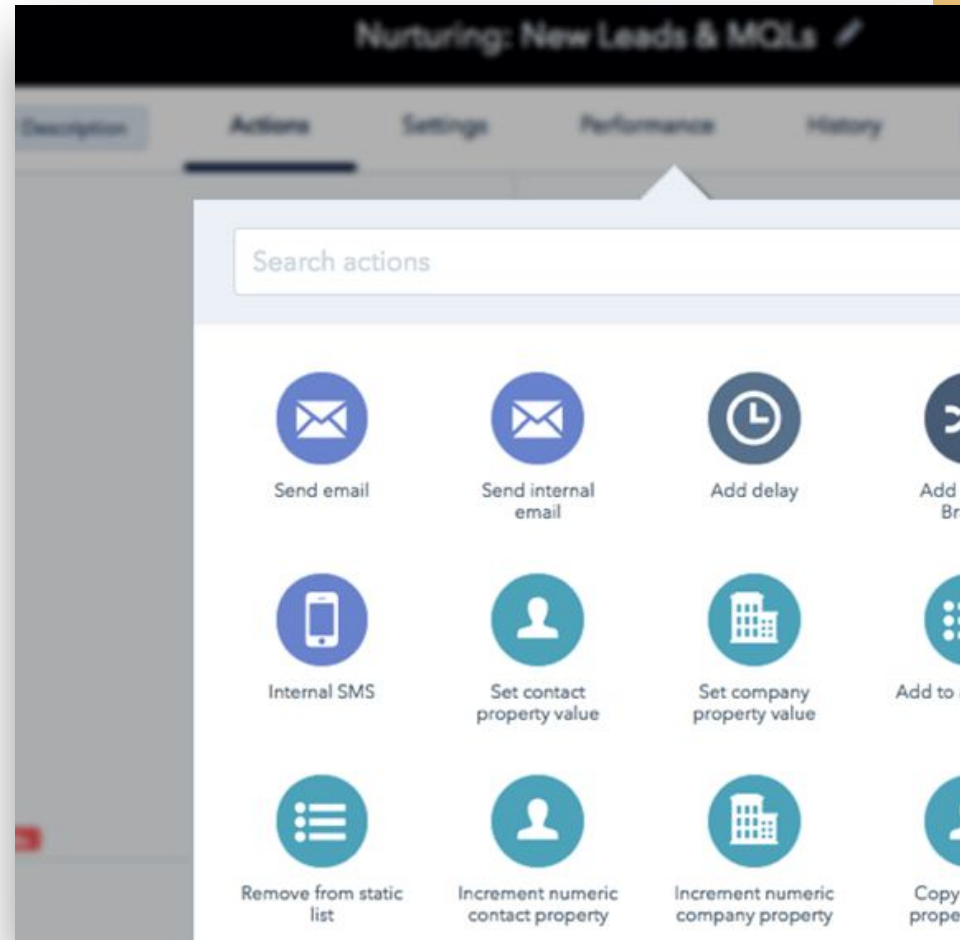
Email performance

44.36% Opened (12,661) ▼ 19.11% Compared to the previous 30 days	39.84% Clicked (12,661) ▲ 1.6% Compared to the previous 30 days
--	---

Marketing Hub Professional:

Marketing Automation

Trigger email campaigns based on any criteria you choose including form submissions, site revisits, video views, and other triggers. Rotate leads to your sales team. Create deals, tasks, and trigger notifications to automate your team's workflow.



Marketing Hub Professional:

Granular Segmentation

Segment leads based on their contact information and online behavior. Use these hyper-targeted lists to send emails, personalize website content, and power marketing automation.

The screenshot shows a HubSpot contact list interface. At the top, there is a navigation bar with a back arrow and the text "Back to lists", a "Test contact" button, a "More" dropdown menu, and a "Saved" button. Below this, the list title is "Attended Webinar: How to Leverage Webinars to Fuel Your Marketing and Sales Engine - HubSpot Customers", with a gear icon and "132 contacts" below it. A "Show more info" dropdown is centered below the title. The main area displays a list of segmentation criteria:

- Criteria 1: Contact has filled out **Lead Form** on **Webinar Page**.
- Connector: and
- Criteria 2: Contact has attended **How to Leverage Webinars to Fuel Your Marketing and Sales Engine**.
- Connector: and
- Criteria 3: The contact property **Lifecycle Stage** is equal to **Customer**.

Below the criteria, there are two buttons: "and..." and "or...".

Marketing Hub Professional:

Dashboards & Reporting

Create beautiful, custom reports to export on virtually any metric from HubSpot Marketing, any record from HubSpot CRM, or data from any integrated apps. Use closed-loop reporting to determine the ROI of your work.

