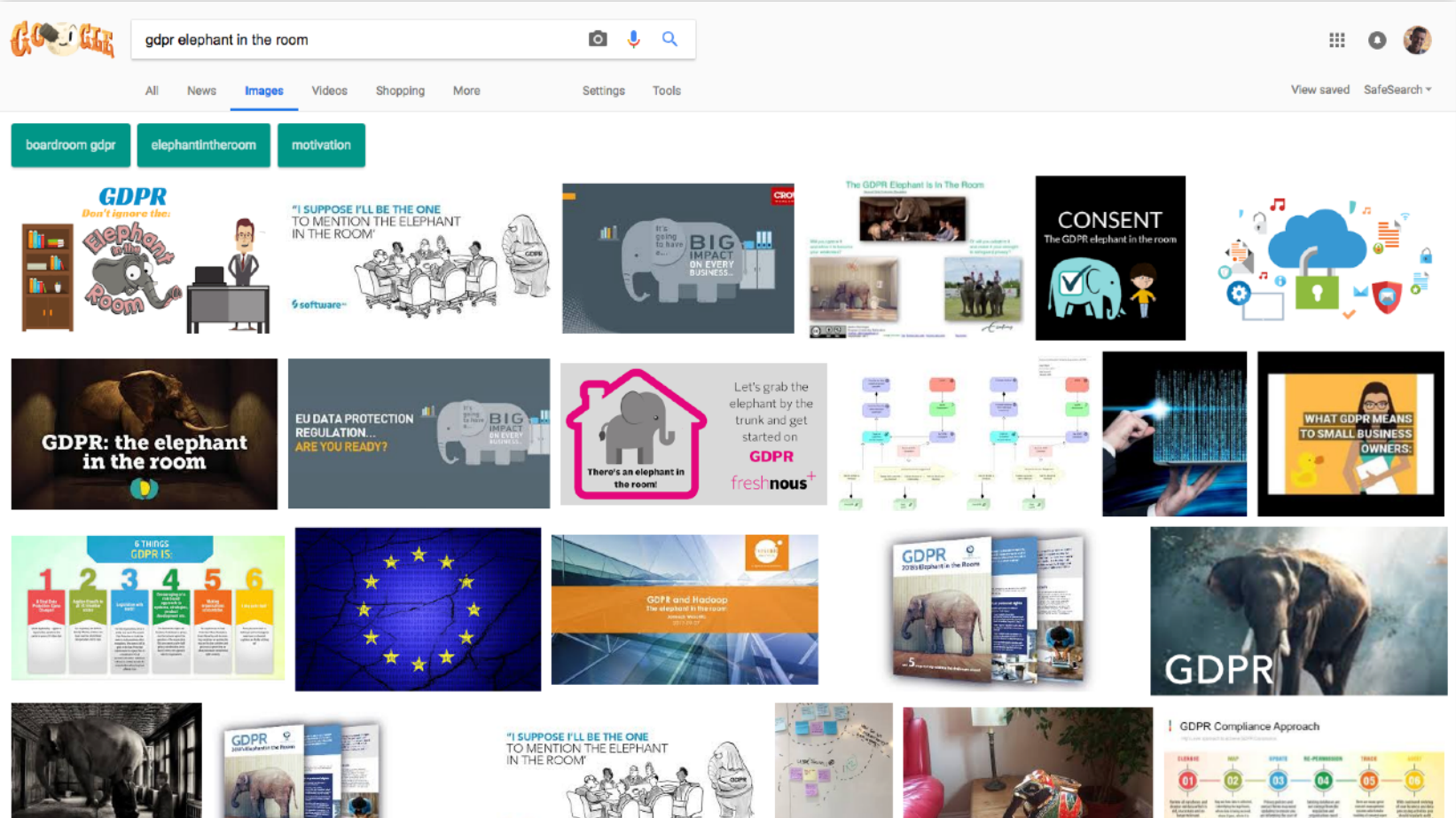
PRODUCT SPOTLIGHT

Christopher O'Donnell | SVP, Product

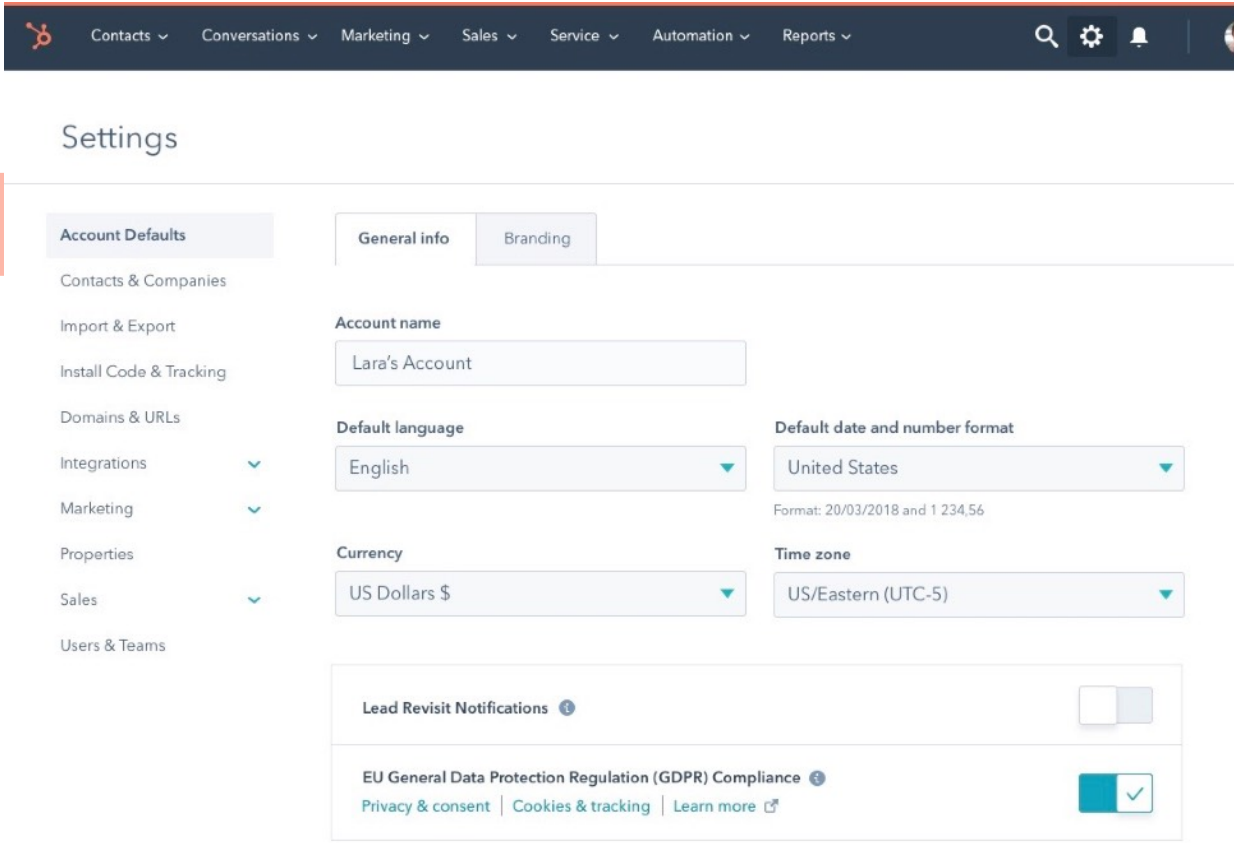
GDPR



#PARTNERDAY18

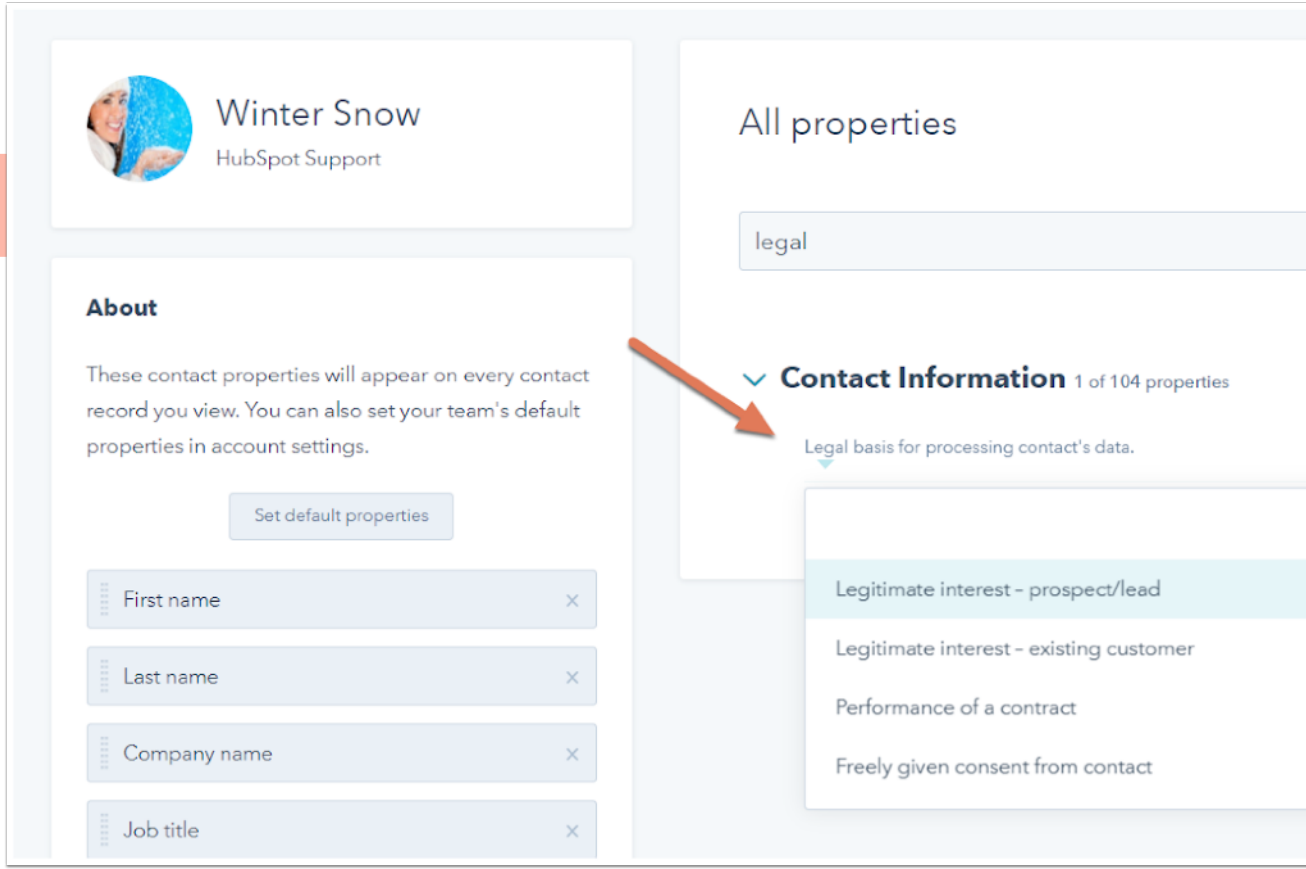
GDPR TOGGLE

- GDPR-compliant default settings



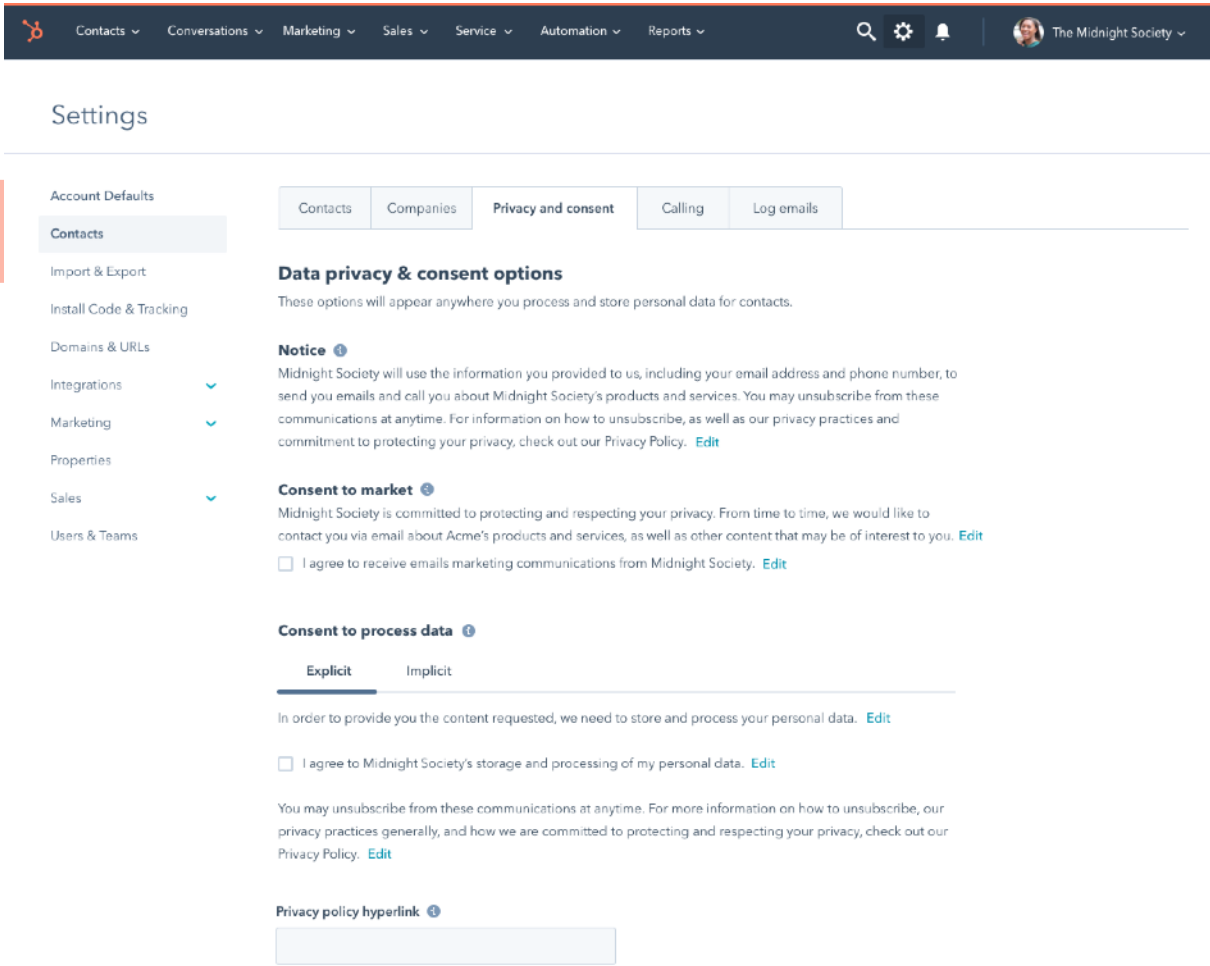
LAWFUL BASIS

- Automatic contact property



SETTINGS

- Data privacy
- Consent settings

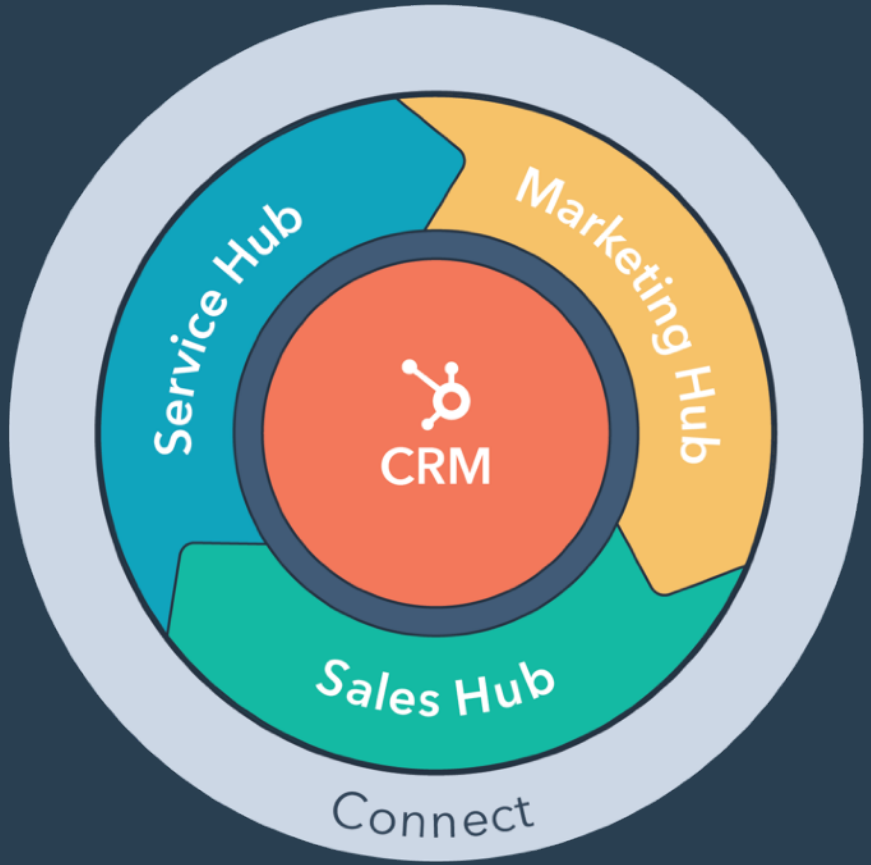


THE FUTURE OF

HubSpot

~~THE FUTURE OF~~

HubSpot



ECOMMERCE + INBOUND

HubSpot + shopify

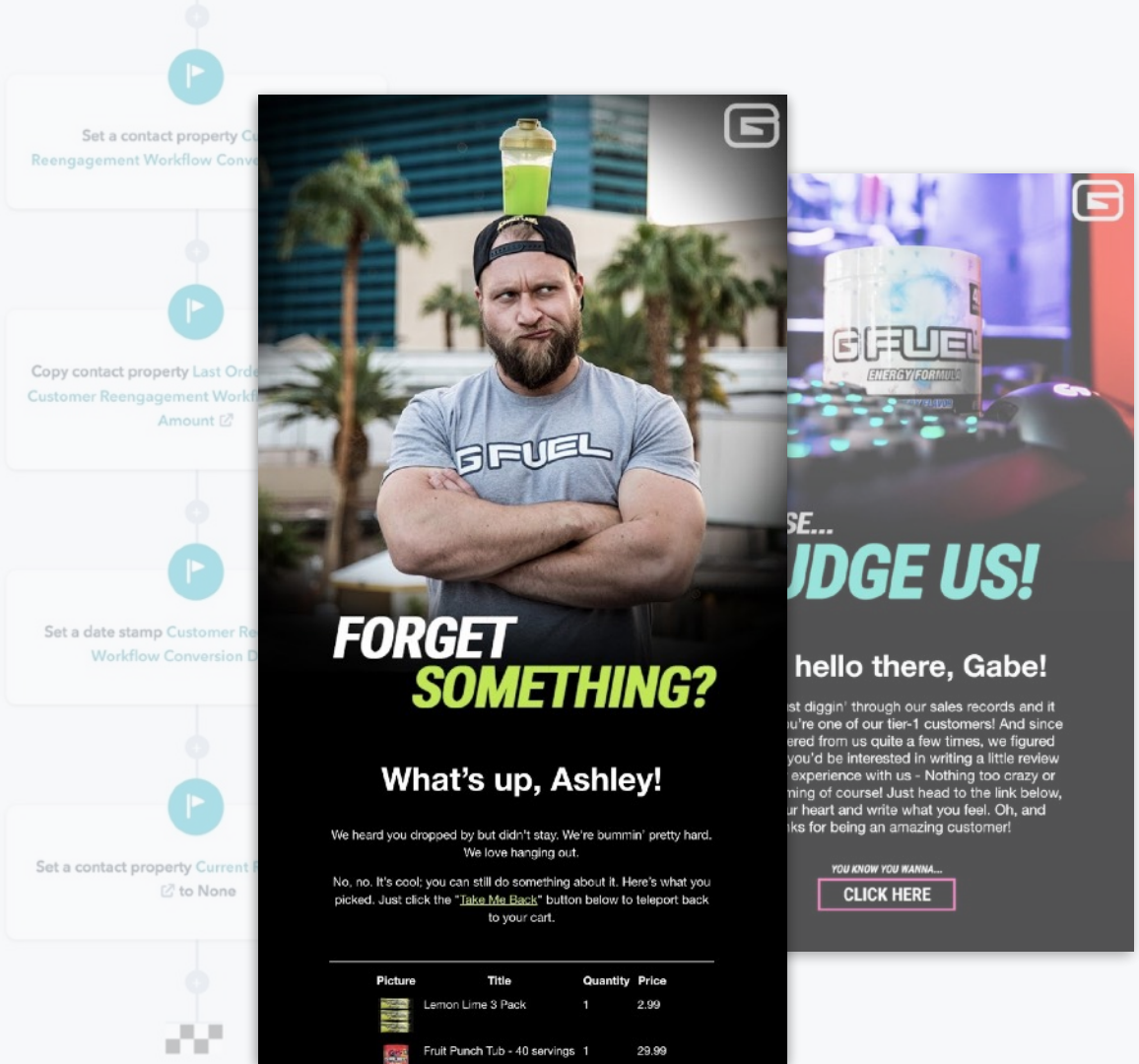
