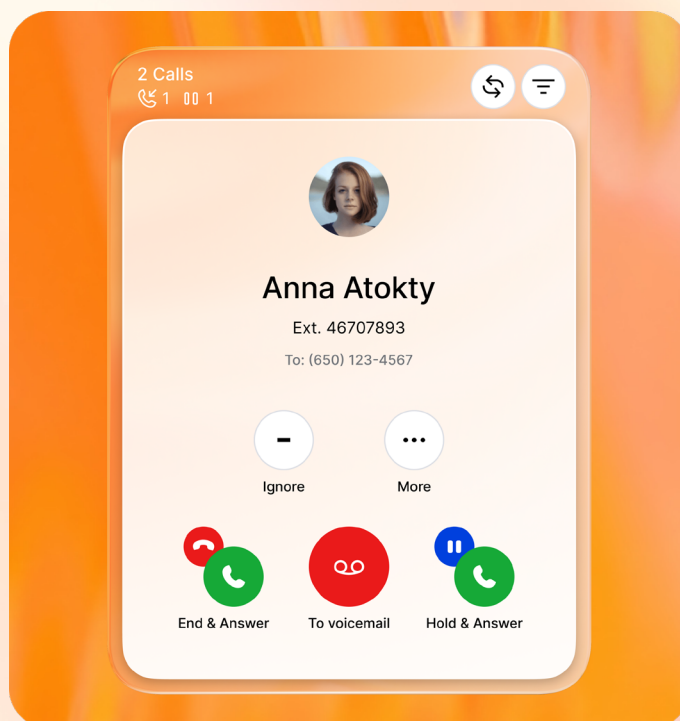


Maximize the Potential of HubSpot with RingCentral

At a Glance: RingCentral's HubSpot Integration Suite



RingCentral's suite of integrations with HubSpot transforms how businesses leverage their CRM investment, addressing critical challenges faced by sales, marketing, and customer service teams in the digital age. By seamlessly incorporating advanced communication tools and AI-powered insights directly into HubSpot, these integrations drive substantial improvements in productivity, customer engagement, and operational efficiency.

Key Benefits:

Optimized workflows with single-click calling, automatic activity logging, and consolidated interfaces

AI-enhanced insights for tailored customer interactions and refined sales strategies

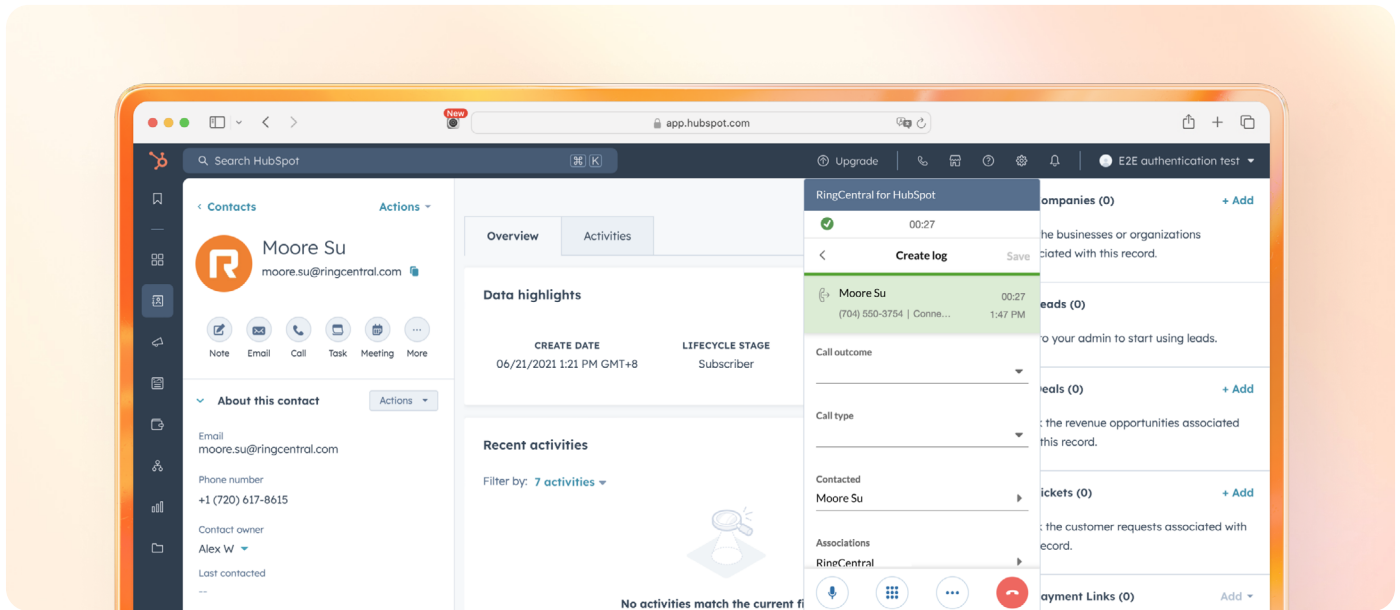
Advanced event management capabilities integrated seamlessly with HubSpot data

