A FILL-IN WORKSHEET

The HubSpot True Cost Worksheet

Fill this in from your quote. Then you'll know the real number.



Organization: _____ **Filled in by:** _____ **Date of quote:** _____

1 Every Month

Subscription Hubs and edition: _____	
Core Seats Count _____ x price _____	
Sales, Service And Revenue Seats Each type: count _____ x price _____	
Extra Marketing Contacts Above the tier in your subscription	
Extra Credits Beyond what your edition includes	
Add-Ons Which ones: _____	
Monthly Total	

2 One Time

HubSpot Onboarding Fee	
Partner Setup Or Implementation	
Data Migration	
Integrations	
Training Your Humans	
One-Time Total	

> Professional and Enterprise Marketing, Sales and Service Hubs carry a one-time required onboarding fee. Check your quote for it.

3 Three Years

Year 1		Year 2		Year 3		Three-Year Total
Monthly total x 12, plus your one-time total	+	Monthly total x 12	+	Monthly total x 12	=	The real number

Assume today's price holds only through your current term. At renewal, HubSpot can raise it up to its then-current list price with 30 days notice.

Ask Before You Sign

- [ ] Is this the pay-monthly or pay-annually price?
- [ ] Which seats are paid and which are free view-only?
- [ ] What happens to my price at renewal?
- [ ] Which marketing contact tier am I in, and what does the next one cost?
- [ ] Is the onboarding fee required, and can a partner do it instead?

Run the numbers at **sidekickstrategies.com/tools/hubspot-true-cost-calculator**
Want a second set of eyes on your quote? **sidekickstrategies.com/hubspot-buyers-desk**

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