Marketing Dashboard ▾

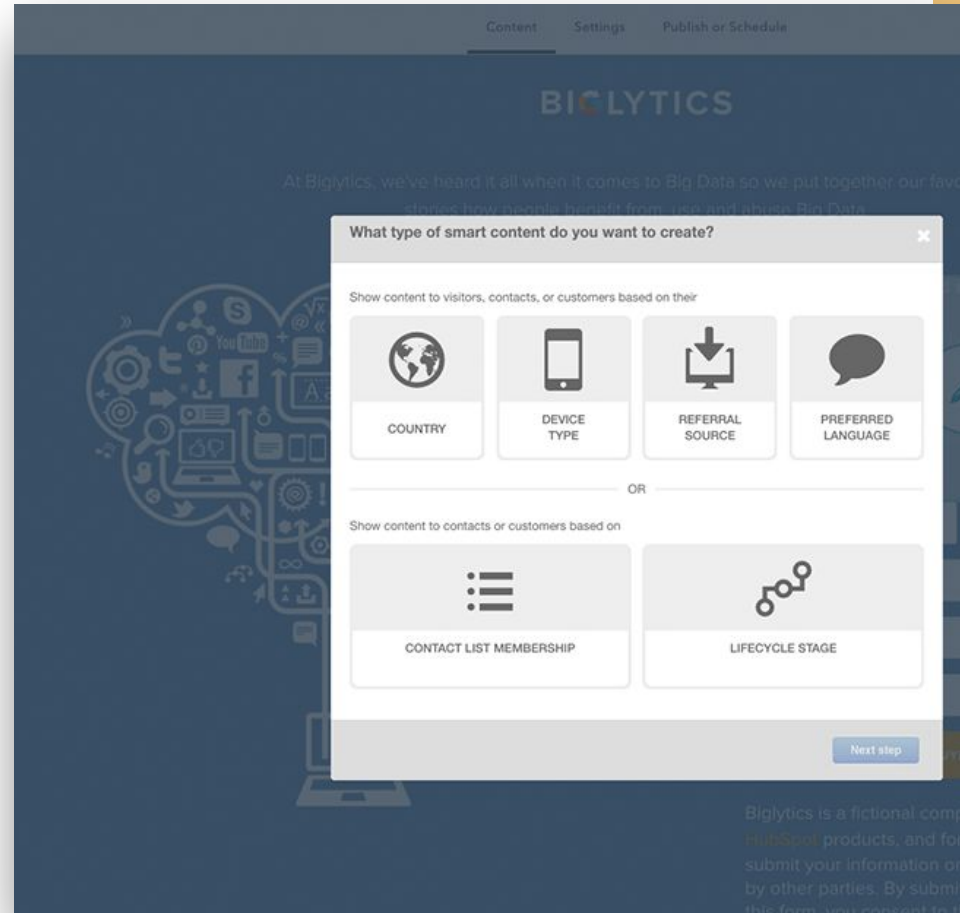
Date range: All data ▾

Marketing Performance



Marketing Hub Enterprise:
Personalization

Easily personalize everything from your emails to your website content and calls-to-action. Mention specific details about a contact and their company, or swap out entire blocks of content & conversion paths to make their experience more personal.



Marketing Hub Enterprise:

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, company, and an 'Actions' button. Below the profile, there are sections for 'About Emily Keefe' and 'Emily's Company'. The 'About Emily Keefe' section shows the 'Became a Lead Date' as 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 includes navigation options like 'New note', 'Email', 'Call', 'Log activity', and 'Create', as well as a menu with 'Templates', 'Sequences', 'Documents', and 'Meetings'.

New note Email Call + Log activity Create

Templates Sequences Documents Meetings

▼ 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](#)

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>

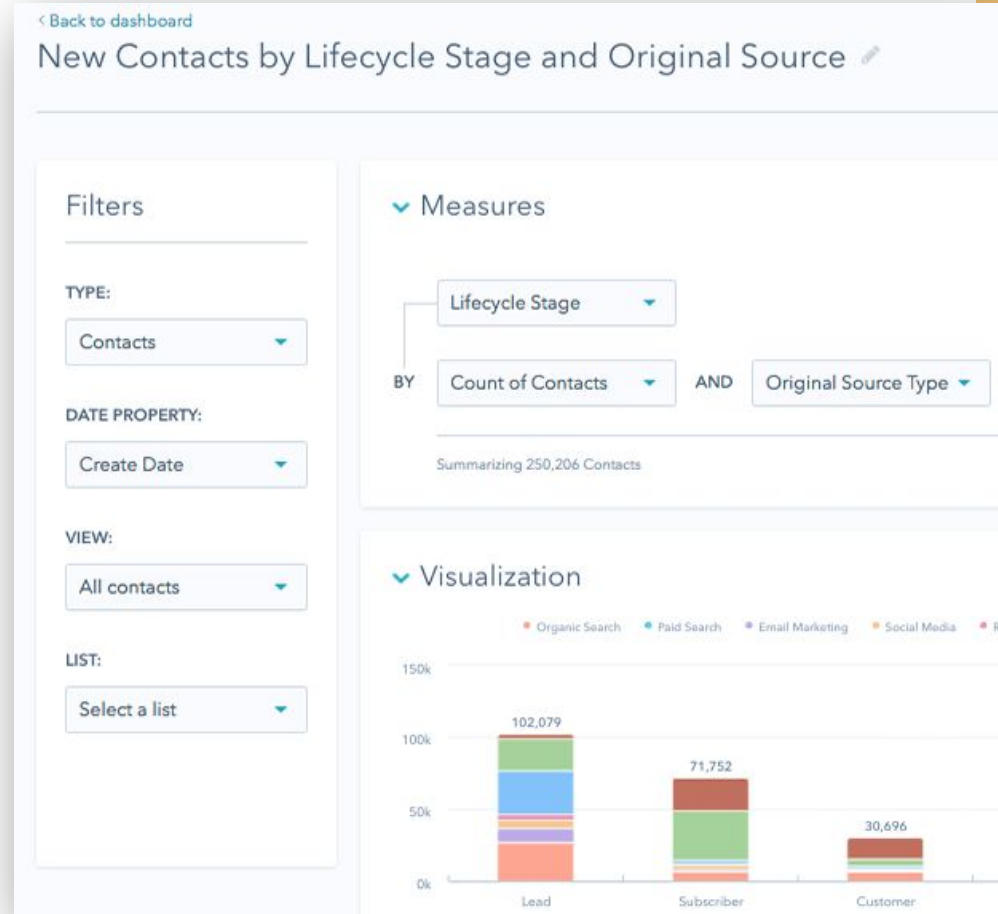
Name
Xavier University

Duration
1 Hour

Marketing Hub Enterprise:

Advanced Reporting

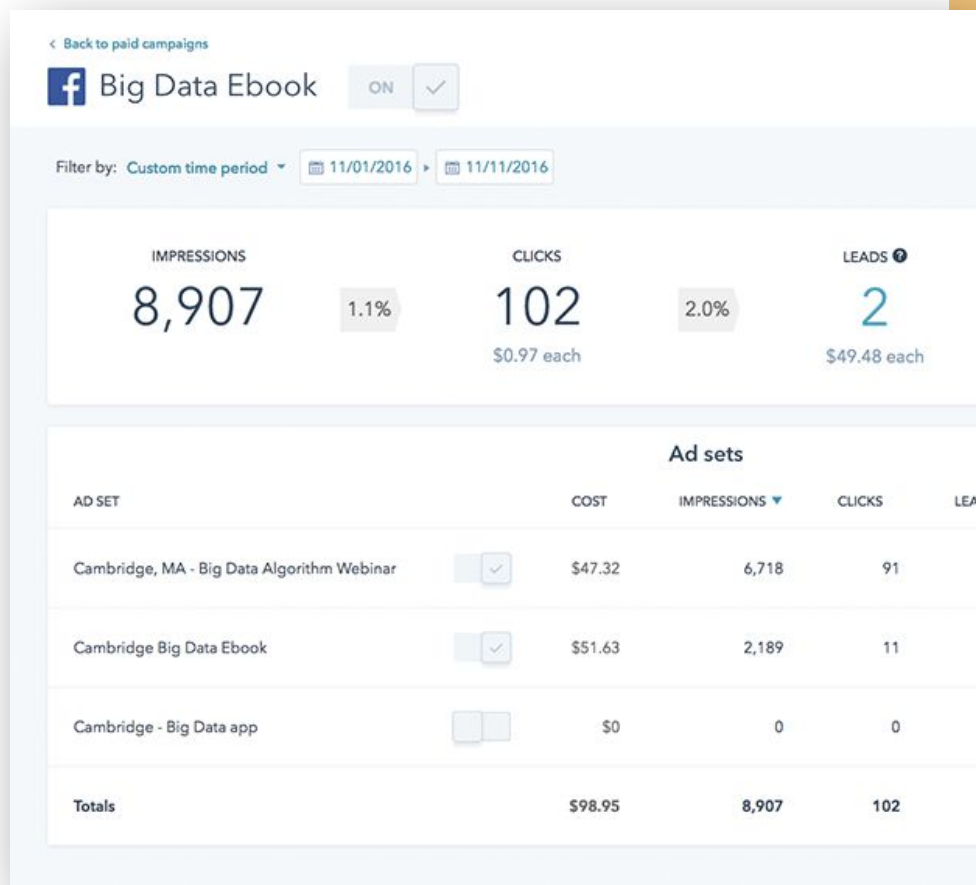
Create detailed reports that tie granular marketing efforts to the deals and revenue they assisted or closed. Build custom dashboards based on virtually any data stored in your CRM system.