Multi-channel support for customer service with smart routing and customized scripts

RingCentral's HubSpot integrations enable organizations to unlock their CRM's full potential, cultivating stronger customer relationships and fueling business growth. With straightforward implementation and comprehensive support, businesses can enhance their HubSpot experience and secure a competitive advantage in their industry.

Enhance HubSpot with Integrated Communications

HubSpot stands as a leading inbound marketing, sales, and service platform, utilized by organizations globally to manage customer data, monitor sales and marketing opportunities, and optimize business processes. While HubSpot excels at organizing customer information, many organizations find that integrating a robust communications solution is key to maximizing their CRM investment.



Sales representatives, marketers, and customer service agents face numerous challenges in the digital-first business landscape. Sales professionals struggle to capture and analyze vital customer interaction data, often missing crucial insights that could accelerate deal closure. They also contend with the inefficiencies of toggling between multiple platforms to manage calls, emails, and customer information.

Marketers grapple with organizing and executing engaging virtual events that effectively showcase products and generate qualified leads. They often lack tools to create immersive experiences that distinguish themselves in a saturated digital environment.

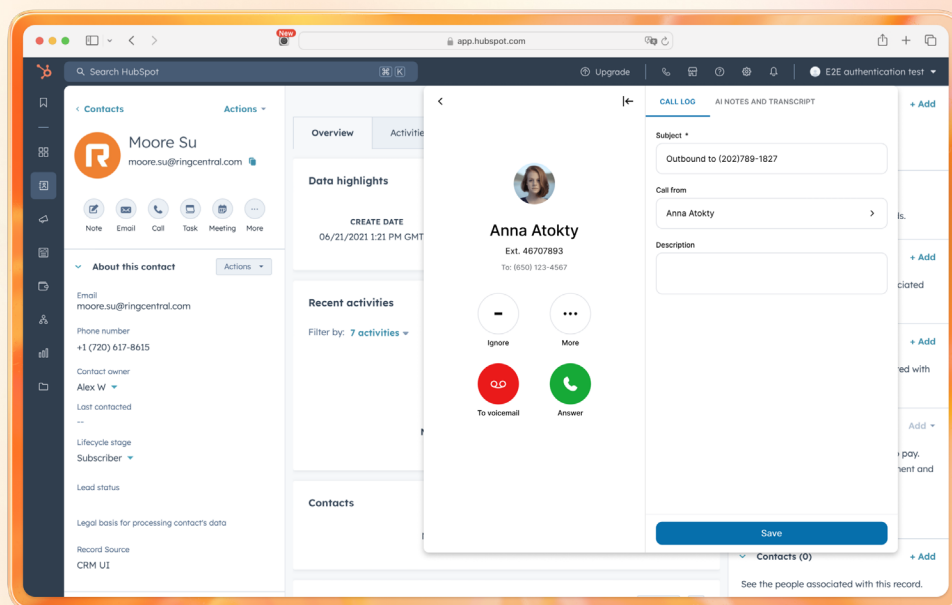
Customer service agents are tasked with providing multi-channel support, managing high inquiry volumes, and delivering personalized experiences while maintaining efficiency. They frequently navigate disconnected systems that impede quick access to comprehensive customer information, resulting in extended resolution times and diminished customer satisfaction.

How RingCentral Elevates HubSpot for Sellers, Marketers, and Agents

Sales

RingEX for HubSpot revolutionizes sales productivity by integrating essential communication tools directly into HubSpot. Single-click calling, automatic call logging, and advanced call controls streamline interactions, while voicemail transcription synced to contacts ensures no details are overlooked. Inbound screen pops deliver instant customer insights for personalized conversations. This seamless integration eliminates platform-switching, automates data entry, and empowers sales reps to concentrate on what's crucial: building relationships and closing deals efficiently.

