HubSpot's not good.
It's AWESOME!

Digifianz helps companies go from casual users to super fans!

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digifianz

Why a Partner Implementation with Digifianz?

PSO

Digifianz is part of the exclusive Partner Scaled Onboarding program. So even if you buy an onboarding with HubSpot, you may end up working with Digifianz.

Know-how

HubSpot's main focus is to develop the best CRM platform in the world, ours is to provide the best talent to help you implement and use it.

Price

HubSpot's onboarding can entail paying up to $15K in onboarding fees. Our implementation plans cover more ground at ⅓ of the cost.

Speed

Our quick kickoff, hand-holding direct implementation approach and a weekly meeting format, allows our onboardings to take up to 50% less time to complete.

How to Purchase your Implementation

1. Review your options with your **HubSpot Sales Rep**.

Based on your HubSpot license and your company needs your HubSpot Sales Rep will highlight some of our implementation plans.
If you do wish to meet with us, we offer the following sessions:
- Core: 15 minute connect call.
- Enhanced: 45 minute connect call.
- Custom: 60 minute connect call.

2. They will share a Purchase Link with an **exclusive discount**.

Your HubSpot Sales rep will share 2 activation links with you:
- HubSpot license link.
- Digifanz's onboarding link with a special discount.
This is all you need to get started.
Remember the onboarding is required, so you'll need to complete both links in order to complete the purchase.

3. **Pay an book** your first session in one move!

Using the Digifanz´s onboarding link you'll be able to:
1) Pay for the onboarding using a credit card.
2) Accept terms and conditions (Core or Enhanced).
3) Book your kickoff call.
A HubSpot Consultant will be automatically assigned to you based on your selected day and time.

4. **Done**, you can start your HubSpot journey!

- You'll receive a calendar event.
- An email confirmation from your assigned Consultant.
From here on, your Hubspot Consultant will be your main point of contact. But you can always reach out to onboarding_help@digifanz.com for more assistance regarding the onboarding or HubSpot license.

HubSpot's Onboarding vs. Digifianz's Implementations

HubSpot's Onboarding You do it	Core Implementation Do it with you	Enhanced Implementation Do it for you
✅ Consulting calls	✅ Consulting calls	✅ Consulting calls
❌ **No implementation***	✅ **Implementation during calls**	✅ Implementation during calls ✅ **Implementation between calls**
$2,000 Avg. Price per Professional Hub	**$510** Avg. Price per Professional Hub for HubSpotters	**$2,214** Avg. Price per Professional Hub for HubSpotters

* HubSpot does not allow Onboarding Specialists to implement directly in your portal, you have to do it.

Core vs. Enhanced Implementations

	Core **Implementation** Do it with you	**Enhanced** **Implementation** Do it for you
Duration	5 weeks for first hub, plus 3 weeks for additional hub(s)	5 weeks Sales, 5 weeks Service, 7 weeks Marketing
Hours	5 hrs for first hub, plus 3 hrs per additional hub(s)	20 hrs Sales, 20 hrs Service, 33 hrs Marketing
Implementation outside of calls?	❌ No	✅ **Yes**
Purpose	Help implement the 3 main goals for each Hub directly in the call.	Standardized implementation containing specific scope elements.

HubSpot **Core Implementation**

Based on HubSpot's own standard onboarding, our Core Implementation improves the onboarding experience for companies in four crucial aspects:

Hand-holding: Unlike HubSpot, which does not allow Onboarding Specialists to directly implement in your prospect's portal during consultancy calls, we do.

Speed: Our hand-holding approach reduces onboarding times and increases the likelihood of tool adoption by user teams.

Know-how: Digifianz is a top ranked HubSpot Elite Partner with +10 years of experience and repeat recipient of the Customer First Award.

Price: HubSpot's onboarding can entail paying up to $15K in onboarding fees. We believe access to HubSpot should have a lower barrier to entry.

	Marketing Hub Pro Core Implementation	**Sales Hub Pro** Core Implementation	**Service Hub Pro** Core Implementation
Format	**Onboarding Calls:** All support takes place inside of implementation calls. The service is designed for 1 meeting per week.		
Meetings	**5 Calls** – 60 minutes each *(1) Kick Off Call to define Goals , (3) Management & Implementation Calls to complete Tasks, (5) Growth Planning Call for continuous Success.*	**5 Calls** – 60 minutes each *(1) Kick Off Call to define Goals , (3) Management & Implementation Calls to complete Tasks, (5) Growth Planning Call for continuous Success.*	**5 Calls** – 60 minutes each *(1) Kick Off Call to define Goals , (3) Management & Implementation Calls to complete Tasks, (5) Growth Planning Call for continuous Success.*
Duration	**5 Weeks** One (1) call per week	**5 Weeks** One (1) call per week	**5 Weeks** One (1) call per week
Price	**$ 510** ~~$600~~ 15% off	**$ 510** ~~$600~~ 15% off	**$ 510** ~~$600~~ 15% off
Bundle	**$ 306** per additional Hub The price is reduced for additional Hubs, since multi-hub onboardings will share the same Kickoff and Growth Planning Calls		
Enterprise Add-On	**+$ 204** ~~$240~~ 15% off Two (2) extra calls to help you activate up to two (2) Enterprise functionalities	**+$ 204** ~~$240~~ 15% off Two (2) extra calls to help you activate up to two (2) Enterprise functionalities	**+$ 204** ~~$240~~ 15% off Two (2) extra calls to help you activate up to two (2) Enterprise functionalities

