CRM Implementation Services

Pricing starting from £1000 for one off set-up and £500 a month for on-going optimisation & maintenance

Hubspot Products: Hubspot Free CRM, Hubspot Marketing Free (for Collected Forms)

Pricing Type	Service	Hours Estimate	Comments
One-Time Fixed	Connect rep inboxes	2 to 10 hours - can vary especially based on complexity of data import	For each rep connect their inbox to Hubspot, set it up to log emails and enable email tracking
	Set-up forms		Install tracking code and collect form submissions via Hubspot forms or Non- Hubspot forms (using collected forms). Automate kick back emails for Hubspot forms.
	Import data & cleanse		Import their existing contacts, companies and deals in the CRM
	Set-up custom properties		Set-up custom properties on a contact, company or deal record to get more out of the CRM
	Set-up custom filters		Use properties to help reps create filters so they can focus on and prioritise segments of leads, companies and deals
	Set-up a reporting dashboard		Set-up a basic reporting dashboard with out-of-the-box templates
	Set-up deal stages		Help the prospect customise their deal stages
Short-term Variable	Change Management	1hr per rep on average	Train sales team, on-going rep training and adoption activities
On-going Fixed	Optimise & Maintain	2-4 hours per month	Continue to customise CRM filters, custom properties, rep default properties
			Continue change management including improving rep adoption and best practices
			Sit on sales / marketing meetings and identify additional areas for improvement
			Deploy sales enablement services