

EMEA · STARTER ONBOARDING

HubSpot Starter, set up for seats and credits pricing.

One package for the whole platform, for small teams of up to 10 seats. 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.

ACCREDITATIONS

Five HubSpot Solutions Partner accreditations

PARTNER TIER

Elite Solutions Partner

HubSpot's highest partner tier



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
Whole platform, one package	€1,750	£1,500	\$2,000	About 4 weeks

SEAT AND CREDIT PLAN In every engagement

- ✓ **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 WE SET UP Starter scope

Kick-off and CRM setup

- ✓ Kick-off call (1 call, up to 45 minutes)
- ✓ Credit and capacity planning session
- ✓ Users and permissions (up to 5 users)
- ✓ Credit limits, usage alerts and credits dashboard walkthrough (1 account-level limit, up to 2 usage alerts)
- ✓ Data import (1 file, up to 500 records)
- ✓ Properties (up to 5 custom properties)
- ✓ Email and calendar connection (up to 10 users)
- ✓ Tracking code on 1 website
- ✓ CRM branding (logo, favicon, colours)
- ✓ Email sending domain (1 domain)
- ✓ HubSpot to GPT connector and Breeze Assistant enabled
- ✓ Process mapping call for sales, marketing and service (up to 45 minutes)

Sales

- ✓ 1 deal pipeline, up to 5 stages
- ✓ Calling set up (1 phone number)
- ✓ Meetings tool and email tracking (up to 2 meeting links)
- ✓ Up to 2 sales snippets and 2 sales email templates
- ✓ Up to 2 lists
- ✓ Files and documents uploaded (up to 10 files)

Marketing

- ✓ Contact segmentation and 1 buyer persona
- ✓ Opt-out list import
- ✓ 1 marketing email template
- ✓ Sender validation and 1 go-live send to up to 150 contacts
- ✓ 1 form with 1 simple follow-up workflow
- ✓ Up to 3 lists
- ✓ Ads accounts connected (up to 2 accounts, up to 2 audiences)

Service

- ✓ 1 ticket pipeline, up to 5 stages
- ✓ Automatic ticket status updates on reply
- ✓ Team inbox (1 inbox, up to 2 channels)
- ✓ Live chat (up to 5 automated replies)
- ✓ Up to 3 service snippets
- ✓ Up to 2 lists

Quotes and payments

- ✓ Product library (up to 5 products)
- ✓ Quote template (HubSpot default template with your branding)
- ✓ HubSpot Payments and Stripe connected (1 processor, up to 2 payment links)
- ✓ Invoices set up

Reporting and training

- ✓ 1 dashboard with up to 3 reports
- ✓ 1 training session and sign-off call (60 minutes)

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.