MARKETING						
X for Yes	FUNCTIONAL AREA	FREE	STARTER	PRO	ENTERPRISE	insert questions / notes for clarification
		Pop-up forms	Pop-up forms External form			·
		External form tracking	tracking			
	Forms	Native forms	Native forms	x		
	Pop-up forms	Non-customizable	X	x		
			A	~	10X contact	
					tier email	
				send limit per		
				calendar	calendar	
				month	month	
			5X contact tier		Additional	
	Email marketing	2,000 email sends per calendar month	email send limit	features	features	
			Linetical and from a s		All available	
		Limited ad types		ad types \$10k spend	ad types	
		\$1k spend limit		limit	\$30k spend limit	
	Ad management	No audience syncing		5 audiences	15 audiences	
	A management	The addition by holing	oynonig	1.000 smart	1,500 smart	
			25 smart lists. 25	lists	lists	
		5 smart lists, 25 static lists	static lists		1,500 static	
	List segmentation	Additional limits		lists		
	Collected forms	x	х	x		
			HubSpot branding			
	Native forms	Additional limits	removed	x		
	Conversations inbox	1 inbox	1 inbox	100 inboxes	100 inboxes	
	Team email	Х	х	х		
	Live chat	Х	х	x		
				Additional	Additional	
	Conversational bots	Limited features	Limited features	features		
	Mobile optimization	Email only	Email only	х		
	User roles	x	х	х		
			Standard	Standard	Standard	
					marketing	
			& productivity		dashboard	
	Descentions deschlassede	Other developments for a second second state to	reports on 1	1 custom	25 custom	
	Reporting dashboards	Standard marketing reports on 1 dashb	dashboard		dashboards	
	Phone support			X		
	Blog & content creation tools			X		
	SEO & content strategy			X		
	Google Search Console integration			X		
	Calls-to-action			X		
	Landing pages			X		
	Standard SSL certificate			X	X	
				50	300	
				50 connected accounts for		
				social media		
				10,000 posts		
					per month	
				Post	Post	
					scheduling	
				up to 3 years		
	Social media				in advance	
					Track up to	
				10		
	Competitors			competitors	competitors	

	Unlimited
Subdomain availability	1 subdomain subdomains
	300 500
Marketing automation	workflows workflows
	1,000 field 1,000 field
	mappings mappings
	10,000 10,000
	Salesforce Salesforce
Salesforce integration	owners owners 1 account 1 account
Smart content	
omarcontent	1 attribution 5 attribution
Attribution reporting	model models
A/B testing	
Video hosting & management	
	200 teams +
	hierarchical
Teams	25 teams teams
	200
Multiple currencies	30 currencies currencies
Custom constitue	20 custom 500 custom
Custom reporting	reports reports 1 scoring 25 scoring
Standard contact scoring	property properties
	All available All available
	ad types ad types
	\$10k spend \$30k spend
	limit limit
Ad retargeting	5 audiences 15 audiences
	1,000 1,000
Campaign reporting	campaigns campaigns
Filtered analytics view Website traffic analytics	25 views 25 views
Hierarchical teams	200 teams
	200 200
Calculated properties	properties
Custom event triggers and reporting	χ
Event-based segmentation	X X
Predictive lead scoring	X
Single sign-on	X
Content partitioning	X
CMS membership	X X X
YouTube Integration	X
Social permissions	X X
Additional domains	X X X X X X X X X X X X X X X X X X X
Events API	

CRM		
X for Yes	Included in all including FREE License	insert questions / notes for clarification
	Contact management	
	Contact website activity	
	Companies	
	Deals	
	Tasks & activities	
	Company insights	
	Gmail and Outlook integration	
	HubSpot Connect integrations	
	Custom support form fields	
	Prospects	
	Email tracking & notifications	
	Email templates	
	Canned snippets	
	Documents	
	Calling	
	Meeting scheduling	
	Tickets closed reports	
	Rep productivity reports	
	Time-to-close reports	
	Reporting dashboards	