NATIVE INTEGRATION

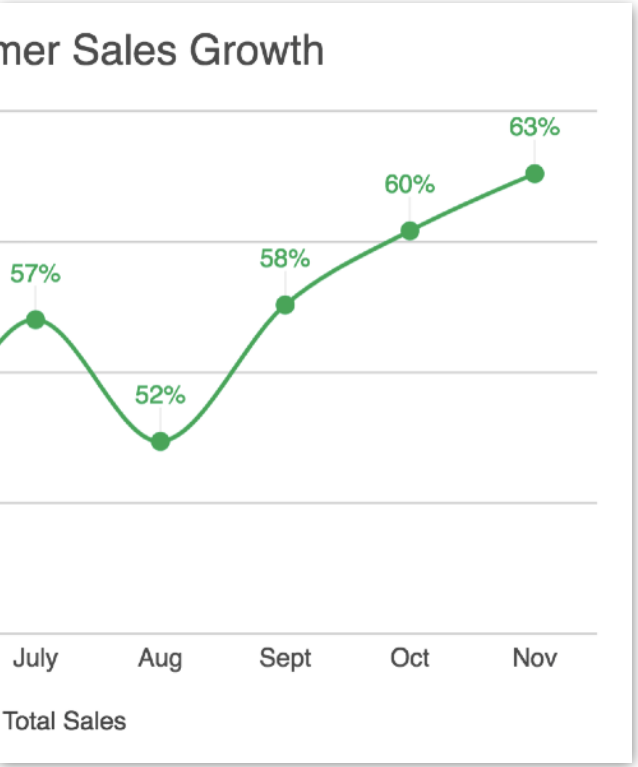
AVAILABLE NOW

digital J2

for client

GFUEL





63%

increase in customer sales growth using Shopify + HubSpot together

NEW APIs

ECOMMERCE BRIDGE

ANALYTICS API

PRODUCTS API

LINE ITEMS API

TICKETS API

CRM OBJECT PROPERTIES API

ASSOCIATIONS API

CHANGELOG API

GROW BETTER WITH

HUBSPOT CONNECT

AVAILABLE NOW

HubSpot + Shopify

Ecommerce Bridge

Analytics API

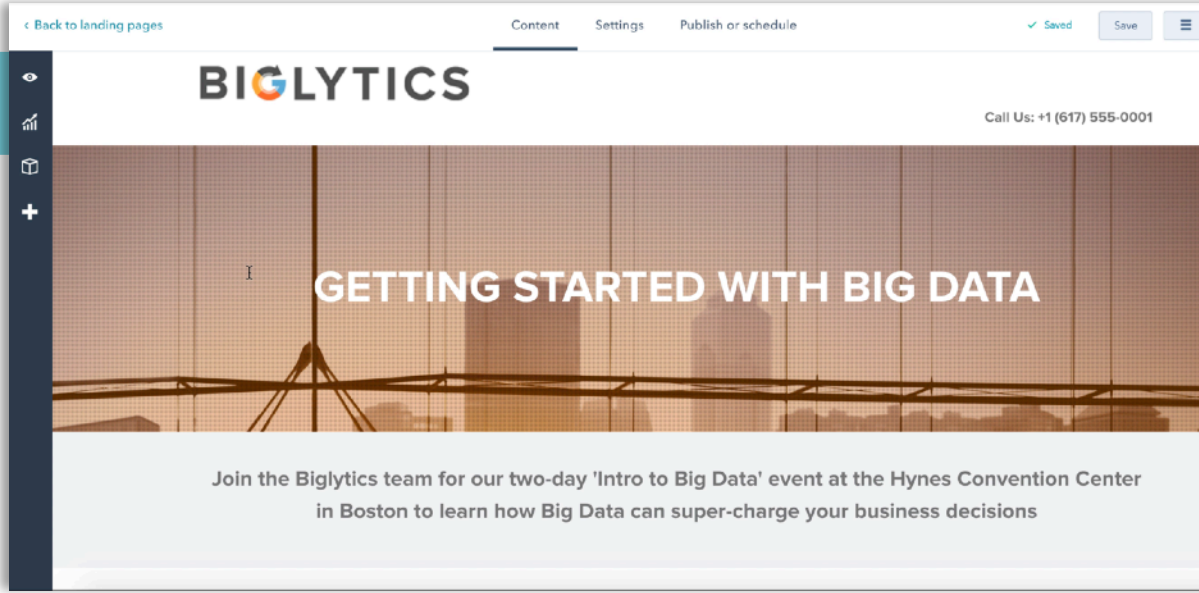
Additional APIs

Tickets
Products
Line Items
CRM Object Properties
