



# The Strategic RevOps Advantage™

HubSpot Admin-as-a-Service Program

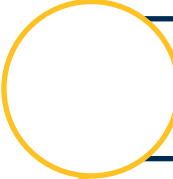




# What You Get



HubSpot's #1 Implementation Partner for large-scale CRM implementations\*



The expertise & acumen needed to ensure you that your business processes and CRM are aligned.



Dedicated resources to manage the ongoing implementation & enhancements of your HubSpot CRM Platform.

\* CRM & multi-hub implementations with more than 50 seats.



## HubSpot Admin-as-a-Service

We offer two levels of service to allow you to select the option that's best for your company's needs and budget.

**Base: Manage & Maintain**

**Leader: Enhance & Optimize**



# HubSpot Admin-as-a-Service Levels

Each level includes:

## Base:

Manage and Maintain

- Monthly sprint
- Monthly review:
  - Assessment and recommendations
  - Improvements List
  - Process review
  - Portal review (conducted every 90 days)
- Ongoing platform implementation & support
- Dedicated Hubspot implementer

## Leader:

Enhance and Optimize

- All of Base, plus:
- Quarterly sprint
- Quarterly review:
  - A suggested business process improvement
  - Defined OKRs
  - Biweekly reviews
- Systems & solution design
- Dedicated Hubspot implementation team



## HubSpot Admin as a Service – Base Level

The Base level allows you to outsource three roles to experienced professionals:

# HubSpot Admin

Reporting Analyst

Database Analyst



## HubSpot Admin as a Service – Leader Level

The Leader level provides six roles and the corresponding capabilities.

Program Manager

HubSpot Admin

RevOps  
Admin

Reporting  
Analyst

Database  
Analyst

HubSpot  
Implementor



# HubSpot Admin-as-a-Service Investment

Our pricing options have no hidden fees.

Pricing*	
<b>Base Level</b>	Base Fee: \$3,750/month Seat** Fee ( <= 50 Seats): \$450/10 seats/month Seat Fee ( > 50 Seats): \$375/10 seats/month User** Fee: \$250/25 users/month
<b>Leader Level</b>	Base Fee: \$5,250/month Seat Fee ( <= 50 Seats): \$575/10 seats/month Seat Fee ( > 50 Seats): \$500/10 seats/month User Fee: \$250/25 users/month

\* All fees paid via pre-authorized ACH

\*\* Seat = a paid seat in HubSpot Sales or Service Hub or someone directly involved in the sales/service motions. User = free seat.



# Sample Focus Areas

## Tech Stack Support

- HubSpot workflow or automation issue troubleshooting & resolution
- Helping setup and resolve any issues with integrated apps
- Updates to the system to align with Business Process needs and changes
- Front Line Tech Support for any HubSpot User Issues – everything from tool access issues, to signature setup, to emails not tracking properly, etc.

## Marketing Support

- Website page setup or editing assistance/troubleshooting
- Marketing email setup or editing assistance/troubleshooting
- Marketing Automation troubleshooting & resolution

## Sales Support

- Helping reps understand how to execute their processes within the system
- Setup and pull reports for reps to manage their outreach efforts
- Training as needed for the team on how to properly use specific HubSpot tools such as templates, documents, etc





# Sample Focus Areas

## Database Management

- Assisting in any data uploads
- Troubleshooting & resolving any data errors
- Setting up new properties needed for tracking or implementing processes
- Regular reviews & database clean up to maintain data integrity
- Advising on best practices to maintain data integrity

## Reporting & Analytics

- Custom reports to track Sales processes & outreach
- Helping to ensure reports are up to date, working properly.



# Increase the Impact of Your Sales, Marketing & Customer Success Efforts By 15-37%



## Revenue Operations

*Increase Velocity*

## Go-to-Market

*Generate More Opportunities*

## Sales Performance

*Win More Sales*

## What Our Clients Say



**Best Sales and Marketing Ops Guide in a Long Time**



**Easy to work with**



**A sales-driven marketing agency**



**Your go to for Sales Infrastructure, Messaging, and go to market strategy.**



**True partner that cuts through the hype.**



**Wonderful to work with!**

*The deep understanding of the unique elements that the Imagine team has about our business, combined with their ability to quickly understand and assess our business needs and to translate that into our technology and business processes has had a tremendous impact on our ability to implement successfully.*

*The team at Imagine is truly wonderful to work with! We spent time together doing some dives into what we were looking to accomplish with launching HubSpot. In addition to mapping out our path to reach our goals they even suggested some things for our business that we haven't considered possible or even imagined...I highly recommend Imagine as a solutions partner in your HubSpot journey.*

*We choose them due to their understanding of sales organizations and the unique challenges sales organizations face in the B2B market today...They continue to deliver on their unique approach and market thesis and help us "do the hard work".*



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