



AMPLIFY GROWTH & INCREASE ROI

WITH YOUR TOP HUBSPOT
ELITE SOLUTIONS PARTNER

THE **VONAZON** DIFFERENCE

16

Founded 16 years ago, Vonazon is deeply committed to fostering collaboration and driving results for our clients.



Ranked in the top 1% of HubSpot Elite Solutions Partners, we deliver comprehensive **full-service solutions**, combining strategy, creativity, and execution.



Our ability to handle **complex implementations** and **migrations** ensures we help businesses grow efficiently, with **rapid start times** and quick turnarounds, making us a trusted partner for both SMBs, corporate and enterprise clients.

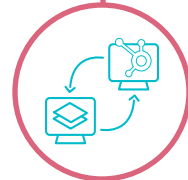


COMPETITIVE EDGE IN CORPORATE DEALS



Certified Technical Expertise:

Our team is certified in HubSpot API, Java, Python, and SQL, allowing us to deliver custom solutions for the most complex integrations.



Proven Success with Legacy Migrations:

We have successfully migrated clients from Eloqua, Marketo, and Pardot to HubSpot, streamlining operations and reducing friction.



Tailored Solutions with Fast Execution:

We offer start times within hours and complete complex projects in weeks, minimizing disruption for enterprise-level transitions.

THE BALANCED BRAIN OF SALES AND MARKETING

We are a Full-Service Tech and Creative Agency

TECH SERVICES

- Marketing Automation
- SEM/PPC/Retargeting
- Migrations & Integrations
- Analytics & BI
- SEO
- CRM/CMS
- Chatbots
- Programmatic Advertising

SALES
MARKETING
SERVICE

•
STRATEGY

•
ARTIFICIAL
INTELLIGENCE

CREATIVE SERVICES

- Website Design
- Branding
- Graphic Design
- Content Development
- Video Production
- Animation
- Podcast Production
- Social Media

OUR SOLUTIONS

Tailored Support for Growth, Execution, and Projects



Mid-Market

Tailored support for scaling operations—expanding capabilities with advanced tools and strategies.



Upmarket

Advanced solutions for complex needs—supporting established businesses with comprehensive growth initiatives.

Expert support for every client need:



STRATEGIC GROWTH

Targeted growth strategies tailored to corporate challenges, designed for effective scaling.



TACTICAL SUPPORT

Swift execution and support across marketing initiatives, delivering measurable results with minimal ramp-up.



