

## HUBSPOT ONBOARDING

# Guided vs Managed

As a HubSpot Elite Partner, awarded with the HubSpot Onboarding accreditation, BBD Boom understands the importance of a seamless onboarding experience to maximise clients' investments in HubSpot.

We offer two distinct options: Guided Onboarding and Managed Onboarding. This one-pager will walk you through the key differences and benefits of each, helping you to make an informed decision for your businesses.

### What's Included?

#### Managed HubSpot Onboarding

- **Full, Streamlined Setup:** We handle account configuration and CRM setup for a professional launch.
- **Hands-On Expertise:** Our team designs and implements custom solutions.
- **Training and Support:** Receive in-depth training and ongoing assistance for a smooth transition.

#### Full Project Management

#### Guided HubSpot Onboarding

- **Personalised Attention:** Our experts provide one-on-one guidance, addressing clients' specific needs.
- **Tailored Learning:** Interactive sessions cover topics from data migration to content strategy.
- **Flexibility:** Learn at their own pace with ongoing support from our team.

#### Expert Advice

### Managed Onboarding

We provide hands on support to ensure your HubSpot portal is set up the way you need it to.

#### When is it a good fit?

This is good when timelines are tight, and/or there is limited internal capacity or expertise.

### Guided Onboarding

The work is done by you, but you'll be guided throughout the process by our best-in-class experts to set you up for success moving forward.

#### When it is a good fit?

This is good with existing teams with solid knowledge and capacity.

### Goals for Onboarding

- Reduce time to value and maximise the ROI of your HubSpot investment
- Customise to your business process, products, customer, teams
- Ensure strong adoption
- Ensures your stack and data stays integrated
- Enhance proficiency and confidence in using HubSpot features

### Key Benefits of Working with BBD Boom

- Our accreditations include, Onboarding, Platform Enablement, Solution Architecture design, CRM Implementation and Data Migration
- We have worked 100% on HubSpot for over 6 years
- We have onboarded over 400 businesses to HubSpot
- BBD Boom is in the top 1% of partners worldwide
- We have an in-house team of 20+ experts
- We are trusted by HubSpot to onboard customers for them
- We are proud Google Partners

## What our clients say...



**Guy Fisher** - Seismic



### SEISMIC

#### Hugely Helpful, consistent and flexible

Extremely helpful, consistent and enjoyable team to work with. BBD were always very flexible to our needs as a growing business and have a depth of knowledge of HubSpot that made our transition as smooth as possible I would recommend BBD to anyone looking to level up their CRM to HubSpot



**GET IN TOUCH TODAY**

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