

EMEA · PROFESSIONAL ONBOARDING

HubSpot Professional, **set up for seats and credits pricing.**

For growing teams. Choose the areas you want set up; the fee stops rising at 3 setups. A fixed-fee onboarding for new HubSpot customers in EMEA, with a seat and credit plan so you have an estimate of your monthly HubSpot cost before go-live.

PARTNER TIER

Elite Solutions Partner

HubSpot's highest partner tier

ACCREDITATIONS

Five HubSpot Solutions Partner accreditations



HubSpot Onboarding



Platform Enablement



CRM Data Migration



Custom Integration



CRM Implementation

FIXED FEES Fixed per currency, excluding any applicable taxes

FIXED FEE	EUR	GBP	USD	TIMELINE
One setup	€1,750	£1,500	\$2,000	About 6 weeks
Two setups	€3,500	£3,000	\$4,000	8 to 10 weeks
3 or more setups	€5,250	£4,500	\$6,000	10 to 12 weeks
Fast Track, one setup	€2,600	£2,250	\$3,000	About 4 weeks
Fast Track, 3 or more	€7,800	£6,750	\$9,000	8 to 10 weeks

1 AI agent pilot per engagement. 1 training session per setup, up to 3. Setups overlap after the CRM foundation, so several setups take less than one setup multiplied.

IN EVERY ENGAGEMENT CRM foundation, and a seat and credit plan

- ✓ Introduction and kick-off call
 - ✓ Set up users & associated permissions
 - ✓ Integrate email forms with HubSpot CRM
 - ✓ Importing your data (up to 1.csv, xls, or.xlsx file)
 - ✓ Configure properties, objects & associations labels (up to 10 custom properties and 2 calculated properties)
 - ✓ Connect email & calendar
 - ✓ Integration with your existing tools from HubSpot App Marketplace
 - ✓ Domain and HubSpot tracking codes setup
 - ✓ Set up CRM branding
 - ✓ Set up GDPR compliance settings (optional)
 - ✓ Connect email sending domain
 - ✓ Set up subdomains for landing page, blogs, quotes, meeting page, service emails & email web version
 - ✓ Connect HubSpot with GPT to bring AI-powered assistance directly into the CRM
 - ✓ Enabling AI-powered assistance
- ✓ **Seat map.** Every user assigned the right seat type (GTM, Ops or view-only), with the monthly cost of the seat mix.
 - ✓ **Usage estimate.** Expected monthly email sends, workflow actions and AI agent use, built in HubSpot's own calculator with the assumptions shown.
 - ✓ **Pack recommendation.** Which email, workflow and agent capacity packs to buy, compared with paying as you go.
 - ✓ **Credit limits and usage alerts.** Account, feature and action credit limits set, and usage alerts switched on, before go-live.
 - ✓ **Monthly cost sheet.** One page showing seats, packs and expected usage, so finance sees an estimate of the monthly HubSpot cost. HubSpot's own quote is the binding figure.
 - ✓ **30-day usage check.** Actual credit usage reviewed against the plan a month after go-live, with adjustments.

WHAT IS IN EACH SETUP Professional limits

Marketing setup

Segmentation and lists, email templates, forms, workflows, lead scoring, live chat, ads and social, dashboard.

- ✓ Mapping call (marketing strategy & implementation)
 - ✓ Configure contact segmentation
- ✓ Buyer persona property setup for contacts (up to 1 persona)
 - ✓ Enhancing contact and company data

- ✓ Set up your resubscription automation
- ✓ Creating unsubscribed list
- ✓ Set up basic marketing email templates (1 template according to branding)
- ✓ Set up marketing campaign
- ✓ Form integration & customization (up to 2 forms)
- ✓ Segmentation & creation of desired lists (up to 3 active or static lists)
- ✓ Create conversations inbox

Sales setup

Deal pipelines, lead routing, calling, meetings, sequences, playbooks, forecasting, dashboard.