HubSpot **Enhanced Implementation**

An intermediate option between our Core onboarding and our Custom HubSpot Implementations. Based on the same weekly sessions but with additional hours so our team is able to execute essential implementation tasks for you between meetings, such as:

• User and Teams configuration and training.

• Pipeline Implementation: pipeline stages, automations, documents, snippets, templates, sequences, playbooks, quotes, required properties.

• Marketing tools: tracking code, domain, brand kit, buyer personas, social media, paid ads, custom properties, chatbot, email marketing, forms.

• Service tools: support bot/chat, customer survey, team inbox.

• Reports dashboard.

	Marketing Hub Pro Enhanced Implementation	**Sales Hub Pro** Enhanced Implementation	**Service Hub Pro** Enhanced Implementation
Format	**Onboarding Calls with Implementation:** 1 meeting per week plus additional hours to implement main tasks in between calls.		
Meetings	**7 Calls** - 90 minutes each *33 hours for a Marketing Hub Professional Implementation.*	**5 Calls** - 90 minutes each *20 hours for a Sales Hub Professional Implementation*	**5 Calls** - 90 minutes each *20 hours for a Sales Hub Professional Implementation.*
Duration	**7 Weeks** One (1) call per week	**5 Weeks** One (1) call per week	**5 Weeks** One (1) call per week
Price	**$ 3,003** ~~$4290~~ 30% off	**$ 1,820** ~~$2600~~ 30% off	**$ 1,820** ~~$2600~~ 30% off
Enterprise Add-On	**+$ 3,003** ~~$4,290~~ 30% off Eighteen (18) additional team hours will be added, including two (2) additional weekly calls, to help you implement Enterprise functionalities.	**+$ 1,092** ~~$1,560~~ 30% off Twelve (12) additional team hours will be added, including two (2) additional weekly calls, to help you implement Enterprise functionalities.	**+$ 1,092** ~~$1,560~~ 30% off Twelve (12) additional team hours will be added, including two (2) additional weekly calls, to help you implement Enterprise functionalities.

Sales Hub Pro Enhanced Implementation

Items	Description	Digifianz	HubSpot
Sales Process Bootcamp	Detailed review of buyer's journey, current sales process and pain points. Discuss potential improvements, HubSpot tools integrations and automations, with the main objective of obtaining the details necessary to create a HubSpot oriented new sales process.	✔	✔
Users and Teams	Strategic team structure, roles and permission configuration for 1 (one) team. Pre-training users upload according to specific roles.	✔	
Pipeline Implementation	HubSpot Sales Hub sales process implementation: 15 custom properties, required properties, 1 pipeline, deal stages, 7 automations, notifications setup, documents usage, 7 snippets/templates/sequences/playbooks setup consultation, 2 quotes and signature setup.	✔	
Quality Assurance Workshops	Full sales process QA 1 hour meetings with leaders and corrections implementation.	✔	✔
Sales Team Training	90 minutes training session introduction to HubSpot CRM and Sales Hub basics (email integration, calendar integration, personal meeting link, calling tool, email signature, contacts creation and management, companies creation and management, sales activities: notes, email, phone call, tasks, schedule a meeting).	✔	
Sales Dashboard	Setup of a dashboard (up to 7 reports) that centers on your main sales indicators, activities and goals.	✔	
Offboarding meeting	Offboarding meeting and success plan presentation.	✔	✔