Associations
Changelog

WEBSITE ADD-ON

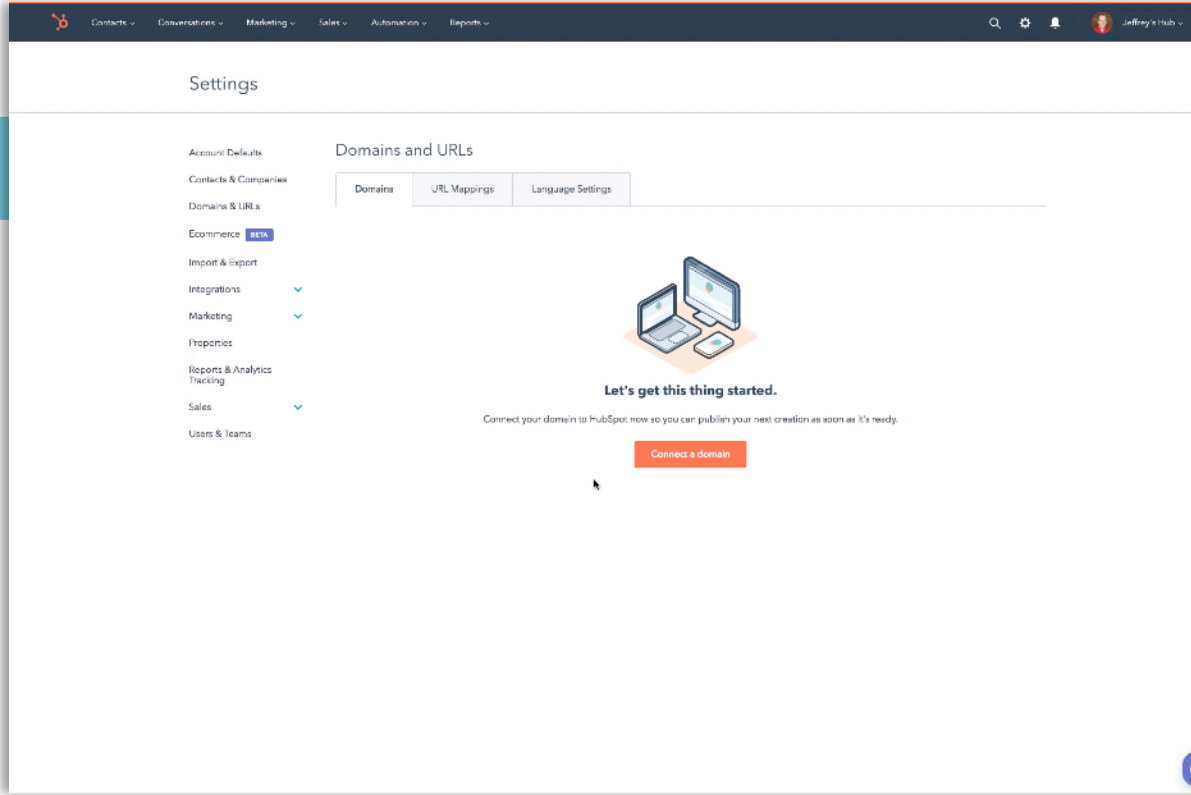
EDITOR ENHANCEMENTS

- Drag & drop images



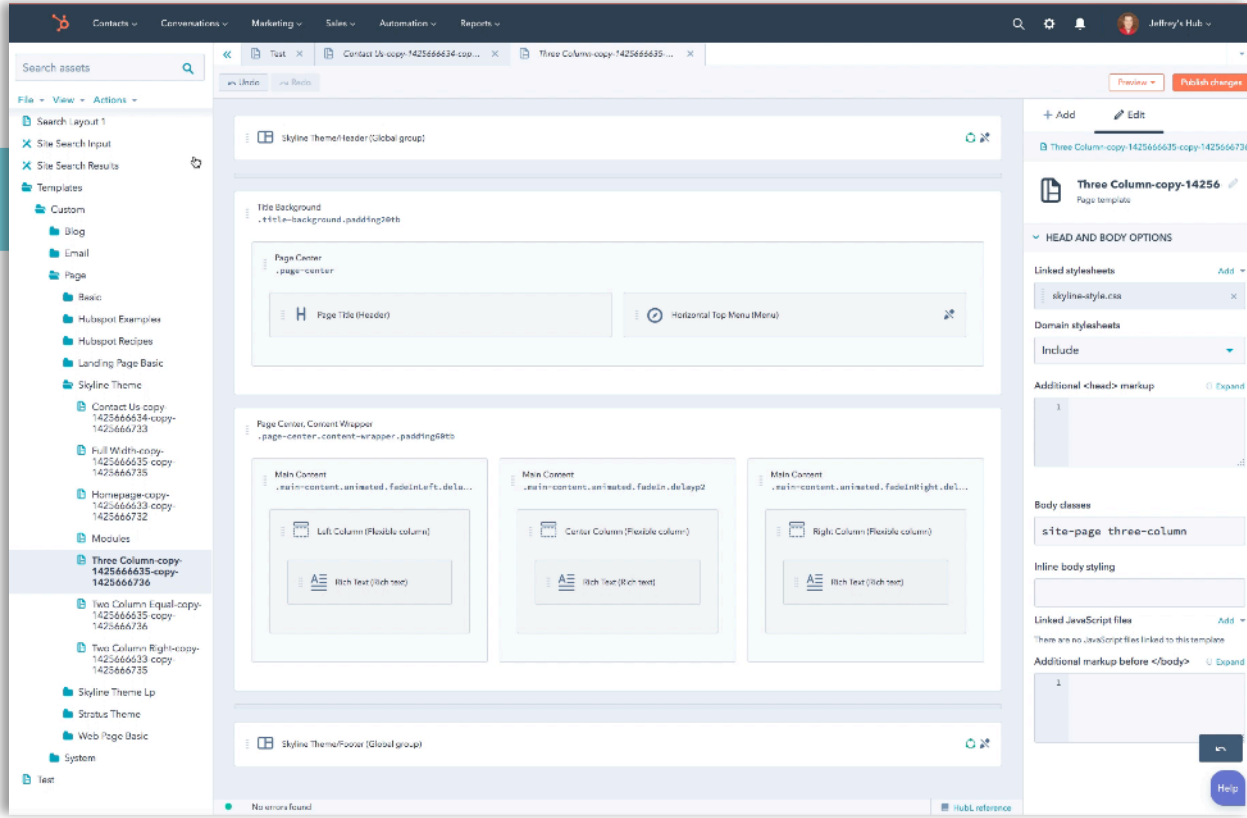
DOMAIN MANAGER

- Step-by-step instructions
- Connect multiple subdomains at once



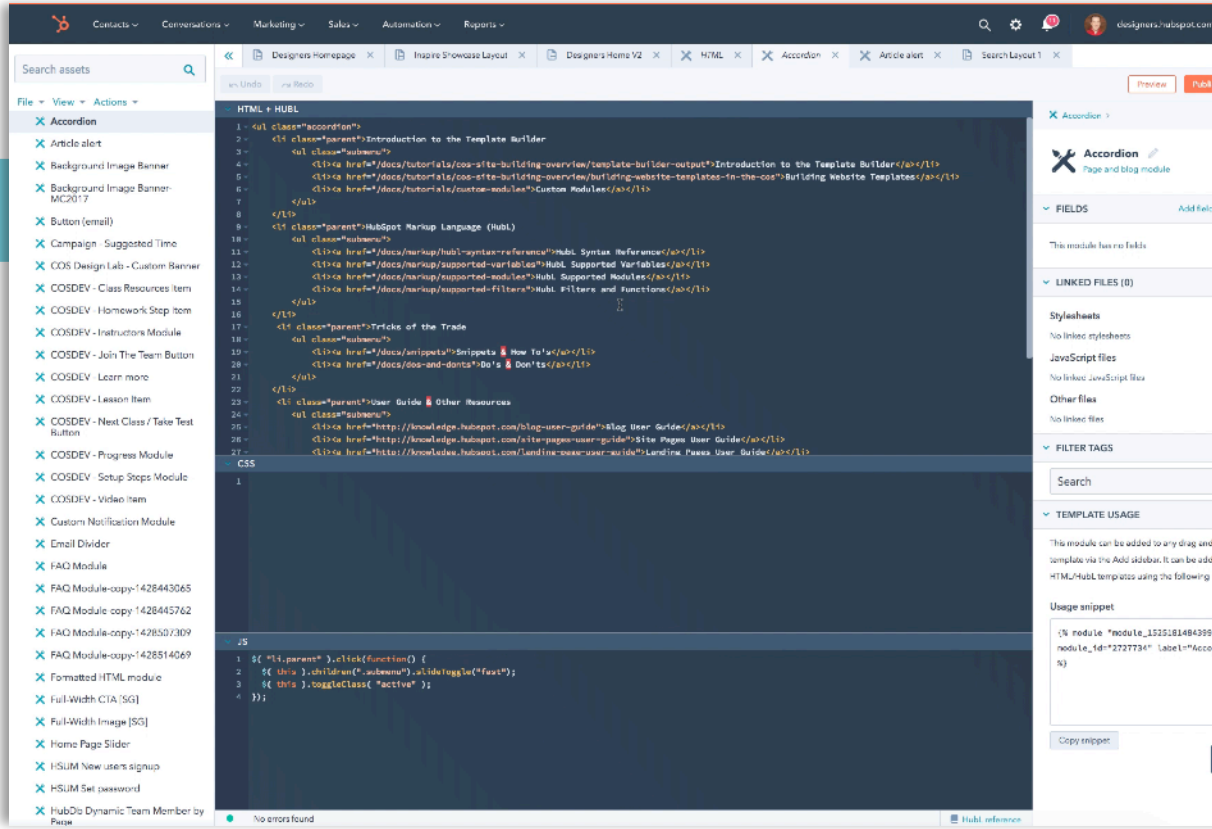
DESIGN MANAGER

- Search & organize files with the new finder
- Drag & drop editor enhancements



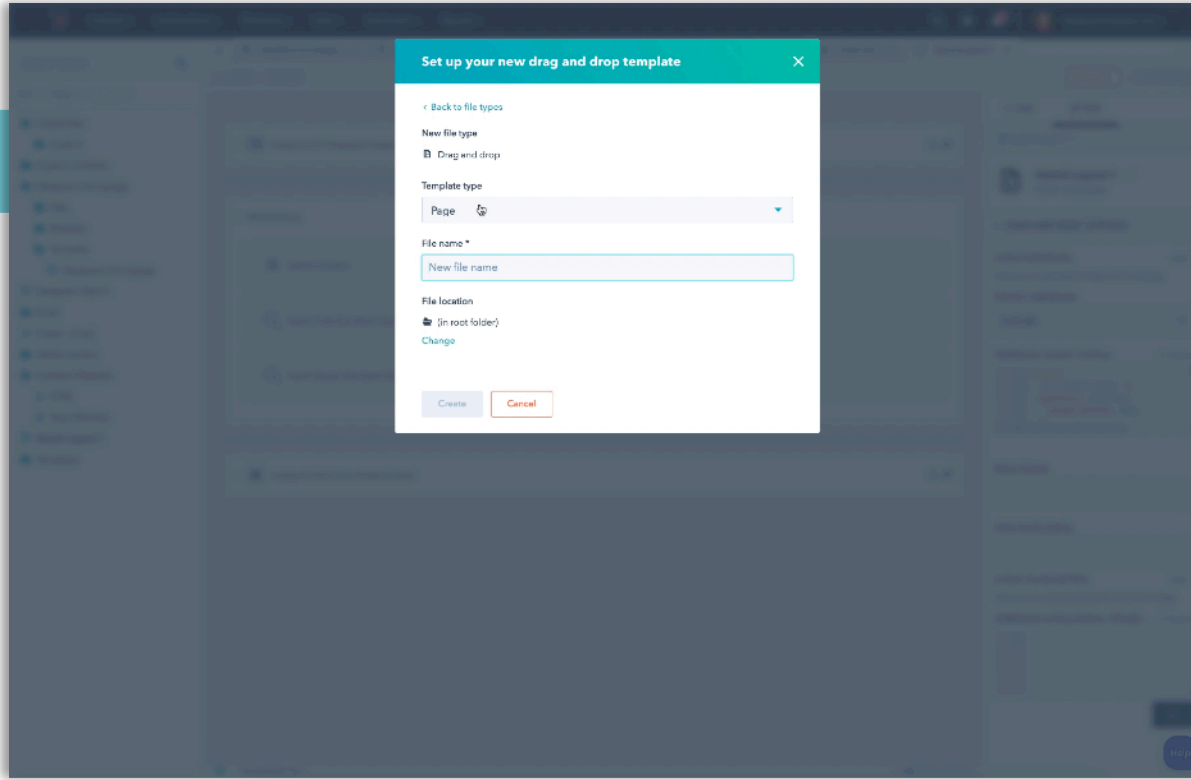
CUSTOM MODULES

- Now incorporates HTML, HubL, CSS, JavaScript
- Modules now available in the Marketplace



