BEST WAYS TO LEVERAGE MANOBYTE

FOR HUBSPOT CUSTOMER SUCCESS

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- Advanced Website Development
- CRM and Website Migrations
- CRM Customizations, Automations, and Integrations
- User Training and Onboarding
- Buyer Journey Mapping & Inbound GTM Strategy
- Advanced HubSpot Reporting
- Campaign Strategy & Content Creation

CUSTOM INTEGRATIONS & APP DEVELOPMENT

Integrations
Heavier lift custom integrations needed to get a signature on the dotted line are no problem. We love a good integrations challenge, as long as the API is open, of course.

Starting at $7,500+

Special Features
Equipped to develop custom features that are a customer's "must have" feature in order for them to make large scale digital changes. These custom features are great add-on items to differentiate your sales proposal.

Starting at $5,000+

Web Portals
Web portals help every person connected to your prospect's business securely get the information and tools they need. Solve the root of your customer's problem by offering custom web portal development.

Starting at $10,000+

Custom Tools
Change is a huge hurdle for large organizations. Offer custom internal tools that would solve for concerns that prospects have over internal process changes and employee change management in general.

Starting at $5,000+

HUBSPOT ONBOARDING & PROFESSIONAL SERVICES

Starter
Implementation: $1,250
Data Migration: $500
CMS Dev: $10,000
Integrations: $1,200

Professional
Implementation: $3,000
Data Migration: $1,500
CMS Dev: $20,000+
Integrations: $3,000+

Enterprise
Implementation: $6,000
Data Migration: $2,500
CMS Dev: $30,000+
Integrations: $7,500+

Advanced
Implementation: $8,000
Data Migration: $5,000
CMS Dev: $40,000+
Integrations: $12,000

Examples

Customer & Partner Web Portal

We have developed various user based resource portals for companies like Reaco Battery. This kind of portal allows businesses that operate using the channel distribution and indirect sales models to share documents with specific partners and indirect sales representatives.

The goal with custom partner web portal development is to create a seamless partner experience from recruiting to onboarding to customer engagement so that partners see the true value of being a part of your value chain and feel rewarded (not just compensated) for partnering with you.

Internal Web Portal

Mid America's HubSpot portal has been fully customized with Custom Objects and Workflow Extensions that allow for a more detailed view of their entire channel. Through the use of these objects Mid America is able to structure their data to fit their more specific business structure. For example they are able to use a Vendor object to better visualize the relationship between their partners and customers.

Custom Pricing Calulators

Kenyon Glass, a subsidiary of ODL, needed a way to provide accurate pricing estimates for both their customers and for partners to use when calculating pricing for their customers. We worked with them to develop a number of online pricing calculators for internal use and partner use. The various versions of this calculator are calibrated to reflect VAR pricing escalations as the products are purchased wholesale and then sold retail throughout the value chain.

The pricing calculators were more of a complex and truly custom build, but sometimes simple builds can also make a world of difference in a team's workflow.

CONTACT US

"The Manobyte team paused to thoughtfully understand the nature of our business, to understand business strategy and outcomes and to clearly define expectations for the project. Their team is smart, organized, efficient, and great communicators."

–Todd Grant | Director - Strategic Partnerships & Global Sales | LogicBay

Examples

Partner Deals Portal App

Looking at another example, ManoByte's Partner Deals Portal App was created to give HubSpot users the ability to leverage their existing HubSpot portal and features as a Partner Platform without having to build out an entire PRM to gain specific functionality.

This gives users the ability to allow Partners some visibility and access to their Deals as a traditional PRM would.

Custom Development for Inbound Marketing and UX

Another custom web app development project ManoByte conducted was for Gerald R. Ford International Airport. They needed some custom web applications built to act as inbound marketing resources and customer experience enhancement opportunities including a real time flight tracker and a non stop routes map, which have become numbered among the top trafficked pages on their website.

We Bleed Orange.

Leverage our team of HubSpot Developers, MarTech Nerds, Integration Aficionados, Sales Hub Experts, Marketing Hub Experts, Inbound Marketing Strategists to wow your prospect and get them committed to HubSpot.

READ REVIEWS

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