SALES HUB						
for Yes	FUNCTIONAL AREA	FREE	STARTER	PRO	ENTERPRISE	insert questions / notes for clarification
	Live chat					
			Limited	Additional		
	Conversational bots	Limited features	features	features	Additional features	
	Team email					
	Conversations inbox	1 inbox	1 inbox	100 inboxes	100 inboxes	
	Calling	15 minutes	8 hours	33 hours	33 hours	
	Email scheduling					
	Email tracking & notifications	200 notifications	Unlimited	Unlimited	Unlimited	
	.		1,000			
	Email templates	5 templates	templates	1,000 templates	1,000 templates	
	•	· · · · · · · · · · · · · · · · · · ·	1,000			
	Canned snippets	5 snippets	snippets	1,000 snippets	1,000 snippets	
			1,000			
	Documents	5 documents	documents	1,000 documents	1,000 documents	
			1,000			
			personal &			
			team	1,000 personal &		
	Mana Alexandra da Alexandra da A	d an environment and a difference that to	meetings	team meetings	1,000 personal & team	
	Meeting scheduling	1 personal meetings link	links	links	meetings links	
			Standard	Otras developments		
			Additional	Standard sales dashboard	Standard sales	
			productivity	1 additional	dashboard	
		Standard sales reports	reports	custom	25 additional custom	
	Reporting dashboards	1 dashboard	1 dashboard		dashboards	
		1 dd3hbodrd	1 deal	dashboard	dashbodids	
	Deal pipeline	1 deal pipeline	pipeline	50 deal pipelines	50 deal pipelines	
			1,000			
			sequences	1,000 sequences		
			150 daily	150 daily	1,000 sequences	
	Email sequences		enrollments	enrollments	150 daily enrollments	
	·		Limited			
	Goals		features	Limited features	Additional features	
	Email & in-app support		x	х	x	
	Rep productivity performance		х	х	x	
	Conversation routing		x	x	x	
	Workflow extensions			x	x	
	Phone support			x	x	
	Deal stage, task, and lead rotat	ion automation		300 workflows	500 workflows	
	Quotes			100 quotes/deal	100 guotes/deal	
	Smart send times			x	x	
				Stripe account		
	Stripe integration			required	Stripe account required	
	Required fields			x	x	
	Custom reporting				500 custom reports	
	Multiple currencies			30 currencies	200 currencies	
	1:1 video creation			X	x	
	Sequence queues			X	x	
	Standard contact scoring				25 scoring properties	
	orandard contact sconing			r sconing property	200 teams + hierarchical	
	Teams			25 teams	teams	
	Video hosting & management			X	x	
	Products			X	×	
				x	A V	
	Slack integration			X	X	
	Hierarchical teams				X	
	Predictive lead scoring				X	
	Playbooks				1,000 playbooks	
	eSignature				30 signatures	
	Events API				x	
	Single sign-on				x	

Webhooks		X			
Quote-based workflows		X			
Recurring revenue tracking		х			
Calculated properties		х			
Call transcription		х			
Calling API		x			
User roles		x			

