Stage 1 - HubSpot RevOps Implementation

Service Details

- **Business requirements mapping**
- **Current & future state process mapping**
- **Tech stack audit & infrastructure diagram**
- **Integrations, ERD, database mapping**
- **Required custom objects and custom fields**
- **Data model and key datasets to report on**
- **Critical workflows and automation to be implemented**
- **Roadmap execution in a sprints model**
- **Training & adoption monitoring**

Service Outcomes

Design and implementation of RevOps infrastructure:

- **Data model**
- **Tech stacks**
- **Sales and Marketing and CS Operations**
- **Math model and revenue growth plan**

Service Features

- **Flexible Month-to-Month Service**: Enjoy the convenience of canceling at any time to suit your needs.
- **Dedicated Project Manager**: Benefit from a dedicated point of contact to guide & support your journey.
- **Low-Risk, Results-Driven Approach**: Mitigate risk while achieving tangible results.
- **Tailored Solutions**: Receive customized strategies and solutions tailored to your unique business requirements.
- **Proactive Support**: Experience proactive assistance and prompt responses to address any concerns.
- **Agile Adaptation**: Embrace adaptability and agility as we evolve strategies to meet changing market dynamics.
- **Transparent Reporting**: Gain insights through transparent reporting on progress, and performance.
- **Collaboration and Training**: Foster collaboration and provide necessary training to enhance team productivity and effectiveness.
- **Industry Expertise**: Leverage our deep industry knowledge and best practices to drive success in your specific domain.
- **Scalable Solutions**: Scale your operations smoothly as your business grows, ensuring sustained success.

Stage 2 - HubSpot RevOps as a Service

Service Details

- **Revenue process audit and benchmarking**
- **Current and desired process mapping**
- **Tech stack audit and recommendations**
- **Sales and marketing alignment and automation**
- **Business KPI and dashboards**
- **Data governance and quality management**
- **Objectives and roadmap planning**
- **Training and CRM adoption monitoring**

Service Outcomes

- **Scale marketing and sales functions**: Accelerate revenue impact and amplify performance.
- **Optimize tech stacks**: Simplify and optimize technology for seamless operations from lead to cash.
- **Ensure data accuracy and trust**: Establish a single source of truth and improve efficiency.
- **Enhance marketing-sales alignment**: Enable sales with data-driven processes and messaging.
- **Continuous business automation**: Increase performance through ongoing business automation.

Service Features

- **Flexible Month-to-Month Service**: Enjoy the convenience of canceling at any time to suit your needs.

- **Dedicated Project Manager**: Benefit from a dedicated point of contact to guide & support your journey.

- **Low-Risk, Results-Driven Approach**: Mitigate risk while achieving tangible results.

- **Tailored Solutions**: Receive customized strategies and solutions tailored to your unique business requirements.

- **Proactive Support**: Experience proactive assistance and prompt responses to address any concerns.

- **Agile Adaptation**: Embrace adaptability and agility as we evolve strategies to meet changing market dynamics.

- **Transparent Reporting**: Gain insights through transparent reporting on progress, and performance.

- **Ongoing Optimization**: Continuously improve and optimize your marketing and sales processes for better outcomes.

- **Collaboration and Training**: Foster collaboration and provide necessary training to enhance team productivity and effectiveness.

- **Industry Expertise**: Leverage our deep industry knowledge and best practices to drive success in your specific domain.

- **Scalable Solutions**: Scale your operations smoothly as your business grows, ensuring sustained success.

RevOps Packages and Plans

Growth:

Ideal for: Series A-C companies seeking rapid revenue growth

- Fractional RevOps Growth Specialist / Project Manager
- Dedicated CRM admin
- Bi-weekly meetings
- Up to 10 sprints/week
- Weekly performance report

$4,000/month

Advanced:

Ideal for: companies with annual revenue between $10-$50M

- Fractional RevOps Growth Specialist / Project Manager
- Dedicated CRM admin
- Weekly meetings
- Up to 15 sprints/week
- Weekly performance report

$7,500/month

Enterprise:

Ideal for: companies with annual revenue over $50M

- Fractional RevOps Growth Specialist / Project Manager
- Dedicated, full time, CRM admin
- 2 meetings per week
- Up to 25 sprints/week
- Weekly performance report

$15,000/month