RingSense for HubSpot transforms sales with AI-driven insights integrated directly into HubSpot. It enables reps to capture and analyze every customer interaction, providing automated transcriptions, sentiment analysis, and personalized coaching within HubSpot. This powerful tool helps teams refine strategies, identify opportunities, and accelerate deal closure. By eliminating manual data entry and offering deep customer insights, RingSense empowers sales professionals to focus on relationship-building and revenue generation, while AI enhances their performance and productivity behind the scenes.

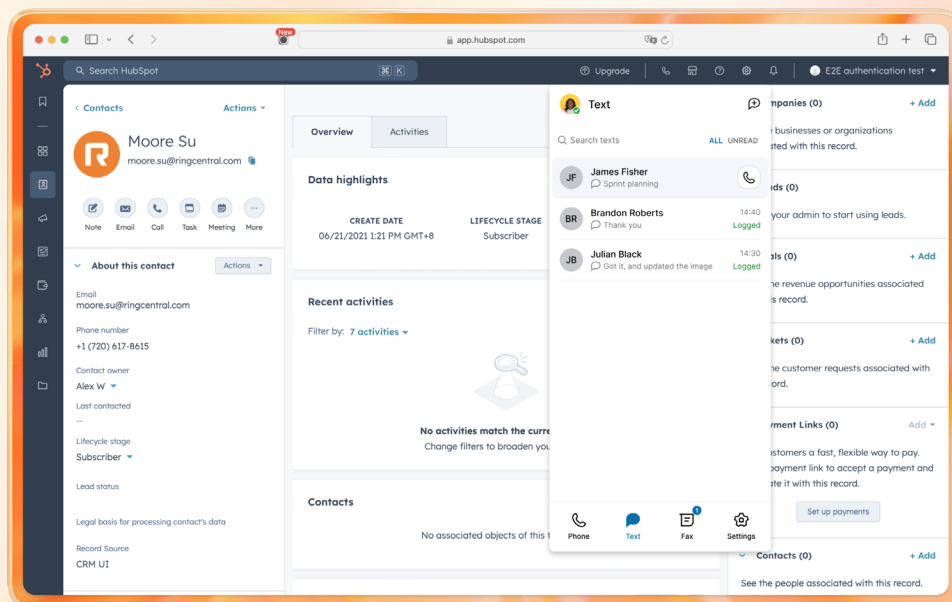


Contact Center Agents

RingCX for HubSpot equips call center agents with a streamlined, unified interface to manage customer interactions. Agents benefit from intelligent screen pops, customized scripts, and IVR integration, enabling them to deliver faster, more personalized service. With automatic logging and a consolidated workspace, agents save time and focus on customer needs. The user-friendly, self-service platform boosts productivity while leveraging HubSpot data to ensure each interaction is meaningful and efficient, enhancing overall customer satisfaction.

Marketers

RingCentral Events for HubSpot streamlines event management and enhances sales processes by seamlessly connecting your virtual events with your CRM. This powerful integration allows you to effortlessly export registrations to HubSpot, enabling automated workflows and up-to-date contact information. Additionally, you can import registrations from HubSpot into RingCentral's invitation system and export unique attendee links back to HubSpot. This two-way sync ensures your sales team has real-time access to event data, improving follow-ups and maximizing the impact of your virtual events.



Transforming HubSpot with RingCentral's Seamless Integrations

RingCentral's suite of integrations with HubSpot offers a comprehensive solution to the challenges faced by sales teams, marketers, and customer service agents in the digital-first business landscape. By seamlessly integrating advanced communication tools, AI-driven insights, and event management capabilities directly into the HubSpot platform, organizations can dramatically enhance their operational efficiency and customer engagement.

These integrations not only streamline workflows and eliminate the need for constant platform-switching, but they also provide valuable, data-driven insights that empower teams to make more informed decisions and deliver personalized experiences. Ultimately, by leveraging RingCentral's HubSpot integrations, businesses can maximize their CRM investment, boost productivity across departments, and create stronger, more meaningful relationships with their customers, driving growth and success in an increasingly competitive marketplace.

For more information, please
contact a sales representative.
Visit ringcentral.com or call
855-774-2510.



RingCentral Inc. (NYSE: RNG) is a leading provider of AI-driven cloud business communications, contact center, video and hybrid event solutions. RingCentral empowers businesses with conversation intelligence, and unlocks rich customer and employee interactions to provide insights and improved business outcomes. With decades of expertise in reliable and secure cloud communications, RingCentral has earned the trust of millions of customers and thousands of partners worldwide. RingCentral is headquartered in Belmont, California, and has offices around the world.

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