



HubSpot Sales Hub vs. Microsoft Dynamics

Product Comparison

HUBSPOT CRM & SALES HUB

HubSpot's free CRM connects with HubSpot Sales Hub to empower sales teams to accelerate productivity, automate the sales cycle, and promote aggressive growth. With its simple user interface, trusted support and security, and automated processes, HubSpot will help your sales team grow and scale without overcharging for features you don't need.

With live chat, conversation bots, predictive lead scoring and forecasting, sequences, and more, let HubSpot take the manual, mundane tasks out of the sales cycle and leave you time to focus on accelerating growth.

Feature/Benefit	HubSpot Sales Hub	Microsoft Dynamics
Security Single sign on and role based user permissions.	9.5/10 on TrustRadius	8.7/10 on TrustRadius
Ease of use	9.7/10 on TrustRadius	8/10 on TrustRadius
Gmail/Outlook integrations	✓	Outlook only
Reports Out of the box and custom reports.	✓	✓
Contact management HubSpot automatically pulls all new contacts and their activities into one database.	✓	Manual contact management only
Meetings Allow contacts to directly book meetings with salespeople, eliminating the back and forth.	✓	✓
Predictive lead scoring	✓	✓
Forecasting and Pipeline Reports	✓	✓
Playbooks + Call transcripts Ensure your team is working to best practices and sharing successes.	✓	✗

Feature/Benefit	HubSpot Sales Hub	Microsoft Dynamics
Free Support HubSpot offers free 24/7 phone support, online chat, Academy courses, and an extensive knowledgebase.	✓	✗
Email open/click notifications & tracking history	✓	✓
Email scheduling	✓	✓
Recurring revenue tracking	✓	✓
Email templates	✓	✗
Sequences Enable Marketing to create and manage automated emails from your sales reps.	✓	✗
Live chat Communicate with prospects while they're browsing your website. Convo's are automatically logged in the CRM.	✓	✗
Conversation bots Qualify leads, book meetings, and create support tickets.	✓	✗
Native HubSpot CRM integration	✓	✗
Document tracking See when prospects open email attachments and are ready to buy.	✓	Internal document tracking only

For more features, visit our website at [hubspot.com](https://www.hubspot.com)

When users compared HubSpot CRM and Microsoft Dynamics on TrustRadius, here's where HubSpot ranked higher:

- **Sales automation:** contact management, customer data management, workflow management, opportunities, interaction tracking
- **Marketing automation:** lead marketing, email management
- **Project management:** task management, billing/invoice management, reporting
- **Customization:** custom fields, API for integrations
- **Reporting/analytics:** forecasting, pipeline visualization, reports
- Social data and social engagement
- Integrations with 3rd party software

What Our Users Think



"Since signing up to HubSpot in July 2016, Casio UK has increased leads by 496% and revenue from calculators by 26%."

CASIO

Taka Takeuchi
Senior Digital Marketing Manager



"Our inbound sales team uses HubSpot to track and prioritise leads and customers in the funnel. With an aligned marketing/sales view on quality leads, we can see which leads should be handed from marketing to sales. With the CRM data, we can help nurture leads even more."

STRATEGIC

Lucy Jones
Strategic Internet Consulting

A look inside the HubSpot Sales Hub

To learn more about how HubSpot CRM and Sales Hub can help your business achieve growth and align sales and marketing, book a personalized demo of our product today. We'd love to talk through your challenges and see how HubSpot can help you exceed your goals.

[Get a Free Demo](#)

The screenshot displays the HubSpot Sales Hub interface. At the top, there's a navigation bar with 'Sales', 'Dashboard', 'Productivity', 'Content', 'Social', 'Contacts', 'Reports', and a search bar. Below this, the 'Deals' section is active, showing a pipeline view. The pipeline is divided into four stages: 'APPOINTMENT SET' (32 deals), 'APPOINTMENT COMPLETED' (21 deals), 'BUYER JOURNEY CONFIRMED' (19 deals), and 'WORKING UPGRADE'. Each stage contains deal cards with details like deal name, value, and close date. For example, in the 'APPOINTMENT SET' stage, there are deals for 'Biglytics' (\$100), 'HubIO' (\$200), and 'Change.ly' (\$100). In the 'APPOINTMENT COMPLETED' stage, there are deals for 'HubSpot' (\$150), 'BigDataX' (\$250), 'Mauventures' (\$100), and 'Traditionsoft' (\$300). In the 'BUYER JOURNEY CONFIRMED' stage, there are deals for 'Kasco' (\$100) and 'Portnet' (\$100). In the 'WORKING UPGRADE' stage, there are deals for 'Fryeco' (\$100), 'Trintree' (\$100), and 'Netstar' (\$100). At the bottom of each stage, there are total values: \$400 for 'APPOINTMENT SET', \$800 for 'APPOINTMENT COMPLETED', and \$1,230 for 'BUYER JOURNEY CONFIRMED'. The interface also includes a search bar for deals, an 'Add Filter' button, and a 'Create a deal' button.