Sales Hub™

Free Tools
Including, but not limited to:

CRM
- 1:1 email
- Ad management
- Ad retargeting
- App Marketplace integrations
- Calling SDK
- Canned snippets
- Companies
- Company insights
- Contact management
- Contact website activity
- Content assistant
- Conversational bots
- Custom user permissions
- Customizable quotes
- Deal pipeline
- Deals
- Documents
- Email automation
- Email health reporting
- Email marketing
- Email reply tracking
- Email templates
- Email tracking & notifications
- Facebook Messenger integration
- Form automation
- Forms
- Gmail, Outlook & Microsoft Exchange integrations
- HubSpot CRM mobile app
- Landing pages
- List segmentation
- Live chat
- Marketing events object
- Meeting scheduling
- Mobile inbox
- Product library
- Prospects
- Reporting dashboard
- Shared inbox
- Slack integration
- Tasks & activities
- Team email
- Ticketing
- User management

Starter
Includes all Free Tools, plus:

CRM
- 1:1 technical support
- ★ Custom properties
- ★ HubSpot CRM mobile app
- ★ List segmentation
- Payments (U.S. only)
- ★ Required fields
- ★ Slack integration

PROSPECT SMARTER
- ★ 1:1 email
- 👤 Calling
- 👤 ★ Canned snippets
- 👤 Conversation routing
- Conversational bots
- Email scheduling
- 👤 Email templates
- 👤 ★ Email tracking & notification
- 👤 ★ Facebook Messenger integration
- HubSpot-provided phone number
- ★ Live chat
- 👤 ★ Meeting scheduling
- Repeating tasks & task queues
- ★ Shared inbox
- 👤 Task calendar sync

ACCELERATE REVENUE
- ★ Customizable quotes
- ★ Deal pipelines
- 👤 ★ Documents
- 👤 ★ E-Signature
- Multiple currencies
- 👤 Sales automation
- Stripe integration

SCALE INSIGHTFULLY
- 👤 Goals
- ★ Reporting dashboard
- Sales content analytics

Professional
Includes everything in Starter, plus:

CRM
- ✦ 1:1 technical support
- Association labels
- Calculated properties
- CRM interface configuration
- Duplicate management
- ✦ List segmentation
- Permission sets
- Presets
- Salesforce integration
- Teams
- Workflow extensions

PROSPECT SMARTER
- 1:1 video messaging
- 👤 Automatic lead rotation
- 👤 ✦ Calling
- ✦ Conversational bots
- Custom views in shared inbox
- 👤 ✦ Facebook Messenger integration
- Book meetings on behalf of others
- ✦ HubSpot-provided phone numbers
- Logged-in visitor identification
- 👤 Prospecting workspace
- 👤 Sequences
- ✦ Shared inbox
- Smart send times
- Standard contact scoring
- Target accounts home

ACCELERATE REVENUE
- ABM tools & automation
- 👤 Account overview
- ✦ Customizable quotes
- Deal & company scoring
- ✦ Deal pipelines
- Multiple currencies
- 👤 Playbooks
- ✦ Sales automation

SCALE INSIGHTFULLY
- Call transcription & coaching
- Coaching playlists
- Custom reporting
- 👤 Forecasting
- Rep productivity performance
- Reporting dashboard
- ✦ Sales analytics

Enterprise
Includes everything in Professional, plus:

CRM
- 1:1 technical support
- Admin notifications management
- ✦ Calculated properties
- Custom objects
- Field-level permissions
- ✦ List segmentation
- Log in as another user
- Organize teams
- Permission sets
- ✦ Presets
- Salesforce custom object sync
- Sandbox account
- Single sign-on
- ✦ Teams

PROSPECT SMARTER
- 👤 ✦ Calling
- ✦ Custom views in shared inbox
- 👤 ✦ Facebook Messenger integration
- 👤 Lead form routing
- ✦ HubSpot provided phone numbers
- Predictive lead scoring
- 👤 ✦ Sales automation
- 👤 ✦ Sequences
- ✦ Shared inbox
- ✦ Standard contact scoring

ACCELERATE REVENUE
- ✦ Deal pipelines
- Deal splits
- 👤 ✦ E-signature
- 👤 ✦ Playbooks

SCALE INSIGHTFULLY
- 👤 ✦ Conversation intelligence
- 👤 ✦ Custom goals
- ✦ Custom reporting
- Deal journey analytics
- 👤 ✦ Forecasting
- ✦ Goals
- 👤 Recurring revenue tracking
- ✦ Reporting dashboard

HubSpot

👤 Indicates seated feature only accessible for users with a paid Sales Hub seat

★ Indicates additional functionality or limit increases as you upgrade to Sales Hub Starter

✦ Indicates additional functionality or limit increases as you upgrade to Sales Hub Professional

✦ Indicates additional functionality or limit increases as you upgrade to Sales Hub Enterprise