- ✓ Mapping call (sales process & implementation)
- ✓ Filter out internal IPs
- ✓ Set up HubSpot inbound and outbound calling feature (1 phone number)
- ✓ Configuring lead routing
- ✓ Set up leads pipeline and automate lead progression and follow-ups (1 pipeline with up to 1 automated workflow)
- ✓ Assistance with setting up meetings tool & email tracking through Gmail or Outlook integration
- ✓ Build out 1 deal pipeline & 5 stages
- ✓ Create basic deal-creation workflow for each pipeline
- ✓ Automation workflow creation & optimization (up to 3 workflows)
- ✓ Task management
- ✓ Set up sales snippets (up to 2 snippets)

- ✓ Set up basic live chat (up to 10 automated replies)
- ✓ Automation workflow creation & optimization (up to 3 workflows)
- ✓ Set up lead scoring
- ✓ Assistance with connecting ads account (LinkedIn Ads or Google Ads)
- ✓ Assistance with social media setup and settings configuration
- ✓ Set up project management tool (in beta)
- ✓ Marketing reporting dashboard (up to 1 dashboard and 3 reports)

Service setup

Ticket pipelines, SLAs, team inbox, customer portal, knowledge base, surveys, dashboard.

- ✓ Mapping call (Service Hub configuration and setup)
- ✓ Set up 1 ticket pipeline & 5 stages
- ✓ Set up service level agreement (SLA) time to response and close
- ✓ Turn on settings to automatically update ticket status when someone replies
- ✓ Connect team inbox for service requests (1 for each channel)
- ✓ Set up basic live chat (up to 10 automated replies)
- ✓ Set up service playbook (up to 1 playbook)
- ✓ Set up service snippets (up to 2 snippets)

- ✓ Automation workflow creation & optimization (up to 3 workflows)
- ✓ Set up task queues (up to 2 task queues)
- ✓ Set up project management tool (in beta)
- ✓ Segmentation & creation of desired lists (up to 3 active or static lists)
- ✓ Set up feedback survey (up to 1 feedback survey)
- ✓ Set up basic customer portal
- ✓ Set up & configure up to 1 knowledge base article
- ✓ Service reporting dashboard (up to 1 dashboard and 3 reports)

Revenue setup

Product library, price books, quotes and approvals, e-signature, payments, invoicing.

- ✓ Mapping call (quote-to-cash strategy & implementation)
- ✓ Product library setup with categories and variants (up to 5 products)
- ✓ Configure 1 active price book (segment or region based)
- ✓ Configure flat-rate and tiered pricing (up to 5 products pricing structure)
- ✓ Create reusable product bundles from the product library
- ✓ Automated sales tax
- ✓ Configure 1 quote template (AI-generated quotes, single-page editor, activity tracking)
- ✓ Set up standard quote approvals and automated workflows

- ✓ Implement e-signature
- ✓ Configure and activate Breeze Closing Agent on quotes (basic setup)
- ✓ Enable contracts and 'Create contracts from accepted quotes'
- ✓ Activate the connected quote-to-cash flow (contract-driven billing)
- ✓ Connect HubSpot Payments & Stripe (payment links and stored payment methods)
- ✓ Set up subscriptions and invoice automation (automated reminders included) (up to 1)
- ✓ Create 3 custom reports & 1 standard dashboard

Content setup

Homepage, landing pages, blog, forms, SEO recommendations.

- ✓ Journey mapping and navigation
- ✓ Set up and optimize your web page (homepage)

- ✓ Set up and optimize your landing pages (custom templates) (up to 2). No custom code elements involved
- ✓ Set up blogs (up to 2). No custom code elements involved

✓ SEO recommendations & content strategy

✓ Podcast (if opt-in for beta version)

✓ Form integration & customization (up to 3 forms)

✓ Media management (video, audio, files)

✓ Content remix (beta version)

✓ Memberships & member blogs (with blog teasers)

✓ Create call-to-action (CTA) buttons (up to 3)

✓ Repurposing content using AI

✓ Essential traffic and website analytics report dashboard (up to 1 dashboard and 5 reports)

Add-ons

Extra training session (per session): €220 / £190 / \$250 · **Management retainer, with a monthly credit review** (per month, from): €1,750 / £1,500 / \$2,000

Custom integrations and CRM migrations are scoped separately. HubSpot licence, seats and credits are bought from HubSpot. Final scope and timeline lock in the proposal after a 30-minute scoping call.