



HubSpot

Review From A Customer



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From IT Central Station, the leading review site for enterprise technology solutions.

Review by a Real User

Verified by IT Central Station



Senior Application Developer at a tech company with 51-200 employees

it_user202311

VALUABLE FEATURES

One of the companies I'm involved with is using HubSpot for their marketing automation. They also integrate their cloud solution with HubSpot to allow for lead nurturing based on their activities in the software.

IMPROVEMENTS TO MY ORGANIZATION

It works well for email automation and workflows. It has reasonable social tracking module.

ROOM FOR IMPROVEMENT

They need to improve their report and the ability to customize them, especially as some of the more fancy reports they have are not available unless.

DEPLOYMENT ISSUES

Pretty smooth

STABILITY ISSUES

HubSpot have had multiple cases in the past 3 month where their performance was not good. Pages wouldn't load or require refresh.

SCALABILITY ISSUES

No

CUSTOMER SERVICE AND TECHNICAL SUPPORT

Customer Service: Pretty good and very responsive support. Technical Support: Very good

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OTHER SOLUTIONS CONSIDERED

Yes, I've considered Marketo and Pardo.

OTHER ADVICE

When considering this product, check if all the features you need are in the tier you are planning to pay for.

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