DEDICATED PROJECTS

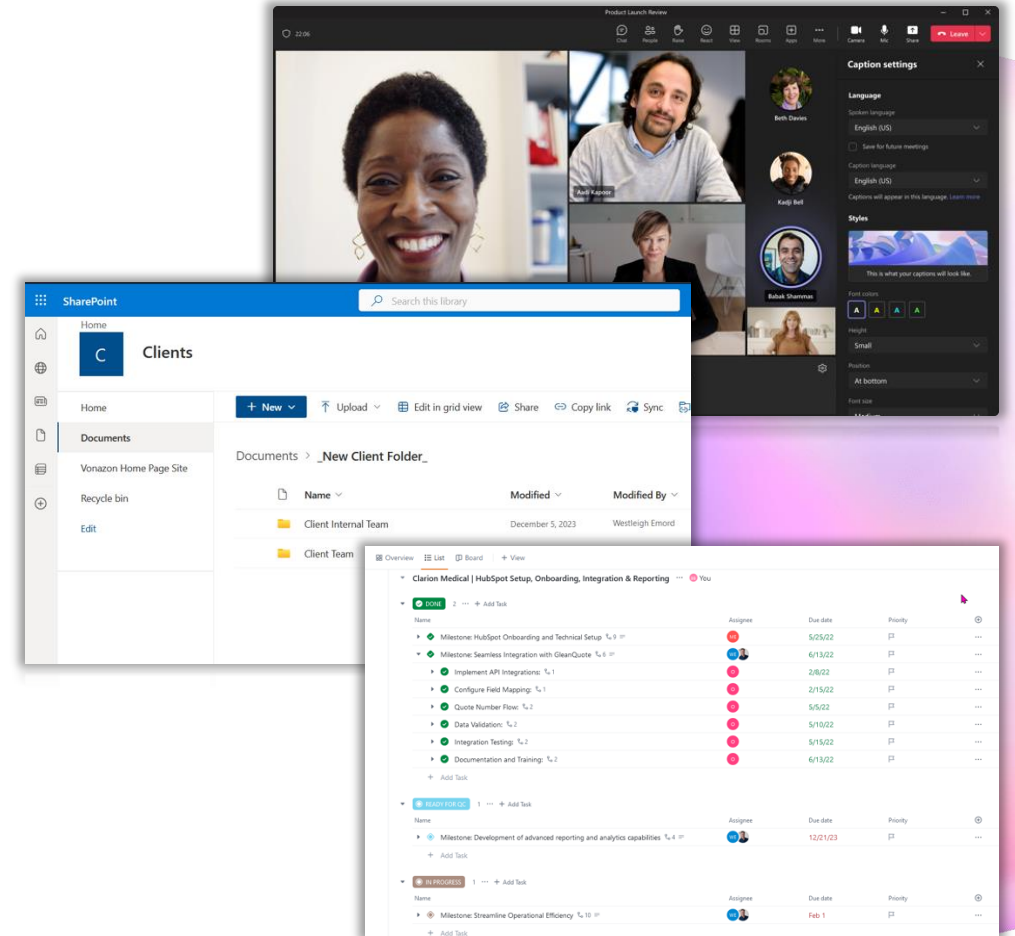
End-to-end execution of fixed-scope projects—focused on delivering defined outcomes.

OPERATIONS TECH STACK

WE'RE ORGANIZED

We pride ourselves in our **operational excellence**.

- Internal System: **ClickUp**
- Client Facing Systems: **SharePoint** and **Teams**
- Project Time Tracking: **Timely**



ALIGNED ROLES

Solving Together in **Customer-Centric Motion**

Our specialized roles align seamlessly with HubSpot's ecosystem, ensuring smooth collaboration and effective outcomes for your corporate clients.

Aligned Roles:

- **Strategists** craft the client's vision and strategy
- **Implementation specialists** execute with precision
- **Project managers** ensure everything stays on track.
- **Creative specialists** support content creation and strategy



OUR STRATEGIC TEAM

Our strategic team works with you and the client to define relevant solutions to support the selling process