SITE SEARCH

- Now available to everyone with the new Design Manager
- Replaces Custom Search
- Included, easy to set up

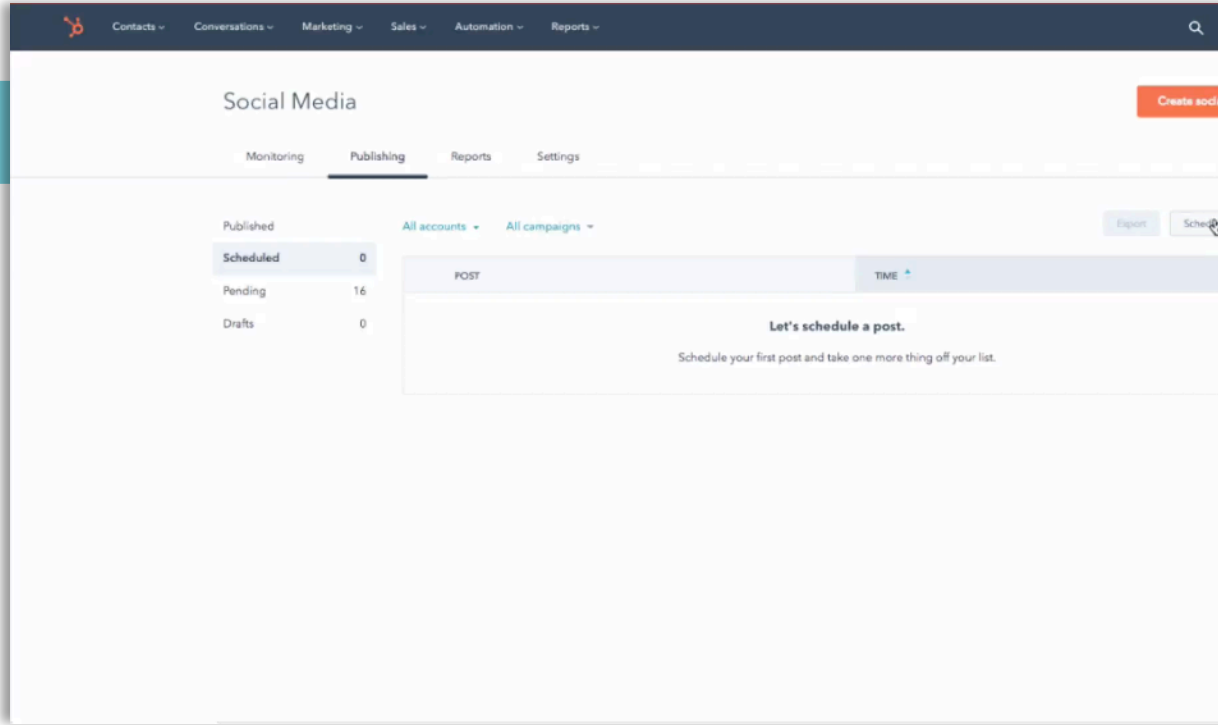


HubSpot Marketing Hub

SOCIAL PUBLISHING

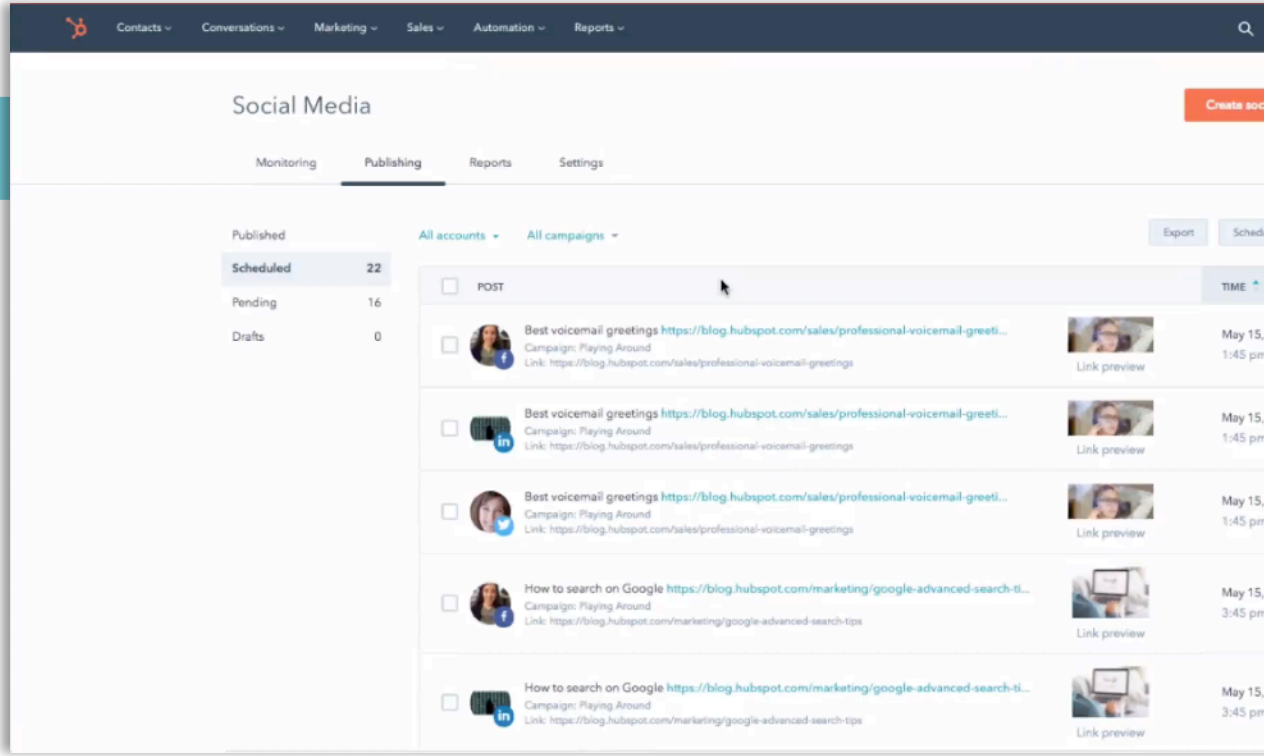
SOCIAL PUBLISHING

- Bulk upload for Twitter, LinkedIn & Facebook



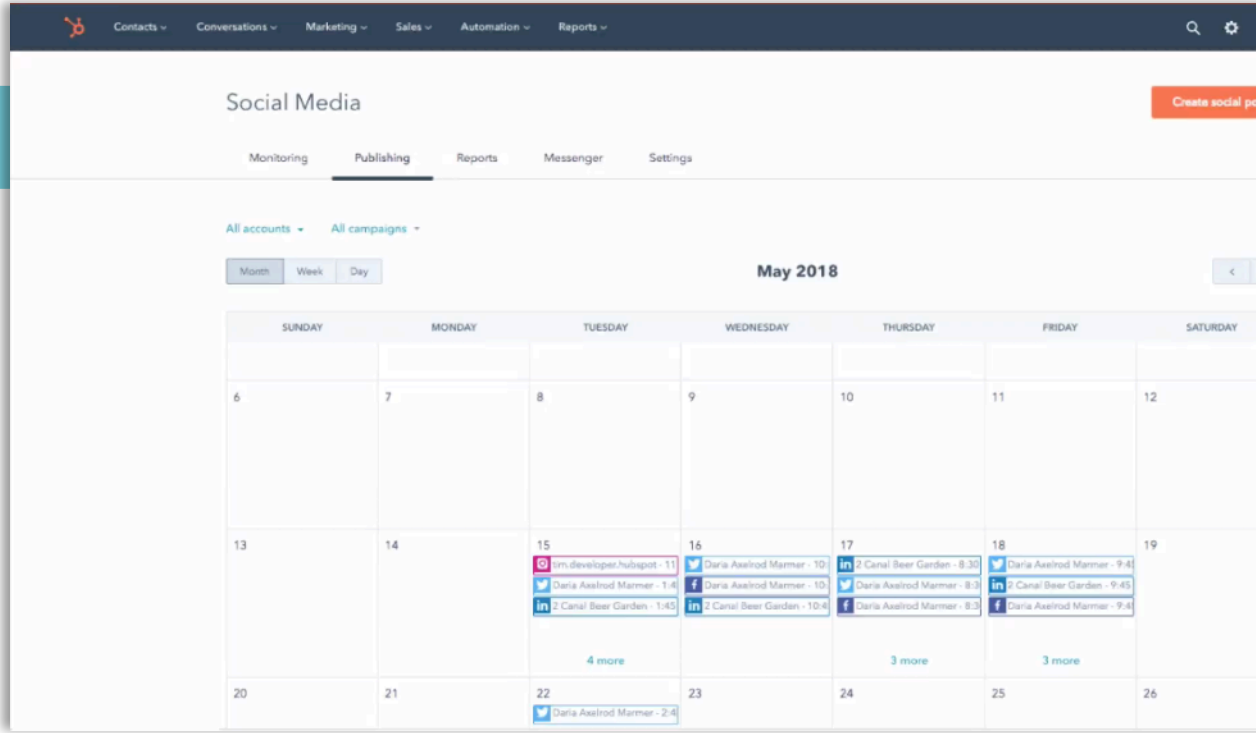
SOCIAL PUBLISHING

- Instagram scheduling & publishing



SOCIAL PUBLISHING

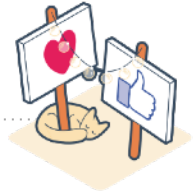
- Calendar view with drag & drop editing



