

Introhive and HubSpot

Give Your Teams the Data Needed for
Marketing and Sales Success

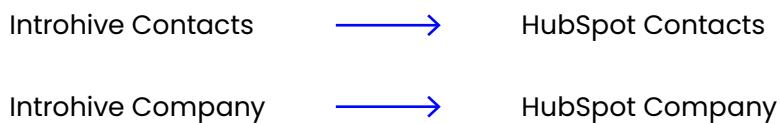




What is the Introhive + HubSpot Integration?

The SyncSmart Introhive + HubSpot integration takes Introhive data extracts – large data files of contacts, companies, and other fields like activities, relationships, and scores – and pulls them into HubSpot seamlessly.

What Data Syncs With the Integration?





Key Benefits of Syncing Introhive Data Extracts to HubSpot

The integration pulls vital customer data from Introhive into HubSpot, allowing users to access the most up-to-date customer information available and take advantage of the tools offered by the HubSpot ecosystem for sales, marketing, and operations.

- Enhance contact and company data in HubSpot
- Contextualize and personalize marketing campaigns
- Segment lists for sales and marketing
- Work out of one system and eliminate manual entry
- Optimize efforts with HubSpot reporting capabilities
- Strengthen customer relationships
- Eliminate manual data importing and exporting





Use Cases of the Integration

Sync Introhive Customer Data to Hubspot

Use valuable data such as customer status, assigned revenue manager, and more in HubSpot to create personalized marketing campaigns and workflows.

Equip revenue teams with recommendations

Give revenue teams accurate data they can rely on to improve win rates and surpass revenue targets. **Daily syncs of data** will keep records up to date and increase team productivity.

Make sense of data to find opportunities

When HubSpot learns which leads convert to customers, companies win with valuable reporting and automation. When Introhive syncs with HubSpot, users can unlock even more potential, including Reporting Add-on Dashboards, advanced list segmentation, and workflows.

Better understand your customer

Access Introhive scores, relationship, and industry data in HubSpot. With all your contact and customer data syncing into HubSpot, you can take your efforts to the next level. Know when to pass a lead to sales, create deals at the right time, and assign follow-up tasks to stay on track.





“Introhive automatically creates contacts, companies, and activities in HubSpot the day after they occur without having to manually create in HubSpot. From there, our professionals can enhance the data by adding their own notes, knowledge, or by creating deals and follow-up tasks. It is great because it doesn’t feel like each record is really ever starting from a blank slate.”

Kendall Jones
Marketing Manager

Real-Life Example of the Integration in Action

Whitley Penn, a certified public accounting and consulting firm, uses the Introhive + HubSpot integration to push their Introhive lead and customer data to HubSpot. From there, their teams can add all the pertinent details to a contact or company object and use that information accordingly for sales and marketing campaigns, such as segmented and personalized email nurtures.

The Top Five Benefits For Them:

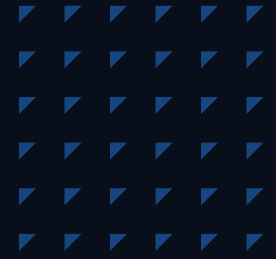
- Automation
- Ease of use
- More time to focus on client work
- Quicker buy-in on launch— *“people loved being able to just add their notes to synced data!”*
- One single source of truth



How Much Does the Integration Cost?

Contacts	Companies	Contacts + Companies
\$600/month*	\$600/month*	\$1200/month*
INCLUDES Contacts + Scores + Relationships	INCLUDES Companies + Scores + Relationships + Industries	INCLUDES Contacts + Companies + Scores + Relationships + Industries
*\$540 per month if purchasing annual pricing	*\$540 per month if purchasing annual pricing	*\$1080 per month if purchasing annual pricing





Ready to Sync Your Introhive Data With HubSpot?

Reach Out for a Demo Today

