

# RingCentral x HubSpot

RingEX



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Just ask any sales pro - their CRM, like HubSpot, is where their business gets done. It's where they manage customer relationships, track sales activities, and close deals.



But the reality is that sales teams often find themselves juggling multiple tools— phone systems, text messages, emails, and more—all while trying to maintain simplified workflows within their CRM. This constant switching between HubSpot and other communication tools disrupts focus, reduces productivity, and can lead to missed opportunities.

## Supercharge HubSpot with RingCentral

RingCentral for HubSpot is designed to eliminate these productivity barriers by integrating RingCentral's robust communication platform directly into HubSpot. This integration allows sales teams to manage their communications—whether its calls, texts, or voicemails—without ever leaving HubSpot. Here's how:



**RingCentral for HubSpot**

RingCentral Integration Team

Enhance HubSpot with embedded communications capabilities and creat...

## Key Features



### Call Controls

Leverage RingCentral's calling capabilities to answer inbound and make outbound calls without ever leaving HubSpot.



### Instant Screen Pop

When a call comes in, RingCentral for HubSpot instantly identifies the caller using the corresponding v record. If no record exists, you can easily add a new contact.



### Server-side text logging

Support logging a message as an activity under several associations, such as a contact, company, active deals or tickets either automatically or manually. The app can log new texts received to your HubSpot record even when you are offline.



### Message Hub

Access all your RingCentral text messages, voicemails, and faxes from one centralized location.



### Click-to-Call and Click-to-SMS

Easily call or text HubSpot phone entries directly from your browser or the RingCentral Chrome extension.

## Key Benefits

### Increased Productivity

By centralizing communications within HubSpot, sales teams can maintain their focus on selling rather than toggling between tools, leading to faster response times and more efficient workflows.

### Improved Data Accuracy

Automatic logging of calls and messages ensures that all customer interactions are recorded accurately, providing a complete view of the customer journey.

### Better Customer Engagement

With all communication tools integrated into HubSpot, sales reps can engage with prospects and clients more effectively, leading to stronger relationships and higher conversion rates.



## **An integration to deliver exceptional employee and customer experiences**

RingCentral for HubSpot is a powerful integration that brings together the best of both worlds—HubSpot’s CRM capabilities and RingCentral’s advanced communication tools. By eliminating the need to switch between platforms, this integration boosts productivity, enhances data accuracy, and improves customer engagement. For sales teams looking to maximize their efficiency and effectiveness, RingCentral for HubSpot is the ultimate solution.

For more information, please  
contact a sales representative.  
Visit [ringcentral.com](https://ringcentral.com)  
or call 855-774-2510.

RingCentral is a leading provider of trusted AI communications, contact center, sales intelligence, 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 hundreds of thousands of customers and millions of users worldwide. Visit [ringcentral.com](https://ringcentral.com) to learn more.



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