Add-On:

HubSpot Ads

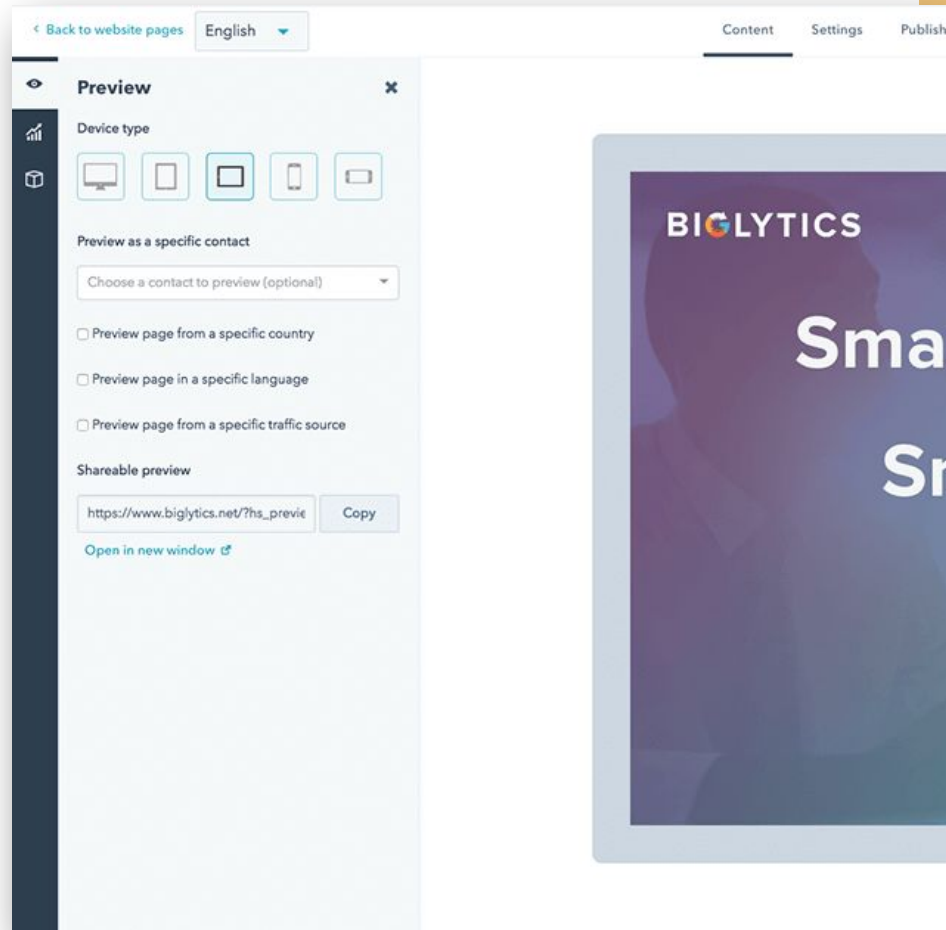
Using Google AdWords, or advertising on Facebook? The Ads add-on in HubSpot shows you not only impressions and clicks, but leads, customers, and the actual ROI of your campaigns.



Add-On:

Website Add-On

Build and host your entire site with HubSpot's drag and drop website builder. Personalize content for every visitor, and publish mobile-optimized content all from within a single interface.



Marketing Hub:

Closely connected to CRM

Right out of the box, Marketing 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 a HubSpot CRM contact profile for Emily Keefe at Xavier University. The profile includes a circular profile picture, the name "Emily Keefe", and the company "Xavier University". Below the name is an "Actions" button. The "About Emily Keefe" section shows the lead date "12/06/2016 9:27 AM EST" and two buttons: "View all properties" and "View property history". The "Emily's Company" section features the Xavier University logo, the name "Xavier University", and the URL "http://xavier.edu". Below this is the name "Xavier University".

On the right side, there is a meeting notification: "You have a meeting with Emily Keefe". Below this is a chat window titled "Chat about Sales platform" with the following details:

- View or join the call: <https://www.uberconference.com/>
- Dial-in number: 401-283-6228
- PIN: 52890
- Duration: 1 Hour

At the top of the interface, there are navigation options: "New note", "Email", "Call", and "Log activity". Below these are tabs for "Templates", "Sequences", "Documents", and "Meetings". The email header shows "To: Emily Keefe (ekeefe@hubspot.com)", "From: Lauren Pacifico (lpacifico@hubspot.com)", and "Subject: Add a subject". The body of the email contains the text "Type something brilliant..." and a rich text editor with options for bold, italic, underline, link, and list, along with a font size selector.

Marketing Hub:

Part of the HubSpot Platform

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

The screenshot displays 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, there's 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 integrations are presented in cards, each with a logo, a name, and a brief description. Some cards are marked as "FEATURED" or "CERTIFIED".

