



# Introhive for HubSpot

## Data Automation and Relationship Intelligence for HubSpot

Check us out on the HubSpot App Marketplace:

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HubSpot is the cornerstone of client data, enabling data-driven decisions, collaboration, and enhanced Marketing and Business Development efficiency.

However, traditional data entry methods are time-consuming, reactive, and result in a lack of visibility into the relationships that exist between your firm and your prospects and clients.

### Automatically Sync Contacts

Introhive for HubSpot improves productivity, ensures data accuracy and reliability by eliminating manual contact entry. Seamlessly identify and sync the contacts that meet your unique business needs utilizing a configurable rule-based engine.

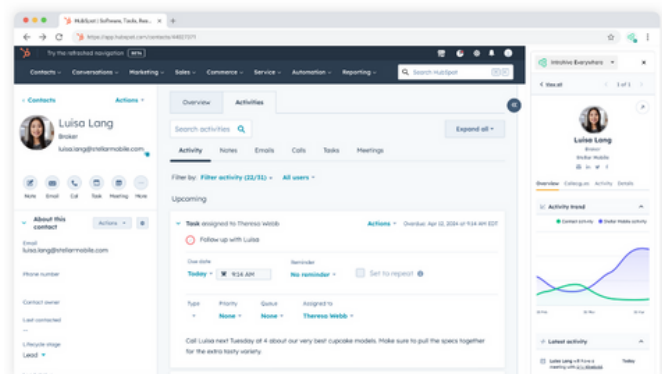


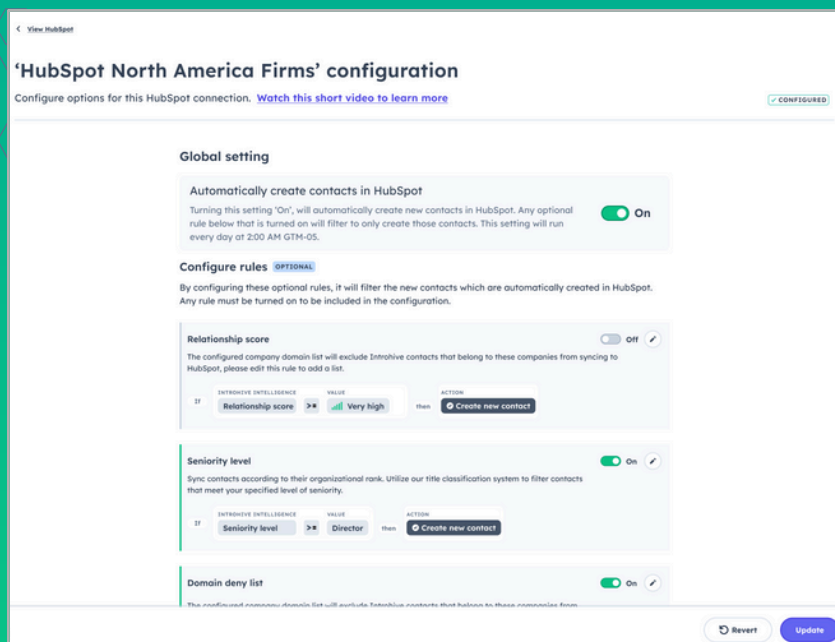
### Update and Enrich Contacts

Automatically update and maintain contacts in HubSpot with Introhive's best-in-class data enrichment sources. Proactive contact updates reduce operational costs linked to manual updates, enhance data quality, and increase trust and adoption of HubSpot.

### Reveal Who Knows Who

Access relationship insights directly on company and contact records such as Top Connected Colleague, Relationship Strength, when and which records were added by Introhive, and more. Bring insights to external websites and LinkedIn through the browser extension and easily transition to the Introhive platform for deeper insights.





## Why Firms are Integrating Introhive and HubSpot:

1

### Tailored To Your Unique Needs

Take granular control over the contacts that are automatically added to HubSpot by customizing your sync criteria by seniority, relationship strength and more. Set rules for automated contact updates and choose to fully automate updates, or set rules to review or ignore contacts based on unique criteria.

2

### Maintain Data Accuracy and Completeness

Automated contact capture turns HubSpot into the “single source of truth” for contact data, enabling reporting and insights to inform strategy with confidence. Industry-leading data enrichment automatically fills in contact data gaps, establishing a comprehensive and trusted source for contact intelligence.

3

### Fuel Your Growth Engine

Ensure all of the vital contact and relationship data needed to power your organization’s Marketing and Sales efforts are captured in HubSpot. Enhance the effectiveness of your Marketing and Sales efforts by augmenting both the completeness and accuracy of your CRM contact data.

4

### Maximize Productivity and Performance

By automating data entry and syncing only the most valuable data into HubSpot, you'll reclaim valuable time for revenue-generating tasks, reduce operational costs and enhance the quality of CRM data – driving increased ROI, adoption and trust.

**Connect with us to learn more about Introhive for HubSpot**