SERVICE HUB					
	FUNCTIONAL AREA	Free	Starter	Pro	Enterprise
1105	Ticketing	Fiee	Jotantei		
	Live chat	<u>.</u>	A	<u>.</u>	Ĉ.
	Conversations inbox	A 1 inbox	A Linbox	A 100 interes	100 intexes
				100 mboxes	
	Calling	15 minutes	8 hours	33 hours	33 hours
	Conversational bots Team email	Limited features	Limited features	Additional features	Additional features
			x		
	Canned snippets	5 snippets	1,000 snippets	1,000 snippets	1,000 szúppets
	Email templates	5 templates	1,000 templates	1,000 templates	1,000 templates
	Meeting scheduling	1 personal meetings link	1,000 personal & team meetings links	1,000 personal & team meetings links	1,000 personal & team meetings links
	Tickets closed reports	Standard customer active reports on L dashbox	Standard customer service & productivity reports on 1 dashboard	Standard customer service dashboard 1 custom dashboard	Standard customer service dashboard 25 custom dashboards
				Standard customer service dashboard	Standard customer service dashboard 25 custom dashboards
	Rep productivity reports	Standard customer service reports on I dashboa	e Standard customer service & productivity reports on 1 dashboard	1 custom dashboard Standard customer arraine dashboard	25 custom dashboards
	Time-to-close reports	Standard customer service reports on I dashboa	Standard customer service & productivity reports on 1 dashboard	1 custom dashboard	Standard customer service dashboard 25 custom dashboards
				Stundard conterner acrosses dualshaund	Standard customer service dashboard 25 custom dashboards
	Reporting dashboards		e Standard customer service & productivity reports on 1 dashboard	1 custom dashboard	
	Email tracking & notifications	200 notifications	Unlimited	Unlimited	Unlimited
	Documents	5 documents	1,000 documents 1,000 sequences	1,000 documents	1,000 documents 1,000 sequences
	Email sequences		1,000 sequences 150 daily enrollments	150 daily enrollments	150 daily errollments
	Email scheduling				
	Goals		Limited features	Limited features	Additional features
	Conversation routing		v		
	Multiple ticket pipelines		^	10 C T	50 pipelines
	Knowledge base			50 pipernes	50 pipernes
	1:1 video creation & hosting				
	1:1 video creation & nosting				
	NPS surveys				
	Customer experience surveys				
	Customer support surveys				
	Insights dashboard				
	Custom reporting			20 custom reports	500 custom reports
	Ticket status, ticket routing, task au	nomation		300 workflows	500 workflows
	Teams			25 teams	200 teams + hierarchical teams
	Phone support				
	Customer feedback				
	Multiple currencies			30 currencies	200 currencies
	Video hosting & management				
	Sequence queues				
	Standard contact scoring			1 scoring property	25 scoring properties
	Customer service automation			300 workflows	500 workflows
	Slack integration				
	Playbooks				1,000 playbooks
	Call transcription				
	Hierarchical teams				
	User roles				
	Single sign-on				
	Webhooks				
	Calculated properties				
	Calling API				
	Events API				

MEMBERSHIP			
X for Yes	FUNCTIONAL AREA	DESCRIPTION / MORE INFO	insert questions / notes for clarification
	membership levels		
	membership status		
	interface to accounting		
	invoice to invoicing software		
	investor status		
	investor levels		
	member-partner-inventor online directed	ory	
	committee involvement		
	events		
	surveys		
	leadership courses (cohorts)		
	payment schedule		
	gift tracking		
	track donations to a fund		
	membership notes		
	volunteer management		
	membership sales		

X for Yes	R - ACCELERATOR - VC PC FUNCTIONAL AREA	DESCRIPTION / MORE INFO	insert questions / notes for clarification
	company status	active, alumni, prospect	
	alumni management		
	leases		
	client updates		
	mentors		
	track results		
	track goals		
	track participation		
	track services provided		
	online directory		
	events		
	surveys		
	invoicing		
	link to invoice - accounting	system	
	quotes-proposals		
	online application		
	investments obtained		
	track investors		
	track connections to invest	tors	
	recruiting		
	Rent		
	Lease		
	Open space		
	facilitiy services provided		
	service requests - tickets		
	online application		
	KPI's and Company Impac	t	
	coworking space		
	room rental		
	invoices and proposals		
	coworking space		

manage alumni of the incubator - accelerator
sell sponsorships
Coachng sessions and results - outcomes
mentors and expert management
track organizations that can provide assistance - business services
milestone planning
finance planning
track investments - investors

WORKFOR	CE DEVELOPMENT	
X for Yes	FUNCTIONAL AREA	insert questions / notes for clarification
	student database	
	worker database	
	company database	
	resources database	
	company profiles	
	student skill profiles	
	linkedin interface	
	track matches	
	internship tracking	
	job openings	
	online community	
	job posting	
	workshops	
	events	
	match company to worker profile	

ECONOMIC DEVELOPMENT			
X for Yes	FUNCTIONAL AREA	DESCRIPTION / MORE INFO	insert questions / notes for clarification
	We operate in a Regional Model		
	Partner collaboration		
	Online collaboration with prospect		
	BRE data must be captured		
	We have BRE community volunteers		
	Online BRE surveys		
	Special Projects		
	Project Compliance		
	Track EDO Assists		
	Track and Manage Incentives		
	Interface with GIS software		
	We own (buy, sell, lease properties)		
	We have investors		
	We have members		
	We conduct fundraising		
	Track property requirements		
	Track workforce skill requirements		
	We work with startups		
	We run an incubator		
	We run accelerator programs		
	We run workshops - training courses		
	We hold events		