

wendt Partners

Implement **innovation**[®]



HubSpot

industrial crm solutions

As an industrial, manufacturing or technical business, you have unique requirements that are often not well understood or accounted for in traditional, one-size-fits-all CRM platforms. That’s why the **team at Wendt Partners has harnessed the very best of HubSpot** and more than thirty years of industry expertise to create an advanced industrial edition of HubSpot CRM ready for your B2B enterprise.

PRODUCT INFORMATION
Bring product information into HubSpot from your production ERP or use dynamic iFrames to create linked views with detailed BI data.

CHANNEL MANAGEMENT
Support both direct sales teams and independent reps and distributors in one unified CRM platform and add a dynamic partner portal as well.

COMPLEX ACCOUNT PLANS
Create target account sales plans and customized the CRM to build and track progress toward sales goals, even when you sell to multiple divisions and subsidiaries.

CONVERT QUOTES TO ORDERS
Take HubSpot Quotes and convert them to ERP orders with one click or based upon a deal stage automation.

TIE SALES TO PROGRAMS
If you work in a program-based environment such as aerospace and defense, HubSpot can track each deal to relevant program goals.

ORDER HISTORY
Share order history from your ERP to HubSpot Enterprise using Custom Objects and automations.

EPICOR LINE ITEM NAME	SHIPPED?
Ultra-K Series Power Common...	Yes
Blast Rated Panels & Enclosures	Yes
Modular Blast Rated Buildings	No
TruLITE Model ELS Series	No
Series 900 Power Commander	Yes

PRODUCT ENVIRONMENT

MANUFACTURER NAME	DIVISION
Baumer	MAS
AMI Bearings	GRS
Nexen	IIOT

PROJECT-BASED SELLING
Multiple deals to one project? Multiple bids to one deal? Multiple subcontractors to one bid? HubSpot has your data model ready to go.

MANAGE DOCUMENTS
If your sales process involves numerous technical documents, use HubSpot and CloudFiles or a custom module to integrate your document management platform.

MULTI-DIVISION MULTI-CURRENCY
HubSpot can deploy to sales teams and business units (SBUs) worldwide, plus robust multi-currency support.

SUPPORT COMPLEX CPQ
Use DealHub CPQ with its seamless HubSpot integration and experience a world-class quote-to-cash process.

SUPPORT FIELD SERVICE
Zuper and HubSpot Sales Hub provide a powerful and integrated solution that will support your field team with enterprise-grade CRM.

INTEGRATED PROJECT MANAGEMENT
Need integrated gantt charts and resource tracking within a robust PM tool? Use PSOhub with HubSpot for a unified solution.

Wendt Partners is the leading HubSpot solution partner worldwide for complex industrial enterprises. Our team has successfully deployed HubSpot for clients whose requirements range across the full spectrum of product-driven, project-driven and program-driven requirements. We understand industrial sales environments, and our team has both the technical expertise and training capabilities to successfully bring your entire global team onto HubSpot, including integration with cloud-native, cloud-hosted or on-premise ERPs.

Wendt Partners supports companies worldwide and **our team has delivered implementation and training services for industrial, manufacturing, distribution and technical enterprises** across North America, Latin America, Europe and the Asia-Pacific region. As a fully **accredited HubSpot Elite Tier solutions partner**, we’ve delivered five-star solutions for some of the world’s top industrial companies.

Begin Your HubSpot Implementation Journey Today
Contact **Doug Wendt**, Senior Partner at **718-841-7169** or via email to **doug@wendtpartners.com**.

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V4 03-29-2024



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