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 16

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

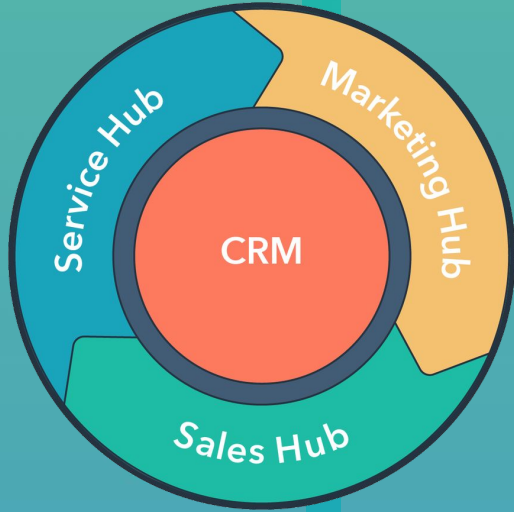
SurveyMonkey

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

CERTIFIED

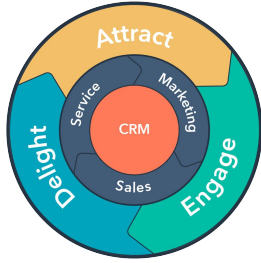
Salesforce

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



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, a navigation bar includes 'Contacts', 'Conversations', 'Marketing', 'Sales', 'Service', 'Automation', and 'Reports'. Below this, the 'Support inbox' is shown with filters for Status, Channel, Assignee (Cody Wilson), Tags, and Date. A sidebar on the left lists conversation counts: 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 conversations with details for Johnny Appleseed (3m), Jason Williams (2hr), and Jackie Simpson (1d). A detailed view of a conversation from Johnny Appleseed is shown on the right, with a response from Cody Wilson. A 'Reply' button is visible at the bottom of the conversation view.

Contacts ▾ Conversations ▾ Marketing ▾ Sales ▾ Service ▾ Automation ▾ Reports ▾

Support inbox ▾

Status: All ▾ Channel: All ▾ Assignee: Cody Wilson ▾ Tags: None ▾ Date: All time ▾

All conversations 63

Assigned to me 3

Unassigned 2

Email 50

Chat 13

Bots 4

Filtered 15

Available ▾

Status: All ▾ Channel: All ▾ Assignee: Cody Wilson ▾ Tags: None ▾ Date: All time ▾

Newest ▾

← ✓

Johnny Appleseed 3m
Need help syncing my account
EMAIL

Jason Williams 2hr
Hey, I've been thinking about upgrading my basic plan...
CHAT

Jackie Simpson 1d
Hey there! I'd like to talk to someone about up...
EMAIL

Need help syncing my account Support X Account X +

Johnny Appleseed <jappleseed@biglytics.com>
To: support@hubspot.com

Hi there! I was trying to sync my old account to this new one but wanted to see if you'd be able to help? It seems like the page I do next.

Thanks,
Johnny Appleseed

Cody Wilson <support@hubspot.com>
To: jappleseed@biglytics.com

Hi Johnny,

So sorry to hear about that. Looks like there is a bug on our end bringing it to our attention! I'll work with my team to get that resolved. Let's see if I can help get you set up from here.

- Cody Wilson

↩ Reply

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.

HubSpot

Sequences Meeting Follow Up

Mail

COMP

Inbox (2)

Starred

Sent Mail

Drafts (5)

_Outbox

copywriting

emerging le

Fidelity

GrowthSta

Elise

EMAIL 1
Thu 9/14

EMAIL 2
Tue 9/19

Start sequence at: Email 1 End sequence at: My contact

Send email on 09/14/2017 7:10 PM

Biglytics Recap

Hey Jeffrey,

Great connecting with you. We covered a lot on the call so I want to share some links.

Biglytics - \$50/month per user

- Custom Objects - Unlimited
- Advanced Reporting - Unlimited
- Advanced Permissions
- Unlimited Events - Unlimited usage events

Start sequence Cancel 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.

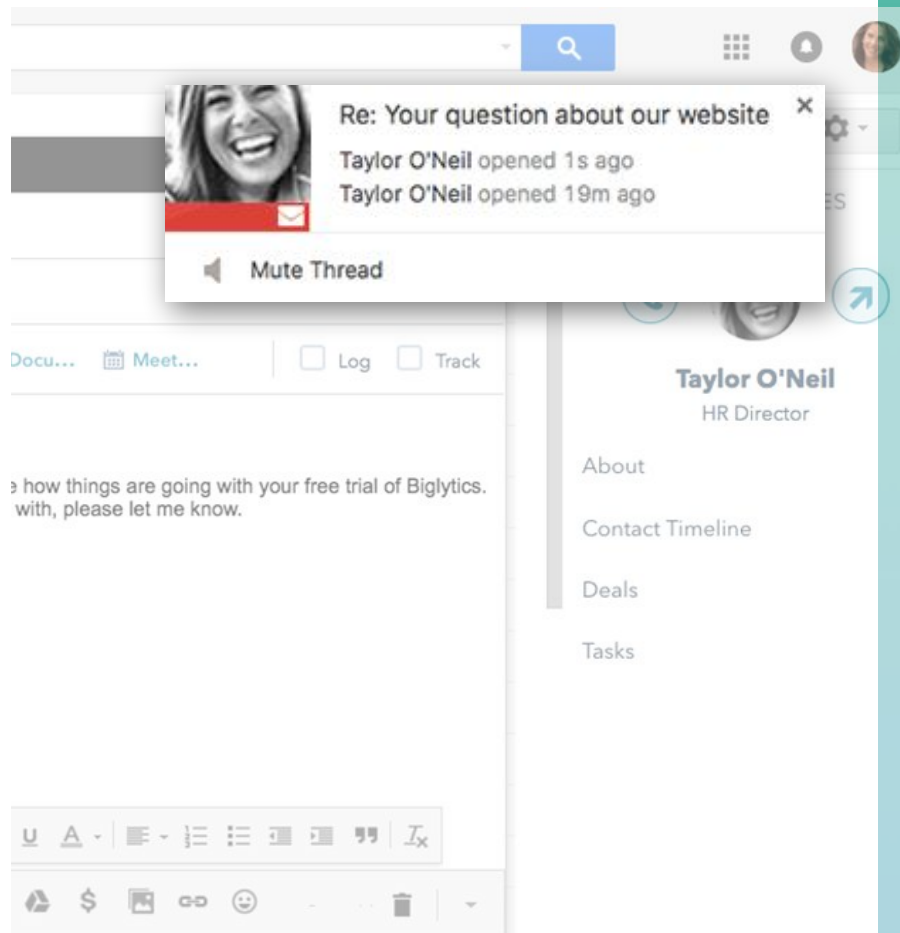
The screenshot displays a HubSpot calling interface. At the top, a green header bar shows "Connected to: +18603020709" and a timer at "0:08". A red hang-up button is in the top right corner. Below the header, a "Contacts" section shows a profile for Taylor O'Neil, HR Director at PKGD Marketing. A note indicates "This contact is not currently eligible to sync." with a "Details" link. An "About Taylor O'Neil" section lists her first name as Taylor and last name as O'Neil, with "HubSpot Owner" as a role. On the right, a sidebar contains a "New note" button, an "Email" button, a "Take notes on this call..." text area, and a "Hang up" button. At the bottom right, a notification states "You made a call to Taylor O'Neil on September 2, 2018" with a play button 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.

