

# Get more from ZoomInfo + HubSpot. Two hours, on us.

*A complimentary engagement from your ZoomInfo team, delivered by Quantum. Consulting plus hands-on keyboard work in your portal.*

**\$5,000 value** · two one-hour sessions · more pipeline, faster

# Where ZoomInfo + HubSpot lift pipeline together.

*Eight high-leverage moments we see across hundreds of portals — each one a place where the right wiring turns data into velocity.*

## 01 Activate intent the moment it fires

Buying signals routed into HubSpot sequences and rep tasks in real time.

## 03 Sync personas into rep workflows

HubSpot personas tied to ZoomInfo job function and management level.

## 05 Catch cross-sell before it goes cold

Closed-won triggers expand into adjacent products and accounts automatically.

## 07 Keep records clean, automatically

Dedup, normalization, and re-enrichment workflows that maintain trust in the data.

## 02 Translate ICP into pipeline-ready lists

Custom firmographic, technographic, and intent criteria scoring live in HubSpot.

## 04 Compress time from signal to meeting

Automation that removes manual steps between intent and outreach.

## 06 Re-energize stalled deals with intent

Dormant opportunities reactivated when fresh signal hits.

## 08 Lock adoption with role-specific coaching

Live 1:1 sessions for reps and admins, plus SOPs that outlast the engagement.

# What it unlocks.

*Three outcomes that show up in the metrics CSMs and customers both watch.*

## RENEWAL CONFIDENCE

### Reduce churn risk.

Customers who see fast ROI stay. The Accelerator gets them to that ROI in two hours — with structured guidance and live training that compounds long after the sessions wrap.

## DAILY ADOPTION

### Reps actually use it.

Every deliverable installs in the customer's HubSpot portal with SOPs. Reps use ZoomInfo because it's wired into their daily workflow — not because they're told to.

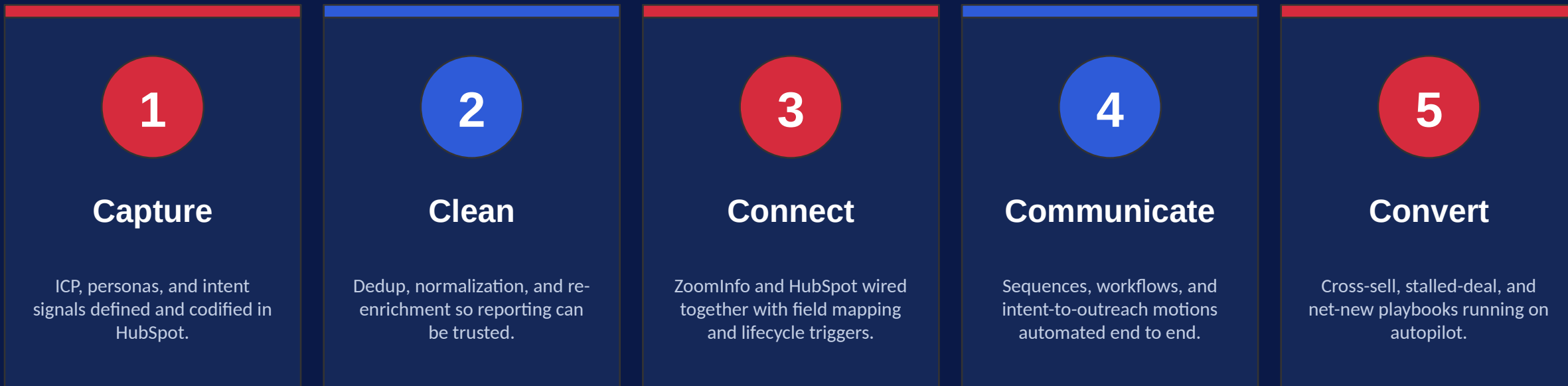
## CREDIT VELOCITY

### Drive utilization.

Intent workflows, ICP list building, and auto-enrichment all consume credits the right way — accelerating utilization and renewal confidence in parallel.

# How we activate the stack — the 5 Cs.

*Quantum's productized framework for turning data investments into pipeline. Drives 25%+ growth on average across implementations.*



*Capture → Clean → Connect → Communicate → Convert. The full revenue-data lifecycle, productized.*

# Two hours. With you. In your portal.

*Spent however makes sense for you — back-to-back, or split across two days.*

## Hour 1

### Consulting.

We sit with you and walk through your sales motion, your ZoomInfo usage, your HubSpot setup, and the highest-leverage place to add velocity. No slides. Just a working conversation.

## Hour 2

### Hands on the keyboard.

We build it together. With you watching, asking questions, and learning the patterns. You leave with something live and running in your portal — not a deck of recommendations.

# What we typically install in those two hours.

*Pulled from packaged builds we've refined across hundreds of portals. That's why two hours is enough to ship something live.*

- ICP and persona model installed in HubSpot
- Intent-to-sequence workflow wired and live
- ZoomInfo ↔ HubSpot field mapping and dedup automation
- Lifecycle stage triggers built and tested
- Vertical or industry list segmentation
- Cross-sell trigger workflow on closed-won deals
- Stalled-deal recovery sequence
- Net-new prospecting list pipeline
- Re-enrichment and data hygiene workflows
- One revenue motion automated end to end

*You pick the priority. We bring the patterns.*

# How it actually works.

**01**

## Book a call

30 minutes with Patrick. We figure out where ZoomInfo + HubSpot can move the needle for you.

**02**

## Pre-session

Short doc back to us. You tell us your priorities, we map what's possible in the time.

**03**

## Two hours

Scheduled however you want — back-to-back or split. Working session, in your portal, with your team.

**04**

## Wrap doc

We send you a write-up: what we built, how to maintain it, what to do next.

# Why Quantum.

*Built specifically for ZoomInfo + HubSpot customers — not a generalist agency learning the stack on your account.*

## HubSpot Diamond Solutions Partner

Hundreds of portals managed across Sales Hub, Marketing Hub, Service Hub, and Operations Hub. Top-tier certification, real production reps.

## ZoomInfo Solutions Partner

Direct relationship with ZoomInfo leadership. Deep expertise in intent workflows, data optimization, and CRM integration architecture.

## 5 Cs of Data Activation Methodology

Productized, repeatable framework — not custom from scratch every time. Drives 25%+ pipeline growth across implementations.

## Integration Specialists

Production experience connecting ZoomInfo to HubSpot, Salesforce, n8n, and custom middleware. The edge cases? We've solved them before.



# Want your two hours?

[meetings.hubspot.com/patrick1195](https://meetings.hubspot.com/patrick1195)

A complimentary engagement provided by your ZoomInfo team  
*in partnership with Quantum Business Solutions.*