Sales Hub

HubSpot

★ Starter

FREE TOOLS PLUS:

PORTAL FEATURES

- Deal Pipeline (2 per account)
- Live Chat
- Task Queues
- Team Email
- Email Scheduling
- Conversations Inbox (1)
- Reporting Dashboards (10)
- Messenger Integration
- Custom Properties (1,000)
- Mobile App
- Multiple Currencies (5)
- Calling SDK
- Email & In-App Support
- Simple Automation
- Stripe Integration
- Conversational Bots
- Sync Tasks to Calendar

SEAT FEATURES

- Quotes
- Meeting Scheduling (1,000)
- Calling (8 hours)
- Email Tracking & Notifications
- Email Templates (5,000)
- Canned Snippets (5,000)
- Deal Stage, Task, and Lead Rotation Automation
- Documents (5,000)
- Goals
- Conversation Routing
- Simple Automation

★ Professional

STARTER TOOLS PLUS:

PORTAL FEATURES

- Deal Pipeline (15)
- Conversations Inbox (100)
- Reporting Dashboard (25)
- Custom Reporting (100)
- Messenger Integration (Additional Features)
- Salesforce Integrations
- Slack Integration
- Deal and Company Scoring (5)
- Forecasting
- Mobile Forecasting
- Sales Analytics
- Rep Productivity Performance
- Workflow Extensions
- Phone Support
- Smart Send Times
- Multiple Currencies (30)
- Required Fields
- Standard Contact Scoring (5)
- Teams (10)
- Calculated Properties (5)
- Record Customization
- Target Accounts Home
- Logged-In Visitor Identification
- Manually Deduplicate Contacts & Companies
- Conversational Bots (Additional features)
- Sync Tasks to Calendar

SEAT FEATURES

- Quotes (100 per deal)
- Calling (16 hours)
- Advanced Automation
- Sequences (500 emails per user per day)
- eSignature (10 per user per month)
- 1:1 Video Creation
- Products
- Account Overview

★ Enterprise

PROFESSIONAL TOOLS PLUS:

PORTAL FEATURES

- Deal Pipeline (100)
- Reporting Dashboard (50)
- Custom Reporting (500)
- Standard Contact Reporting (25)
- Teams (300)
- Calculated Properties (200)
- Record Customization (Additional features)
- Deal and Company Scoring (25)
- Forecasting Across Team Hierarchies
- Mobile Forecasting
- Salesforce Custom Object Sync (10)
- Multiple Currencies (200)
- Custom Objects (10)
- Hierarchical Teams (300)
- Predictive Lead Scoring
- Single Sign-on
- Quote-based workflows
- Recurring Revenue Tracking
- User Roles
- Field-Level Permissions
- Sync Tasks to Calendar
- Deal Splits

SEAT FEATURES

- Calling (33 hours)
- English Call Transcription
- Conversation Intelligence (1,500 hours per month per account)
- Goals (Additional features)
- Deal Stage, Task, and Lead Rotation Automation (500 workflows)
- Sequences (1,000 emails per user per day)
- eSignature (30 signatures per user per month)
- Playbooks (5,000)

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