facebook
HubSpot

Marketing Partner

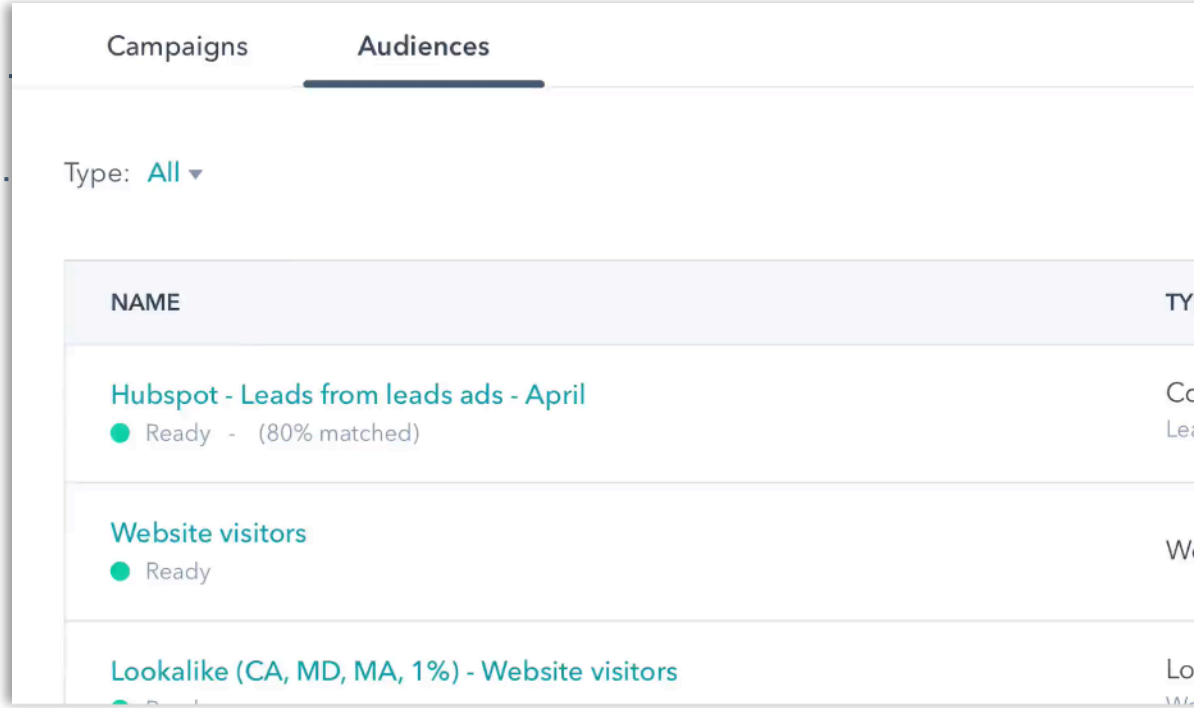
Workplace Partner



facebook HubSpot

AUDIENCE SYNC

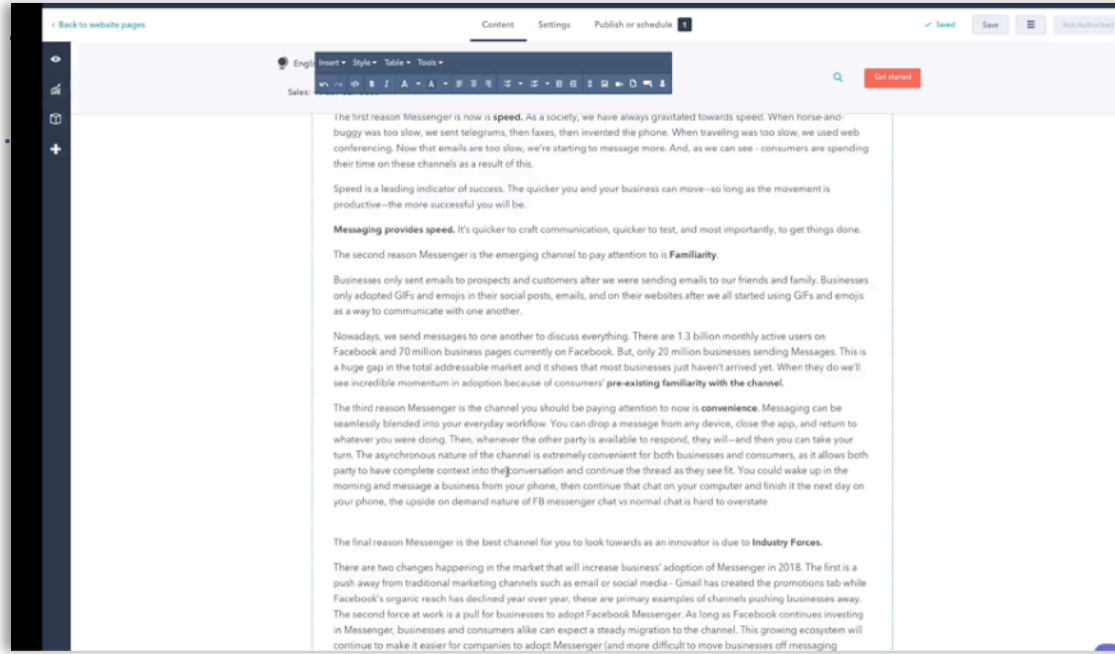
- Run targeted campaigns on Facebook
- Based on HubSpot CRM lists



facebook HubSpot

MESSENGER INTEGRATION

- Easily add Messenger CTAs to any website page
- Ask questions and deliver content via Messenger
- All details sync directly to the contact record



GROW BETTER WITH

MARKETING HUB

AVAILABLE NOW

- Website Add-On
- Design Manager Improvements
- Custom Modules
- Domain Manager Improvements
- Site Search
- Editor Enhancements
- Social Publishing
- Facebook Badged Partner
- Facebook Audience Sync
- Messenger Integration

SALES HUB REVENUE

16% PARTNERS

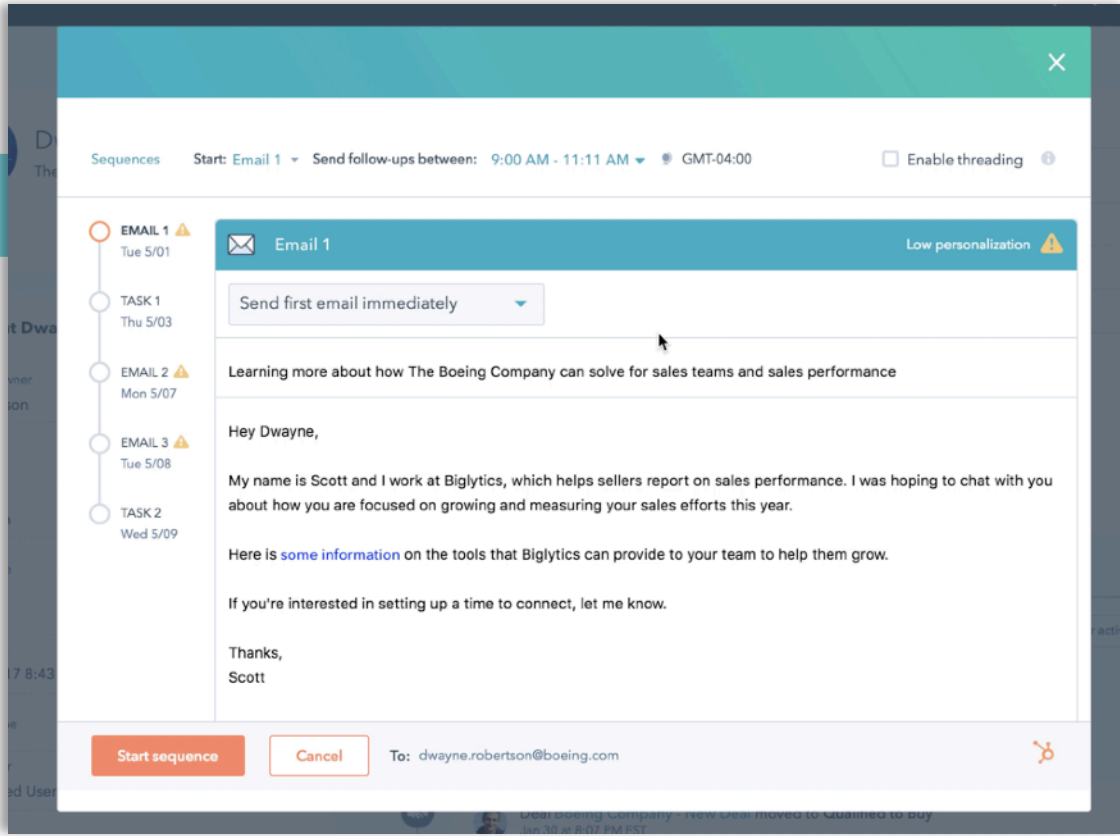
Sending better email is key
to making more connections.

HubSpot Sales Hub

RECOMMENDATIONS

RECOMMENDATIONS

- Email grading based on level of personalization
- Provides tailored recommendations



MEETINGS

HubSpot Sales Hub

Free Big Data Consultation

May

SUN	MON	TUE	WED	THU	FRI	SAT
29	30	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	1	2

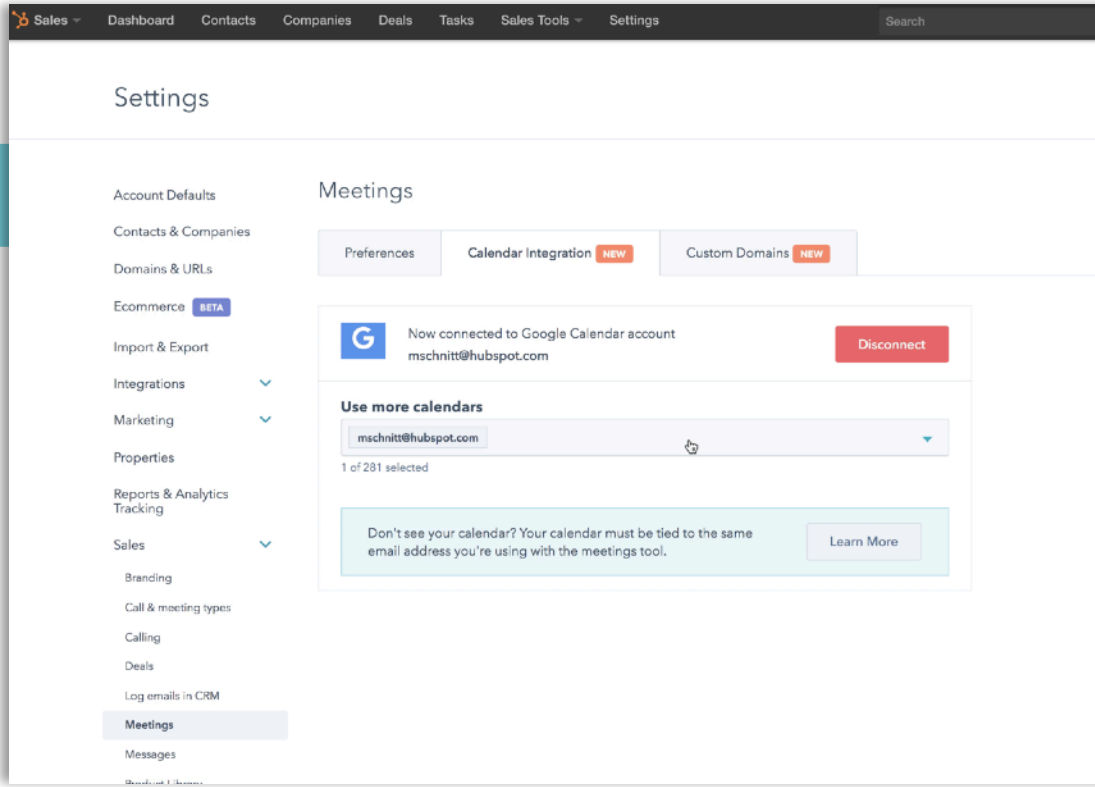
Book a 60-minute meeti

What time works best?

- 9:00 am
- 10:00 am
- 11:00 am
- 12:00 pm
- 1:00 pm

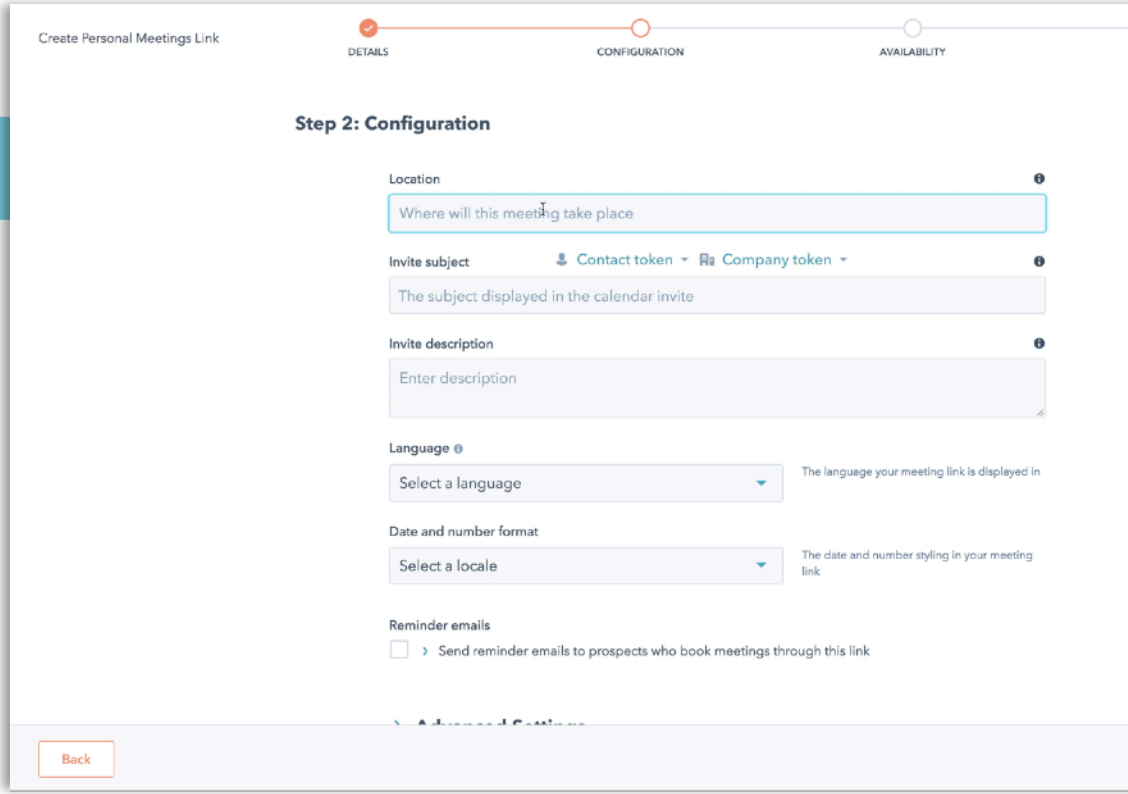
MEETINGS IMPROVEMENTS

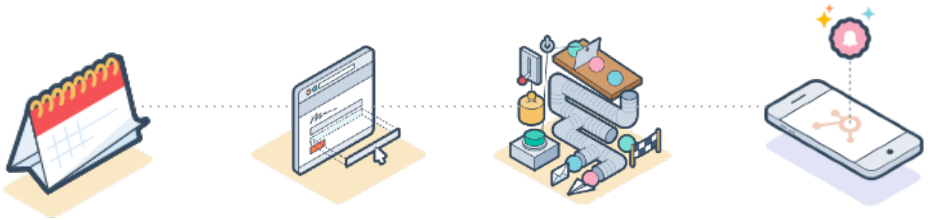
- Deeper customization
- Multiple calendar support



MEETINGS IMPROVEMENTS

- Automatic reminder emails





Meetings are now more like form submissions.