The screenshot shows a meeting scheduling interface. At the top right, it displays "UTC -04:00 East". A circular profile picture of a woman is positioned at the top center. Below it, the text reads "Schedule time to chat with a Biglytics data analyst...". A calendar for the month of October is shown, with the date 28 highlighted in a white circle. To the right of the calendar is a form titled "Confirm meeting for" with the following details: "Friday, October 28, 2016 3:00 PM". The form includes input fields for "First name" (Taylor), "Last name" (O'Neil), "Your email address" (taylorfoneil@gmail.com), "Company Name" (PKGD Marketing Inc.), and "Company Size (employees)" (1-49). At the bottom of the form are two buttons: "Confirm" and "Cancel".

UTC -04:00 East

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

First name *

Last name *

Your email address *

Company Name *

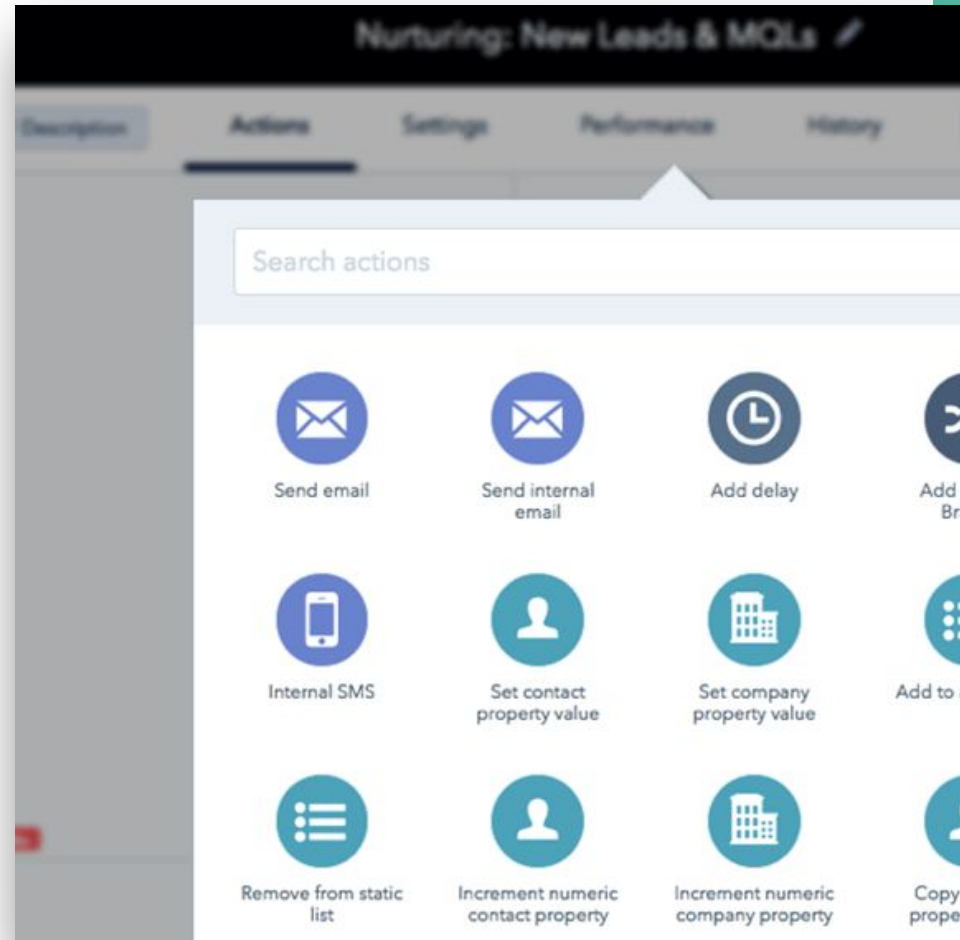
Company Size (employees) *

Confirm **Cancel**

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, company, and an 'Actions' button. 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 includes 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

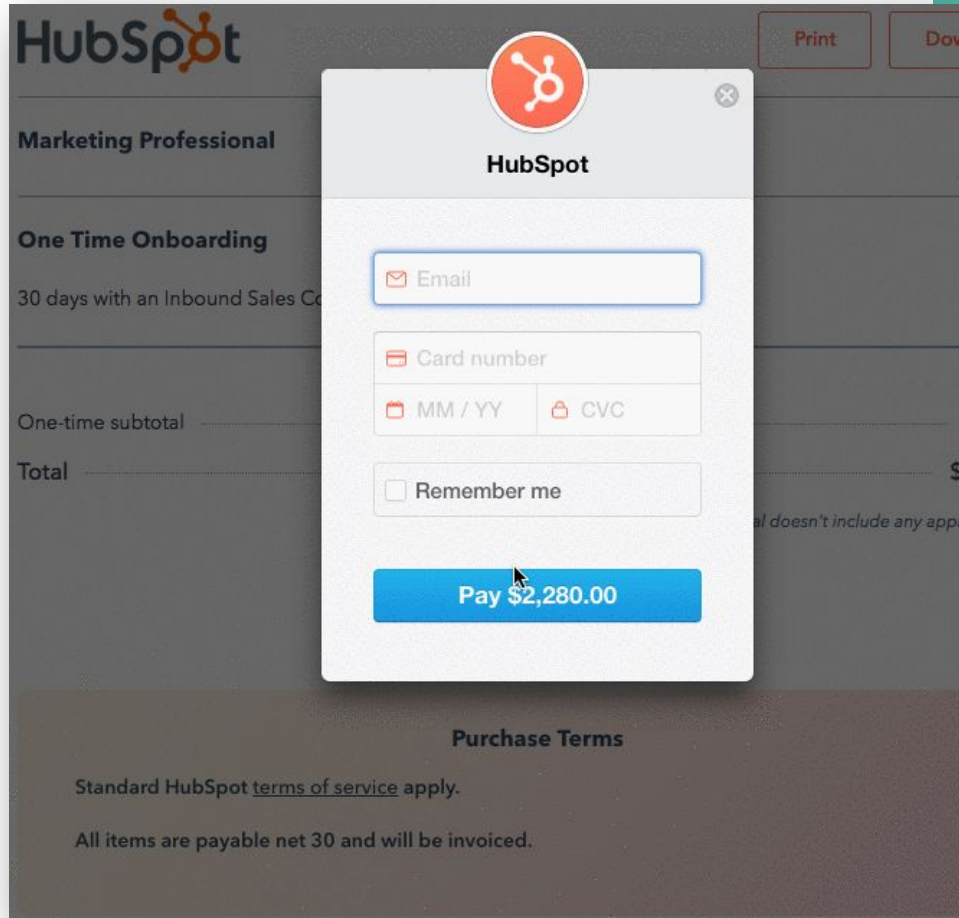
[Learn more about your model](#)

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). Below these fields is a checkbox labeled "Remember me". At the bottom of the modal is a prominent blue button that says "Pay \$2,280.00". In the background, partially obscured by the modal, are the following elements: "One Time Onboarding", "30 days with an Inbound Sales Co", "One-time subtotal", "Total", and "Purchase Terms". Under "Purchase Terms", it states: "Standard HubSpot [terms of service](#) apply." and "All items are payable net 30 and will be invoiced." In the top right corner of the background interface, there are buttons for "Print" and "Dow".

