

SmartBug. HubSpot Implementation

Sales Hub

Marketing Hub

Service Hub

Give Your Revenue Teams the Tools to Thrive

How We Can Help

In a few steps, our team will fully implement your HubSpot platform, from Marketing to Sales to Service Hub.

STEP 01 **Account Setup.** We set up your HubSpot account, help you set up your domain, install tracking code, and make sure data is flowing into your CRM platform.

STEP 02 **Technical Configurations.** Our team uses a comprehensive list of 100+ settings to customize your HubSpot instance to your company's unique needs.

STEP 03 **Set Up Your Hubs.** Whether you're using the Marketing Hub, Sales Hub, Service Hub, Operations Hub, or a combination of all of the above, we'll build out the components you need to take advantage of everything HubSpot has to offer. With these features in place, you'll have the raw materials to launch masterful lead-capture campaigns, track your deal pipeline with ease, and implement customer services tools that delight your customers.

STEP 04 **Lead, Deal, and Support Automation.** Our experts dig those trenches to streamline your automation, saving your organization time—and money! When it comes to managing how a lead enters your database, when a deal is created, or how a service ticket is handled, we'll work with you to automate your sales and marketing processes, all with HubSpot.

STEP 05 **Marketing Content and Promotions.** Stellar content is the vehicle that drives leads to your site. Our team will help you get all of the foundational items set up so you can start publishing content as soon as possible.

STEP 06 **Reporting and Insights.** Want to unlock insights that inspire revenue growth? We will ensure HubSpot is hooked up to Google Analytics, help you set up dashboards and reporting, and teach you how to track KPIs needed to prove—and boost—your revenue engine.


**Access Expertise
You Can Trust**



SmartBug.

Sales Hub

Professional Level - *Sample deliverables include*

Setup & Implementation: Configure Sales Hub settings | Deal pipeline and stage customization

Training & Review: Templates, sequences, documents | Help connect salespeople's inboxes | Playbooks | Sales Reporting | Meetings links | Calling functionality

Starting at: \$5,000 & 25 hours

Enterprise Level - *Sample deliverables include*

Setup & Implementation: Configure product library | Import sales collateral | Create playbooks or sequences

Training & Review: Process automation | Sales Manager specific training | Predictive and custom lead scoring | Revenue tracking

Starting at: \$7,000 & 35 hours

Marketing Hub

Professional Level - *Sample deliverables include*

Setup & Implementation: Implement 100+ best practice settings | Integrate with Google Analytics | Install HubSpot tracking code on your website | Connect social accounts | Connect domains | Define lifecycle stages and implement in HubSpot | Create forms in HubSpot | Custom property setup & segmentation

Training & Review: How to import contacts | Setting up forms, landing pages, and workflows | Creating emails | Posting social media | Reporting and analyzing your data

Starting at: \$5,000 & 25 hours

Enterprise Level - *Sample deliverables include*

Setup & Implementation: Setup custom roles and permissions | Configure custom data partitioning

Training & Review: Managing roles and permissions | Data partitioning functionality | Attribution reporting

Starting at: \$7,000 & 35 hours

Service Hub

Professional Level - *Sample deliverables include*

Setup & Implementation: Custom pipeline & ticket stage creation | Setup intake channels | Shared inbox | Ticket reporting

Training & Review: Customizing ticket automation | Live chat routing | Creating customer feedback surveys | How to publish Knowledge Base articles | Measuring performance

Starting at: \$5,000 & 25 hours

Enterprise Level - *Sample deliverables include*

Setup & Implementation: Ticket automation | Measuring customer experience with reporting and analytics

Training & Review: Customer portal functionality | Getting the most out of a Knowledge Base | Conversational Intelligence

Starting at: \$7,000 & 35 hours

Bundled Hubs

Marketing & Sales
Pro Together

Starting at 40 hours

Marketing & Sales
Enterprise Together

Starting at 50 hours

Growth Stack Pro

Starting at 60 hours

Growth Stack
Enterprise

Starting at 80 hours



HubSpot 2021 IMPACT AWARDS
PARTNER OF THE YEAR

"As we continued to partner with SmartBug, they helped us realize the extent of what we could achieve with inbound marketing and sales enablement tactics, powered through our HubSpot platform. We've now built a data-driven distribution function, with seamless integration between marketing and sales activities."

Sarah Alexander, CMO, Emles Advisors