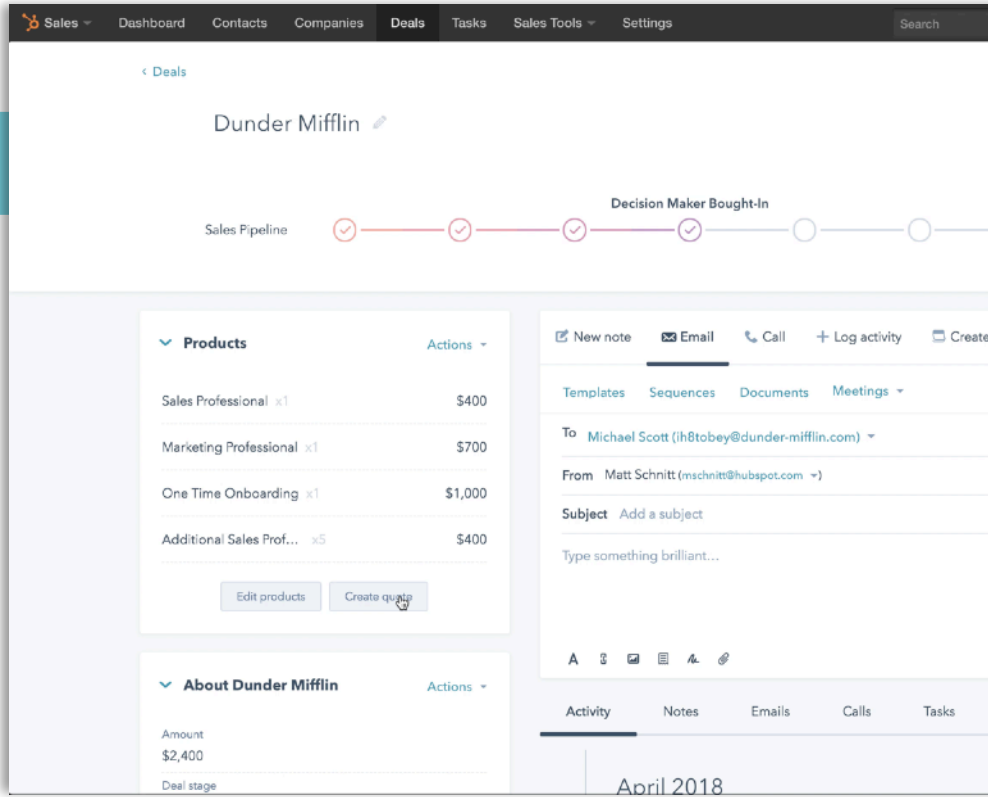
Capture Leads | Track Pageviews | Trigger Workflows | Revisit Notifications

HubSpot Sales Hub

QUOTES

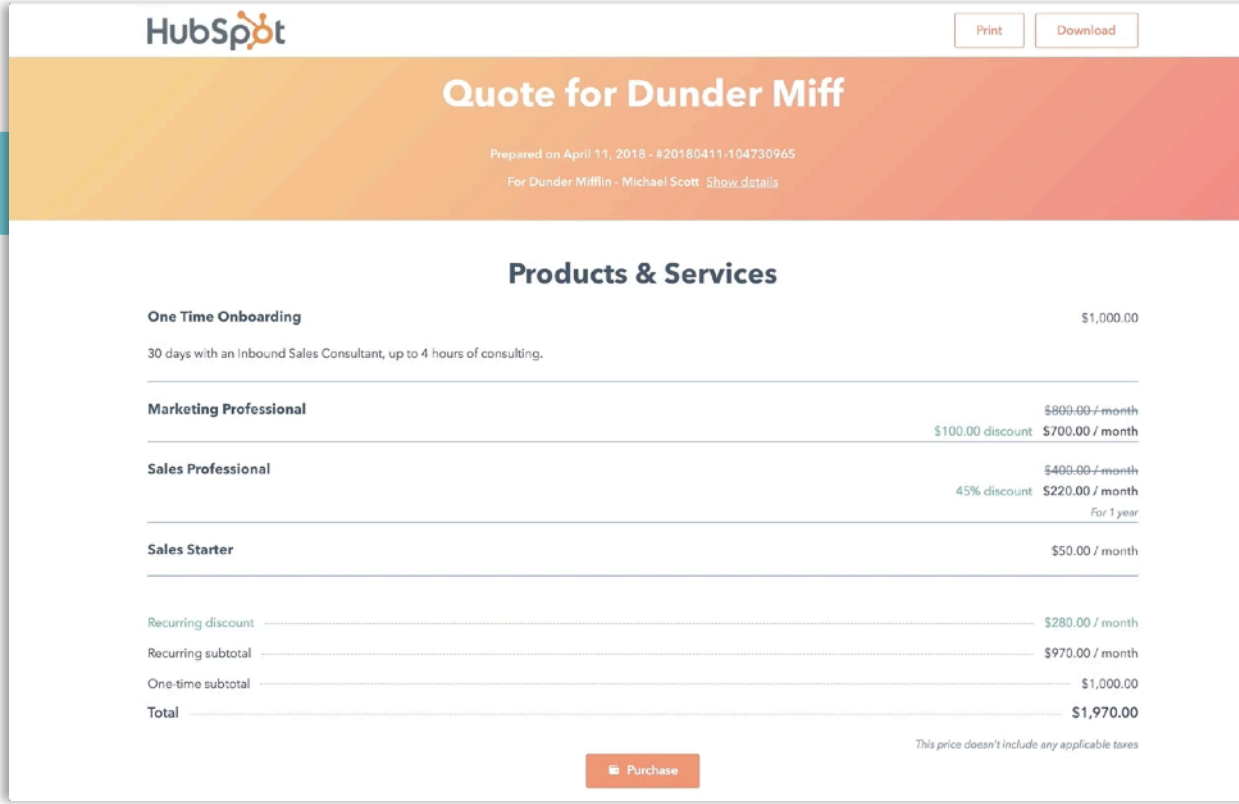
QUOTES

- Easily generate quotes
- Seamless user experience



QUOTES

- Stripe Integration



QUOTES

Now available in
Sales Hub Professional

GROW BETTER WITH

SALES HUB

AVAILABLE NOW

Recommendations	Meetings Improvements	Quotes	Stripe Integration

Service
Marketing
Customers
Sales

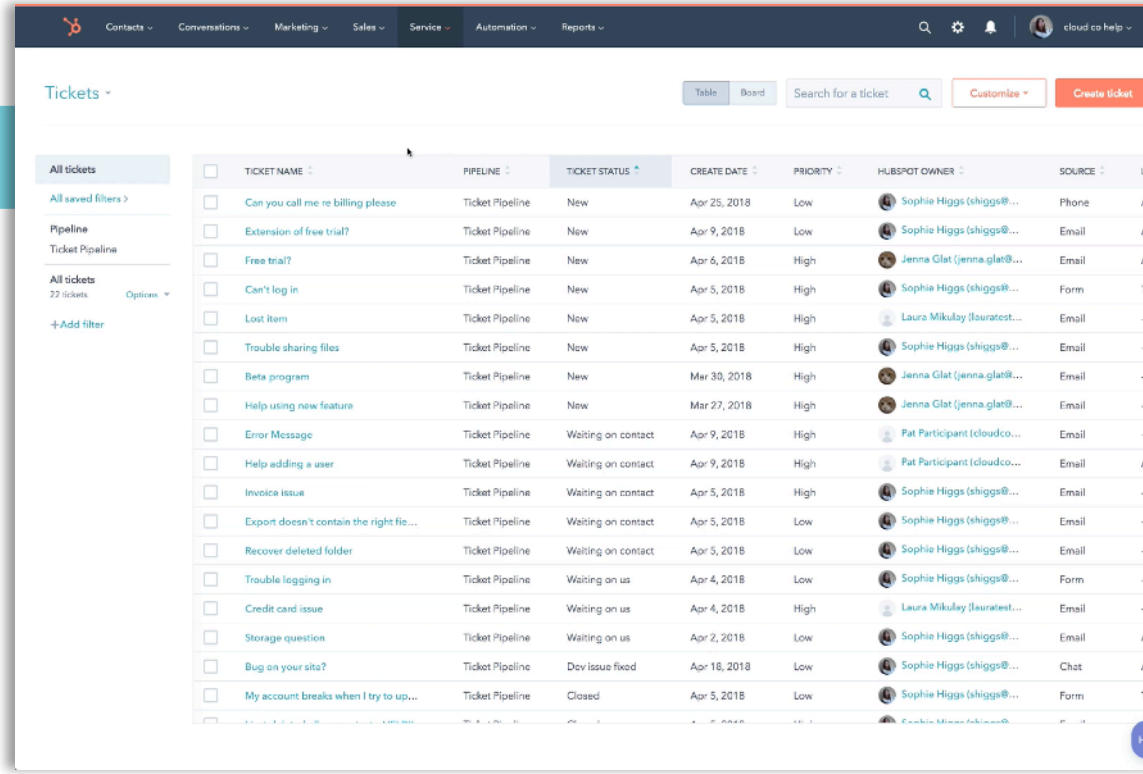
Service Hub Professional

HELPDESK-FEEDBACK-KNOWLEDGEBASE-CONVERSATIONS

AVAILABLE TODAY

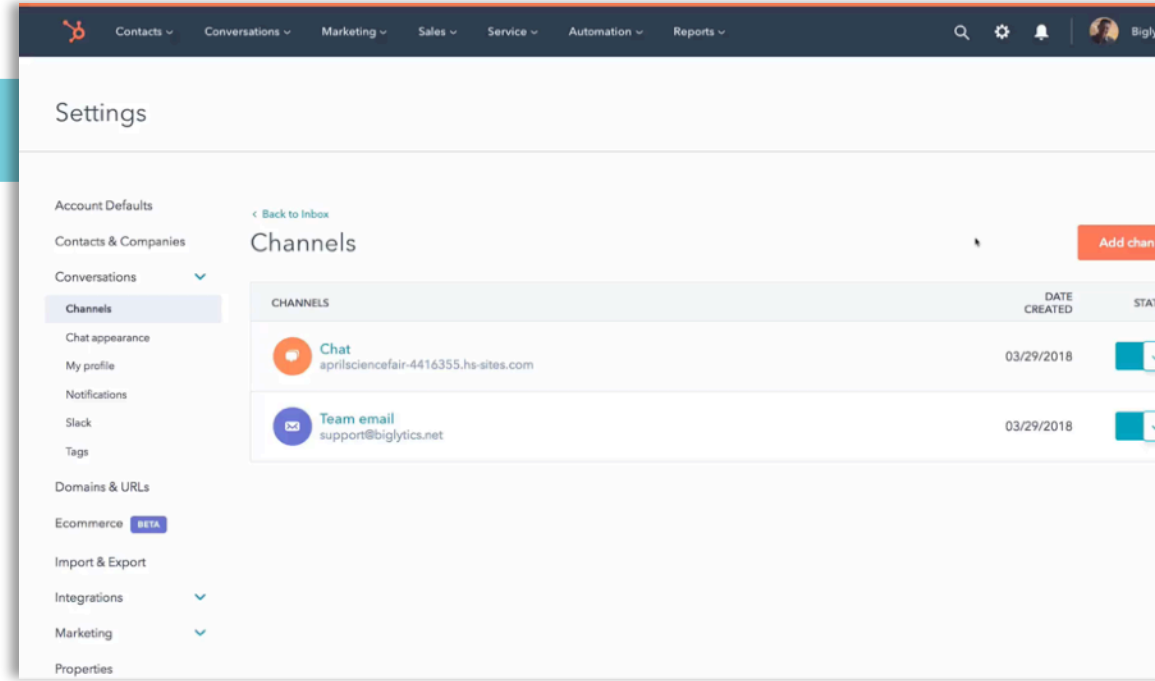
HELPDESK : TICKETS

- Easily manage tickets in HubSpot CRM
- Detailed ticket records
- Integrated with contacts, companies, deals & tasks