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 Salesforce Sales Hub Professional interface. At the top right, there is a link to "Skip this co...". Below this, a navigation bar includes "Start: Email 1", "Send follow-ups between:", "Time settings", "GMT-04:00", and an "Enable threading" checkbox. A prominent notification box titled "Low personalization" with a warning icon states: "Your email is only slightly personalized. Try tailoring your email more to your recipient to improve your chance of a reply." Below the notification, a section titled "Mention a technology used by Amazon" offers suggestions: "Amazon Simple Email Service", "Amazon Associates", "Omniure (Adobe Analytics)", and 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 of the interface, a sidebar also displays a "Low personalization" notification. 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', and the URL 'http://xavier.edu'. Below this is a 'Name' field with a dropdown arrow, containing 'Xavier University'. To the right of the profile is an email composition window. The 'To' field is 'Emily Keefe (ekeefe@hubspot.com)', the 'From' field is 'Lauren Pacifico (lpacifico@hubspot.com)', and the 'Subject' field is 'Add a subject'. The body of the email contains the text 'Type something brilliant...'. Below the email composition window is a meeting notification for 'December' showing a meeting with Emily Keefe. The notification includes a circular icon with a clock, a profile picture of Emily Keefe, and the text 'You have a meeting with Emily Keefe'. Below the notification is a section titled 'Chat about Sales platform' with a dropdown arrow. It contains the text 'View or join the call: https://www.uberconference.com/', 'Dial-in number: 401-283-6228', 'PIN: 52890', and 'Duration 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

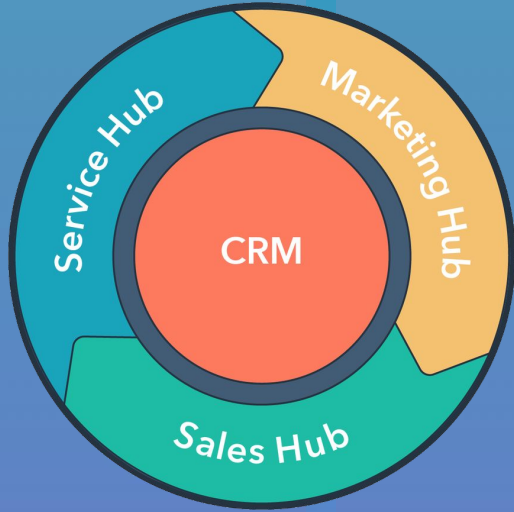
SurveyMonkey

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

CERTIFIED

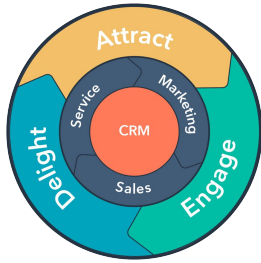
Salesforce

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



Service Hub





Service Hub

Service Hub helps you engage, guide, and grow better with your customers, turning happy people into promoters.

Professional

Conversations & Live Chat

Tickets

Knowledgebase

Templates, Sequences & Snippets

Documents, Meetings & Calling

Bots & Automation

Feedback & Reporting

Service Hub Professional:

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 Service Hub Professional interface for the 'Conversations' section. At the top, a navigation bar includes 'Contacts', 'Conversations', 'Marketing', 'Sales', 'Service', 'Automation', and 'Reports'. Below this, the 'Support inbox' is shown with filters for Status, Channel, Assignee (Cody Wilson), Tags, and Date (All time). A sidebar on the left provides a summary of conversation counts: All conversations (63), Assigned to me (3), Unassigned (2), Email (50), Chat (13), Bots (4), and Filtered (15). The main area lists three recent conversations:

- Johnny Appleseed** (3m): Need help syncing my account. Action: EMAIL.
- Jason Williams** (2hr): Hey, I've been thinking about upgrading my basic plan... Action: CHAT.
- Jackie Simpson** (1d): Hey there! I'd like to talk to someone about up... Action: EMAIL.

At the bottom left, a user status indicator shows 'Available'. On the right, a detailed view of a conversation is shown, titled 'Need help syncing my account'. It includes a message from Johnny Appleseed (support@hubspot.com) asking for help with account syncing, a response from Cody Wilson (support@hubspot.com) apologizing for a bug and offering assistance, and a 'Reply' button at the bottom.

Service Hub Professional:

Tickets

Log customer issues as tickets that can be assigned to members of your team, organized and prioritized, and tracked in a central location.