Service Hub Pro **Enhanced Implementation**

Items	Description	Digifianz	HubSpot
Service Process Bootcamp	Detailed review of buyer's journey, current service process and pain points. Discuss potential improvements, HubSpot tools integrations and automations, with the main objective of obtaining the details necessary to create a HubSpot oriented new service process blueprint.	✔	✔
Users, teams and inbox configuration	Strategic team structure, roles and permission configuration for 1 team. Pre-training users upload according to specific roles.	✔	
Tickets pipeline configuration	HubSpot Service Hub service process implementation: 1 support form configuration, 15 custom properties, required properties,1 pipeline, ticket stages, 7 automations, notifications, documents, 7 snippets/templates/sequences setup consultation.	✔	
Quality assurance	Full service process QA 1 hour meetings with leaders and corrections implementation.	✔	✔
Customer survey	Setup of 1 customer satisfaction survey, customer loyalty survey or conduct customer support survey.	✔	
Service Team Basic Training	90 minutes training session introduction to HubSpot CRM and Service Hub basics (email integration, calendar integration, personal meeting link, calling tool, email signature, contacts creation and management, companies creation and management, use team inbox and chat, service activities: notes, email, phone call, tasks, schedule a meeting).	✔	✔
Dashboard Configuration	Setup of a dashboard (up to 5 reports) that centers on your main service indicators, activities and goals.	✔	
Offboarding Meeting	Offboarding meeting and success plan presentation.	✔	✔

Marketing Hub Pro Enhanced Implementation

Items	Description	Digifianz	HubSpot
Users and Teams	Strategic team structure, roles and permission configuration for 1 (one) team. Pre-training users upload according to specific roles.	✔	
Project Management Meetings	90 minutes project management meetings to check-in on progress, review objectives and implement core elements.	✔	✔
Privacy, Consent & Notifications	Turn on GDPR functionality and enable: cookie consent banner, notice and communication consent checkbox form field, unsubscribe links for sales one-to-one and sequences emails. Notifications settings setup in Account & Billing Categories.	✔	
Tracking Code Configuration	Install HubSpot's tracking code on 1 website.	✔	
Brand Kit setup in HubSpot	Setup the company logo, default colors, and company information that display on meetings links, sales documents, quotes, chatflows, and other HubSpot content for 1 brand.	✔	
Offboarding meeting	Offboarding meeting and success plan presentation.	✔	
Buyer Personas upload	Add buyer personas (up to 5 Profiles) on the Persona HubSpot Property, setting up basic automations for property based categorization.	✔	
Social media networks integration	Connect social media accounts (up to 4 networks) to HubSpot to create and publish social posts, and track social media engagements in HubSpot (Facebook & Instagram, Twitter, Linkedin, YouTube).	✔	

Paid ads networks integration	Connect ads accounts (up to 3 networks: Facebook Ads, Google Ads, LinkedIn Ads) and activate ad tracking in HubSpot.	✔	
Domain configuration	Domain connection (one domain) and hosting setup to publish HubSpot-hosted content online and email sending.	✔	
Lifecycle Stages setup	Setup of basic workflows automations based on properties and form submissions to set the Lifecycle Stage HubSpot Property for Company or Contact Records (up to 7 workflows).	✔	
Custom Properties creation	Creation of up to 10 Contact or Company custom properties (Single checkbox, Multiple checkboxes, Date picker, File, Number).	✔	
Records customization	Customize default object creation properties and record sidebars (properties & sections) for contacts and companies.	✔	
Chatbot setup	Use HubSpot Chatflows Tools to create 1 live chat or bot bot with one specific objective: conversion, support, content sharing.	✔	
Dashboard	Setup of a dashboard (up to 8 reports) that centers on your main marketing indicators, activities and goals.	✔	
Email Marketing setup	Configuration of default email size, colors, email footer information and subscription settings.	✔	
Form configuration	Initial setup of 3 basic campaign forms: Subscription forms, Content Offer forms, Contact Forms.	✔	
Marketing Team Basic Training	90 minutes training session introduction to HubSpot CRM and Marketing Hub basics (email integration, calendar integration,contacts creation and management, companies creation and management, properties, lists, ads, email, social, landing pages, blog).	✔	✔
Strategic Objective Based Trainings	Highly personalized workshop meetings to train and build within the marketing hub depending on strategic needs: Campaigns, Lead Capture, Website, Landing Pages, Blog, Social, Email, Ads.	✔	

HubSpot Specialists
10+ years of experience

- HubSpot 2023 IMPACT AWARDS — CUSTOMER FIRST
- HubSpot 2020 IMPACT AWARDS — CUSTOMER FIRST
- HubSpot CRM Implementation Accredited
- HubSpot Platform Enablement Accredited
- HubSpot Academy — Custom Integration Accreditation
- HubSpot Onboarding Accredited

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- SuperHero FIRE PROTECTION
- keyway
- SMACH SMART CHEMISTRY
- Genomma Lab.® Internacional
- BRANDI.D.
- Softtek®

Our clients >>

Proven Results
Loved by our customers

★★★★★ 5/5
Oct 10, 2024
A Creative Powerhouse That Delivers Results

★★★★★ 5/5
Jul 3, 2024
Outstanding HubSpot Onboarding Experience

★★★★★ 5/5
Sep 9, 2024
Phenomenal, Professional, Knowledgable!

★★★★★ 5/5
Sep 6, 2024
AMAZING Experience!

Our reviews >>