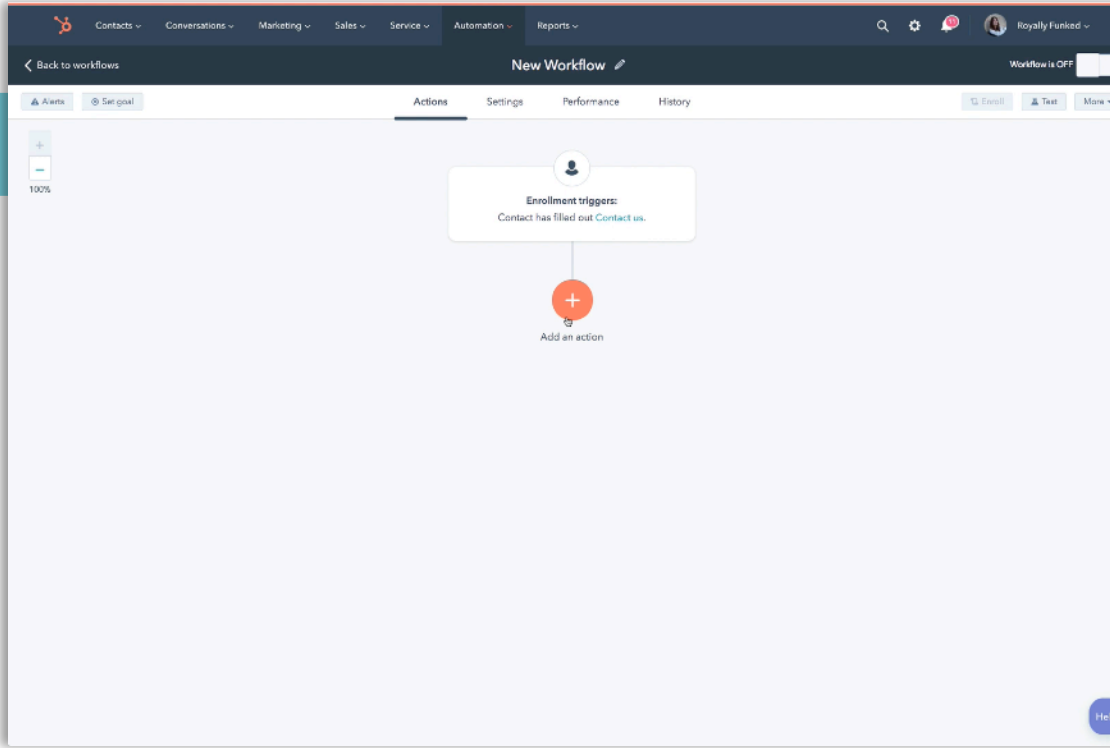
HELPDESK : TEAM EMAIL

- Route to Conversations
- Create tickets



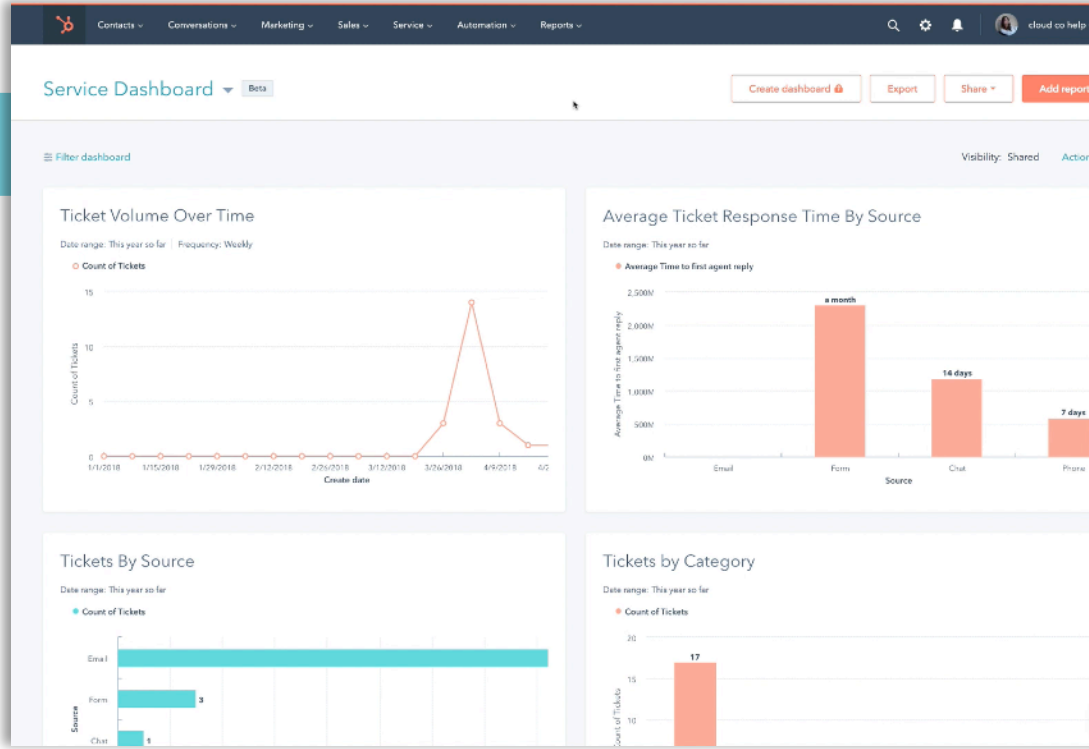
HELPDESK : AUTOMATION

- Ticket automation
- Create, manage, and trigger alerts & actions based off tickets



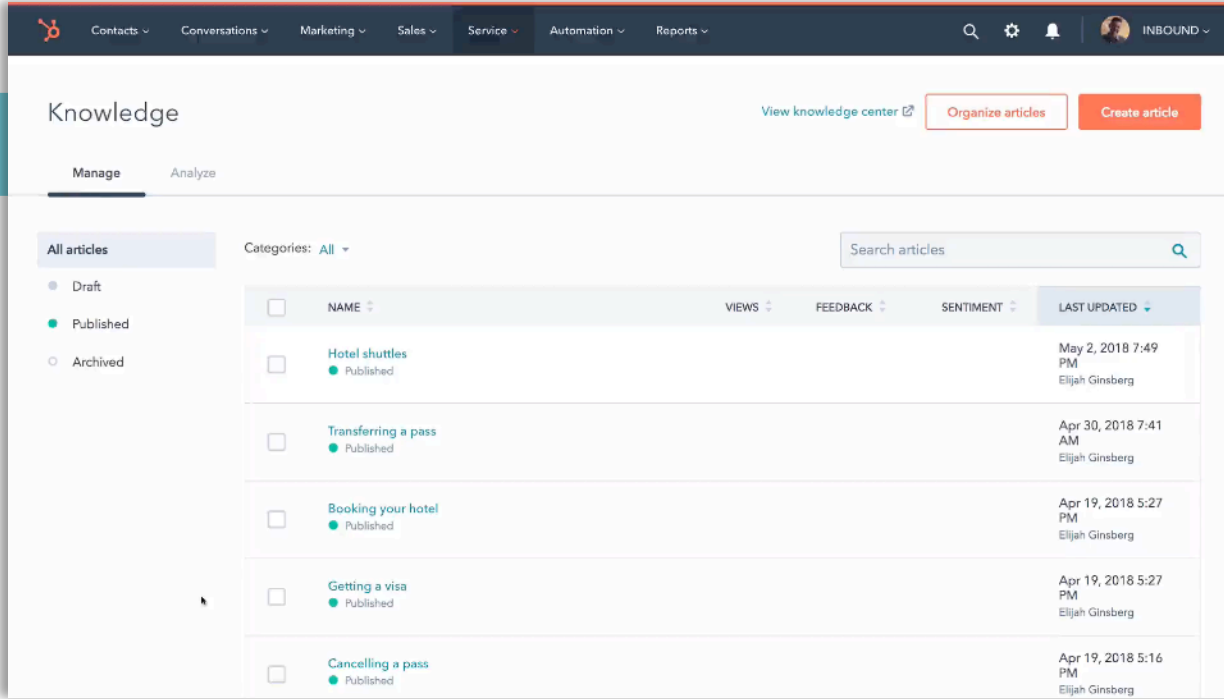
HELPDESK : REPORTING

- Integrated reporting on tickets
- See key support stats like ticket volume and source