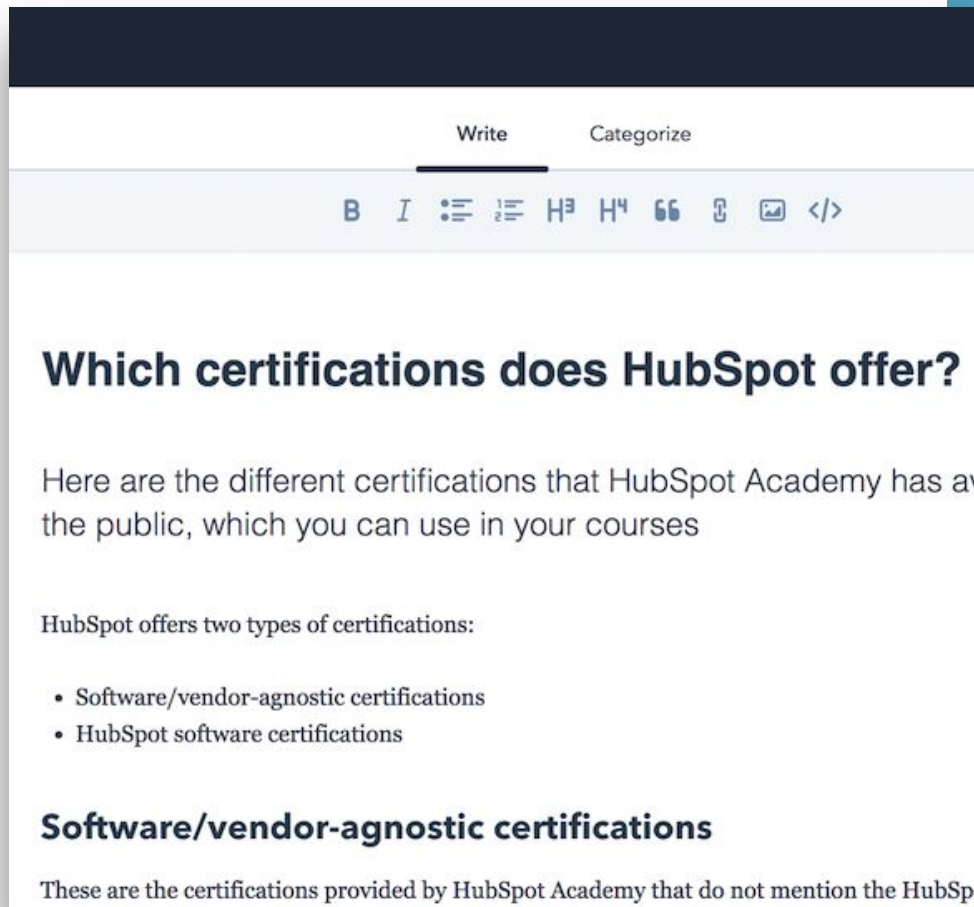
The screenshot displays the Service Hub Professional interface for managing tickets. The top navigation bar includes links for Contacts, Conversations, Marketing, Sales, Service, Automation, and Dashboards. The main header shows 'Tickets' with a dropdown arrow and view options for 'Table', 'Board', and 'S'. The left sidebar contains 'All tickets', 'All saved filters >', 'Pipeline' (set to 'Ticket Pipeline'), and '+Add filter' with an 'Options' dropdown. The main content area is a Kanban board with three columns: 'NEW' (9 tickets), 'WAITING ON CONTACT' (3 tickets), and 'WAITING ON US' (3 tickets). Each ticket card shows the title, 'Open for X days', and a priority indicator (Low or High).

NEW	WAITING ON CONTACT	WAITING ON US
test Open for 2 days ● Low	Help adding a user Open for 18 days ● High	Trouble logging in Open for 23 days ● Low
Error Message Open for 18 days ● High	Export doesn't contain the right fields Open for 22 days ● Low	Credit card issue Open for 23 days ● High
Extension of free trial? Open for 18 days ● Low	Recover deleted folder Open for 22 days ● Low	Storage question Open for 25 days ● Low
Free trial? Open for 21 days ● High		
Can't log in Open for 22 days ● High		
Lost item Open for 22 days ● High		
Trouble sharing files Open for 22 days ● High		

Service Hub Professional:

Knowledgebase

Turn your customers' most frequently asked support questions and tickets into a robust, optimized knowledge base of help articles and documentation that's indexed in search engines.



The screenshot shows a dark-themed editor interface. At the top, there are two tabs: "Write" (which is active and underlined) and "Categorize". Below the tabs is a light gray toolbar containing icons for bold (B), italic (I), bulleted list, numbered list, heading 3 (H3), heading 4 (H4), quote, link, image, and code (</>). The main content area has a white background and contains the following text:

Which certifications does HubSpot offer?

Here are the different certifications that HubSpot Academy has available to the public, which you can use in your courses

HubSpot offers two types of certifications:

- Software/vendor-agnostic certifications
- HubSpot software certifications

Software/vendor-agnostic certifications

These are the certifications provided by HubSpot Academy that do not mention the HubSp

Service Hub Professional:

Templates, Sequences & Snippets

Craft personalized templates for different support topics & customer milestones, 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 configuration interface. The top navigation bar includes 'Sequences' and 'Meeting Follow Up'. The left sidebar shows a 'Mail' menu with options like 'Inbox (2)', 'Starred', 'Sent Mail', 'Drafts (5)', and various folders. The main content area shows a sequence configuration for 'Email 1'. The 'Start sequence at' dropdown is set to 'Email 1'. The 'Send email on' date is '09/14/2017' at '7:10 PM'. The sequence content includes a 'Biglytics Recap' section with the 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'.

Service Hub Professional:

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.

The screenshot displays the 'About HubSpot' document page in Service Hub Professional. At the top left, there is a navigation link '< Back to documents'. The document title 'About HubSpot' is followed by an edit icon. Below the title, a table shows performance metrics: SHARES (145), VISITORS (11), and VIEWS (17). To the left of the table is a thumbnail of the document, which includes a world map and logos for LinkedIn, CRM, and HubSpot. Below the analytics section, the 'Visitors' section is visible, featuring a list of users who interacted with the document. The list has a header 'NAME' and contains three entries: Joseph Cavallaro, Kristen Kelley, and Julia McCarthy, each with a circular profile picture.

SHARES	VISITORS	VIEWS
145	11	17

Visitors


NAME
 Joseph Cavallaro
 Kristen Kelley
 Julia McCarthy

Service Hub Professional:

Meetings

Put the power to book meetings in the hands of your customers. Meetings sync to your Google or Office 365 calendar, so your schedule is always up-to-date. As meetings are booked, HubSpot automatically creates new records and logs the activity in your CRM.

UTC -04:00 East



Schedule time to chat with a Biglytics data analyst...

October

SUN	MON	TUE	WED	THU	FRI	SAT
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

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

First name *

Last name *

Your email address *

Company Name *

Company Size (employees) *

Service Hub Professional:

Calling

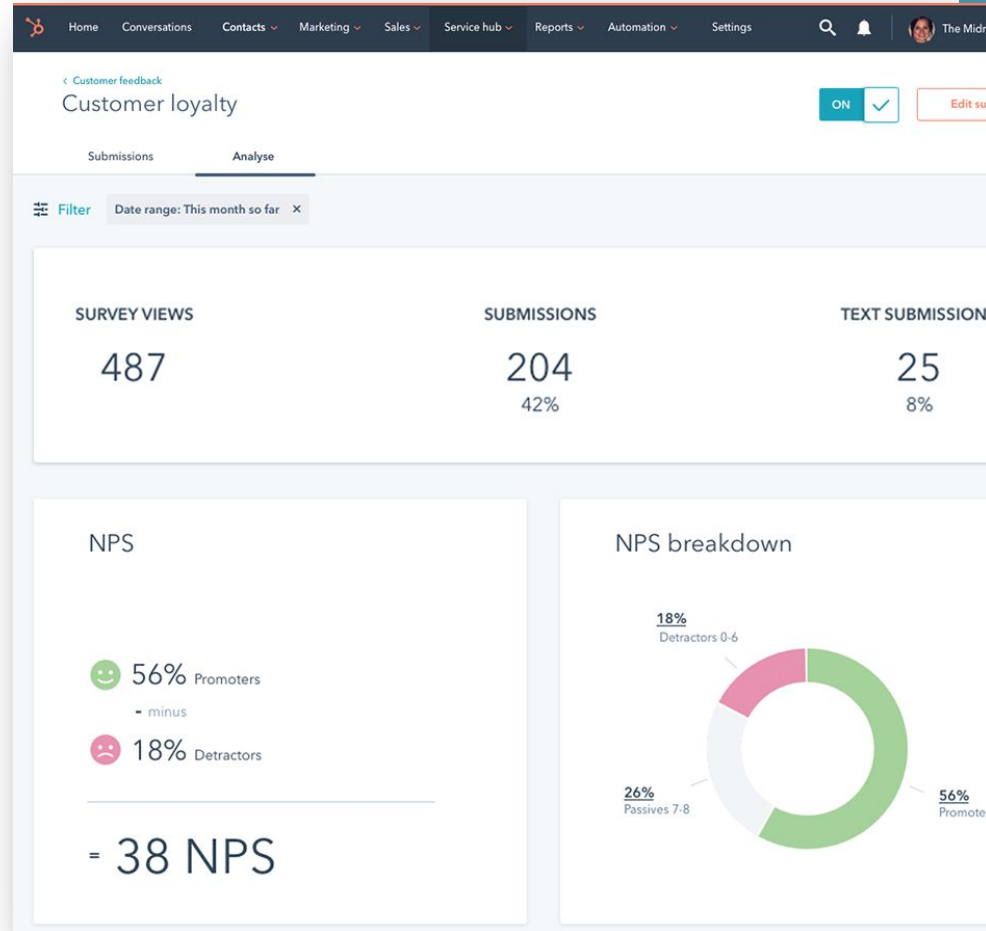
Use data from your HubSpot CRM to prioritize your most important calls, and set up a daily calling queue. Just one click connects you to your customers through Voice Over IP or your desk phone.

The screenshot shows a call interface with a green header bar. At the top left, it says "Connected to: +18603020709" and "0:08". On the top right is a red hang-up button. Below the header, there's a "Contacts" section with a back arrow. The main contact card for Taylor O'Neil includes a profile picture, name, title "HR Director at PKGD Marketing", and an "Actions" dropdown. A warning message states "This contact is not currently eligible to sync." with a "Details" link. Below this is an "About Taylor O'Neil" section with fields for First Name (Taylor), Last Name (O'Neil), and HubSpot Owner. On the right side, there are options for "New note" and "Email", a text area for "Take notes on this call...", and a "Hang up" button. At the bottom right, a notification says "You made a call to Taylor O'Neil on September 20, 2018" with a play button and a "0:00" duration.

Service Hub Professional:

Feedback

Get a pulse on customer happiness, and deploy surveys to gather feedback that can be used to build a better customer experience.



Service Hub Professional:

Bots + Automation

Use bots to improve live chat efficiencies and scale 1-to-1 communications by routing customers to relevant help documentation, the appropriate chat agent, and more.

Automate common management tasks like creating tickets and tasks, alerting your team when customers take specific actions, and more.

The screenshot displays the HubSpot Helpdesk Automation interface. The top navigation bar includes 'Marketing', 'Sales', 'Service', and 'Automation'. The main header is 'Helpdesk Automation' with a pencil icon for editing. Below the header are tabs for 'Actions', 'Settings', and 'Performance'. The central workflow area shows an 'Enrollment triggers' step: 'Contact has filled out Event de-registration [SAVE]'. This is followed by a 'Create a ticket' step: '"Contact registration help form" and assign to Marcus Andrews'. The right-hand panel, titled 'Create a ticket', contains the following configuration options:

- Assign ticket to:** Radio buttons for 'Contact's existing' and 'Specify a HubSpot owner' (selected). A dropdown menu shows 'Marcus Andrews'.
- Ticket Pipeline:** A dropdown menu showing 'Support Pipeline'.
- Ticket Status:** A dropdown menu showing 'Waiting on us'.
- Ticket name:** A dropdown menu with 'Insert contact token' and 'Contact registration help form'.
- Source:** A dropdown menu with 'Form' and a trash icon.
- Ticket description:** A dropdown menu with 'Insert contact token' and 'Help register these people as they come in.' and a trash icon.

At the bottom of the configuration panel, there is a 'Set another ticket property' button and a 'Save' button. A red 'Cancel' button is also visible at the bottom right.

Service Hub:

Closely connected to CRM

Right out of the box, Service 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 Service Hub 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, with a circular profile picture and an "Actions" button. The "About Emily Keefe" section shows she became a lead on 12/06/2016 at 9:27 AM EST, with buttons to "View all properties" and "View property history". The "Emily's Company" section shows the Xavier University logo and website URL, with an "Actions" button. On the right, a meeting notification for December shows a meeting with Emily Keefe. Below the notification is a "Chat about Sales platform" section with a call link, dial-in number (401-283-6228), PIN (52890), and a duration of 1 hour.

Service 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 "Filter integrations" sidebar with a search box 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 16

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.



IMPLEMENTATION SPECIALISTS

Implementation Specialists provide guidance in technical setup and initial execution of the HubSpot platform tool set.



ACADEMY

HubSpot Academy provides free inbound marketing, inbound sales, and HubSpot product training. You'll find certification courses, projects, videos, help articles, and many other types of educational content.

Use Academy to train yourself, your team, and to grow your business.



CUSTOMER SUCCESS

A Customer Success Manager will be your resource to drive value through inbound strategy development.



PROFESSIONAL SERVICES

HubSpot Professional Services offers a full suite of training and consulting options to help you maximize your results with HubSpot. Our offerings include everything from group training to highly personalized 1:1 consulting with an inbound or technical expert.



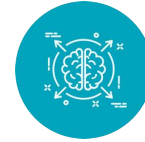
SUPPORT

HubSpot Support is always available to assist with any questions you and your team have related to using HubSpot. They can be reached via phone, email and directly in-app for all paid customers.

HubSpot is so much more than software.



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



Search the Knowledge Base for user guides and help docs



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



Log and manage in-app support tickets

*Not applicable for our free or Starter tools