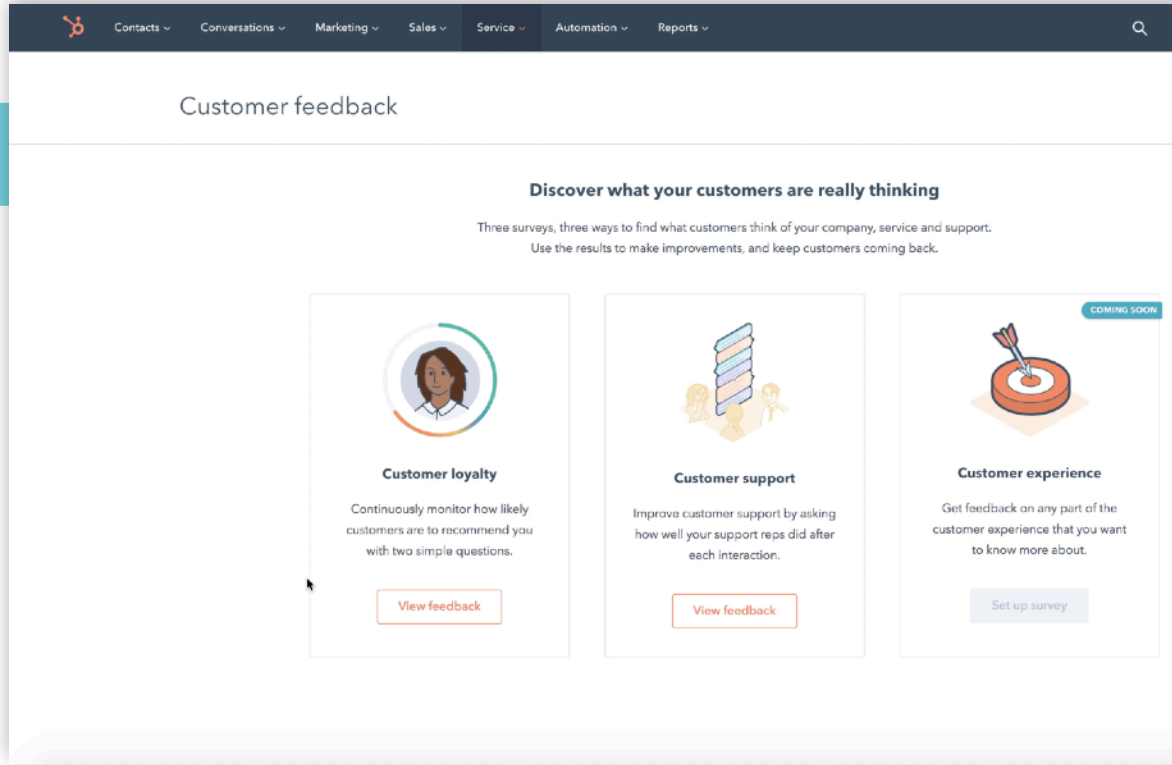
KNOWLEDGEBASE

- Easily create a library of knowledge articles
- Optimized for search



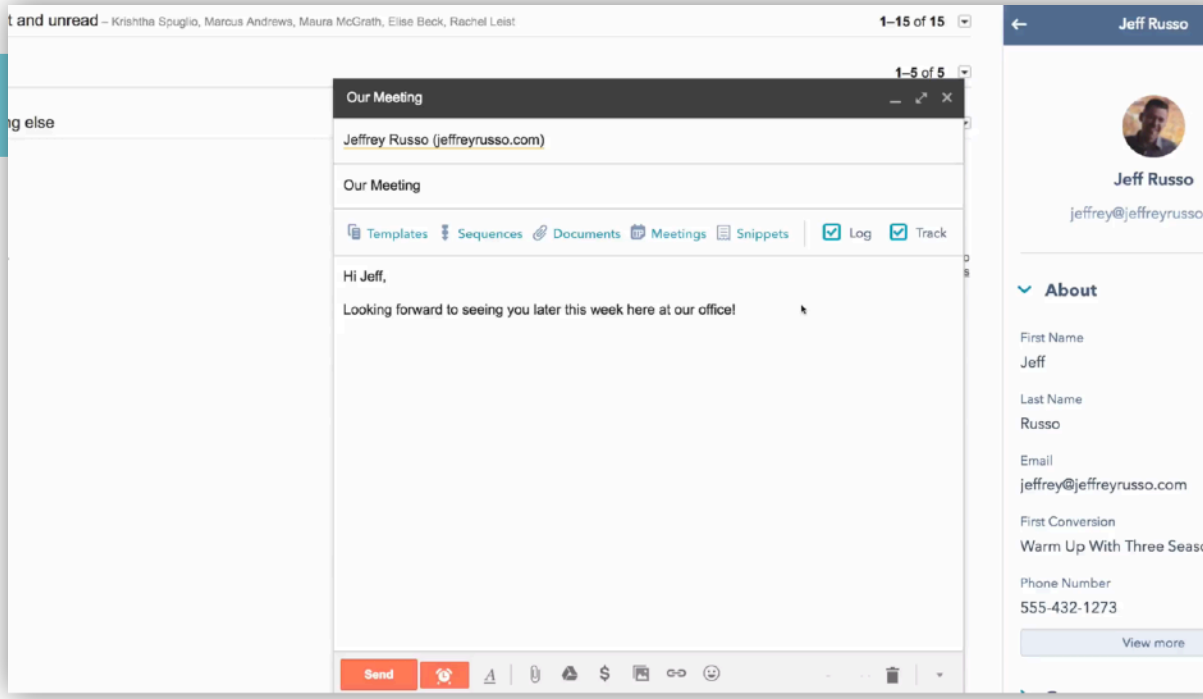
FEEDBACK

- Deploy surveys to gather feedback
- See detailed reports on trends over time
- Champion promoters, intervene when needed



PRODUCTIVITY TOOLS

- Templates & snippets help your team respond effectively
- Meetings & calling mean faster follow up and a more seamless experience for customers
- Sidebar puts context about customers within easy reach



SERVICE HUB PROFESSIONAL

$400/month

INCLUDES UP TO FIVE SEATS

$80 PER ADDITIONAL SEAT

GROW BETTER WITH

SERVICE HUB

AVAILABLE NOW

Helpdesk

Tickets
Team Email
Automation
Reporting

Feedback

NPS Surveys
Reporting

Knowledgebase

Article Creation
Reporting

#PARTNERDAY18

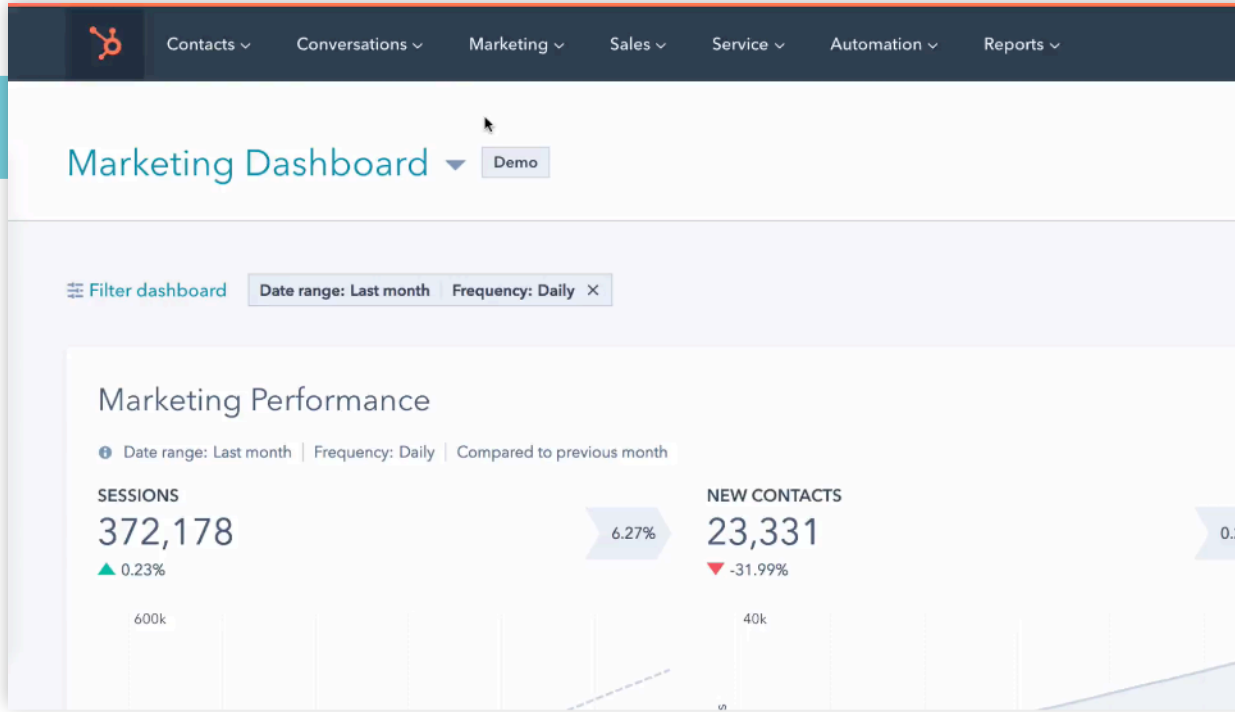
CONVERSATIONS

INBOX - LIVE CHAT - BOTS

COMING JUNE 12

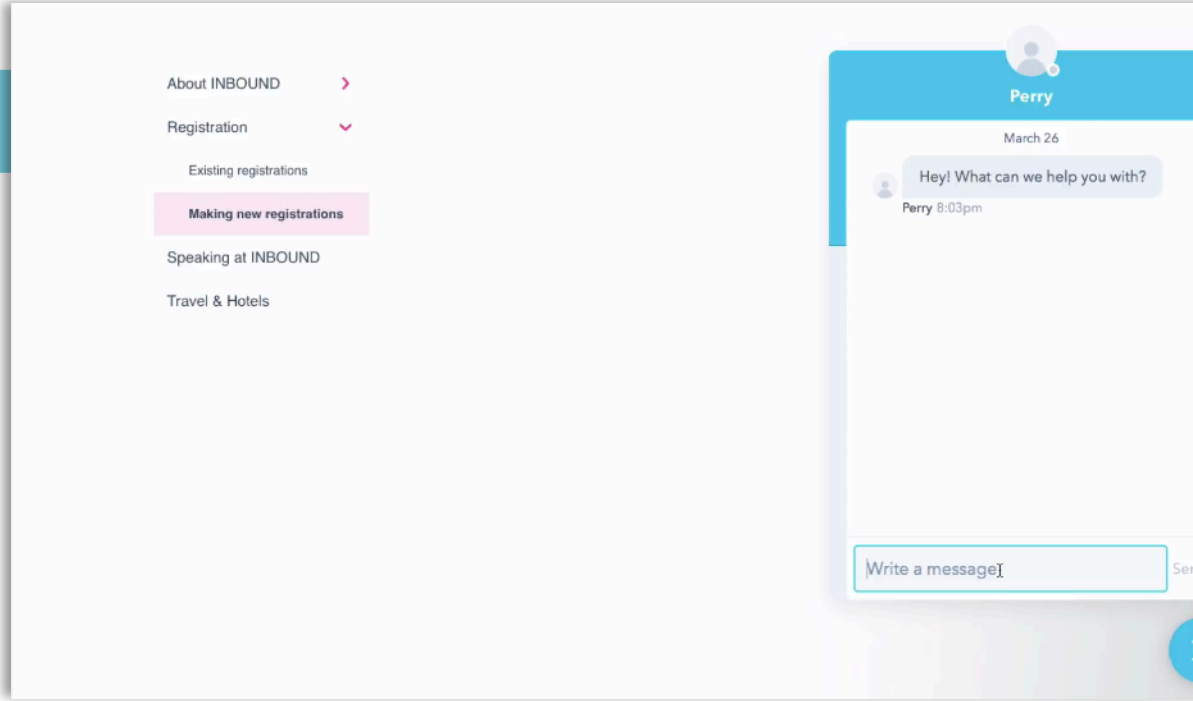
INBOX

- Universal collaborative inbox
- Aggregates customer emails, chats, and more
- Accessible to your entire team



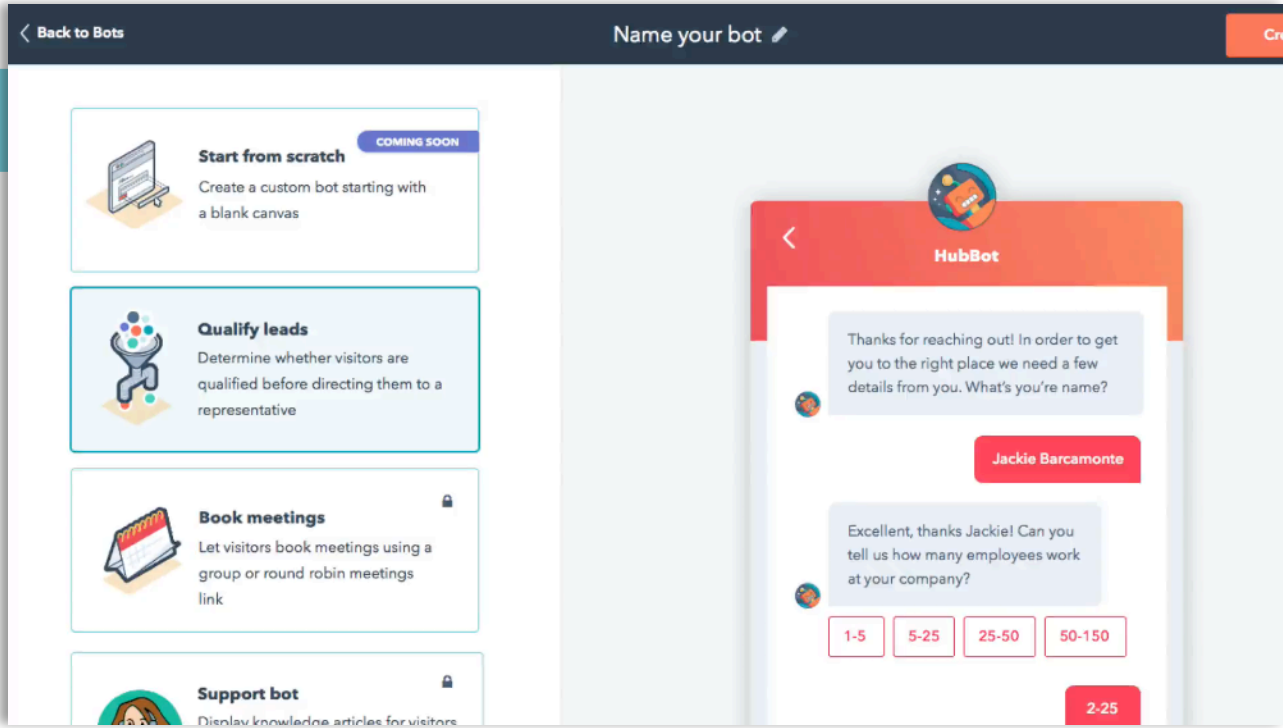
LIVE CHAT

- Engage website visitors in real time
- Robust segmentation
- Easily route chats to the right person on your team



BOTS + AUTOMATION

- Efficiently scale 1:1 communication
- Intelligent routing, lead qualification, support & more



GROW BETTER WITH

CONVERSATIONS

COMING JUNE 12

Inbox

Live Chat

Bots + Automation

Get involved with HubSpot's

HubSpot's Launch Season

Three lucky partners will win for helping spread the word!

>> bit.ly/HS-LaunchSeason <<

FIND OUT MORE

Science Fair Live
Today @ 16h00

Science Fair Booths
Tomorrow @ 9h00

Breakout Sessions
See program for details

THANK YOU

#PARTNERDAY18