KEVIN ENGLAND
CEO



TONY HERERRA
Regional Sales
Manager



DEREK REYNOLDS
Sales & Marketing
Implementation Manager



HAYTHAM AL-RABEAH
Digital Strategist
Web Development Expert



BRIANA BEATTY
Senior Strategist
Marketing Manager



PATTI JAGGER
Senior Strategist



MILES ENGLAND
Onboarding Manager
Dir. Of Partnerships

WHO WE'VE HELPED

SOME OF OUR VALUED CLIENTS



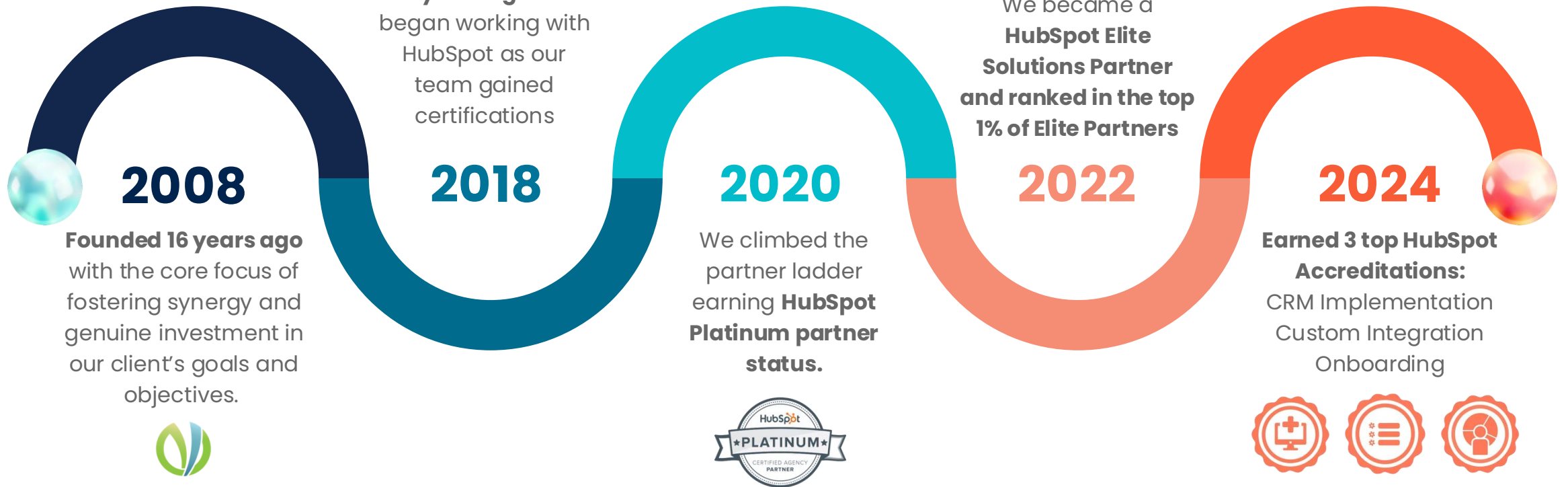
HOW BETTER HAPPENS.



Frank, Rimerman Consulting
a division of Frank, Rimerman + Co. LLP



OUR HUBSPOT PARTNER JOURNEY



OUR ACCREDITATIONS

We're proud to share our HubSpot accreditations,
with more to come soon.



HubSpot

CRM
Implementation
Accredited



HubSpot

Custom
Integration
Accredited



HubSpot

Onboarding
Accredited

EXPERTISE IN CRM IMPLEMENTATIONS

Proven CRM Implementation: Vonazon is recognized for its excellence in implementing HubSpot CRM solutions that streamline operations and drive measurable results.



HubSpot

CRM
Implementation
Accredited

2,000+
IMPLEMENTATIONS

CRM Implementation Core Capabilities

- CRM Data Integration and Custom Solutions Design
- Change Management and Implementation Planning
- User Training & Adoption



Technical Skills

Develop and clearly communicate technical designs to non-technical stakeholders, including system diagrams, data mapping, and documentation.

TECHNICAL CAPABILITIES IN CUSTOM INTEGRATIONS

Seamless Integrations: Vonazon bridges HubSpot and on-premise systems, corporate clients overcome complex challenges to ensure continuity and scalable growth while maximizing HubSpot's potential.



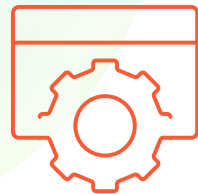
HubSpot

Custom
Integration
Accredited

1,400+
INTEGRATIONS

Custom Integrations Core Capabilities

- API Integration Expertise
- Data Integration & Modeling
- Technical Solution Design & Error Handling



Technical Skills:

Certified in Java, Python, SQL, HubSpot API, and more, ensuring top-notch custom solutions.

SEAMLESS INTEGRATIONS WITH OUR TRUSTED PARTNERS



































Every organization relies on a distinctive combination of interconnected tools and technologies, and **our goal is to seamlessly integrate HubSpot into these ecosystems.**

For over a decade, our partnerships have ensured corporate clients can seamlessly leverage the best tools, enhancing efficiency and scalability without the technical burden.



OUR PARTNERS & INTEGRATIONS

JUST SOME OF THE **HUNDREDS** OF HUBSPOT INTEGRATIONS AVAILABLE

 HubSpot	 zoominfo	 RollWorks	 salesforce	 Google Workspace	 dealhub	 PandaDoc
 aircall	 shopify	 Clearbit	 CallRail	 CHILI PIPER	 _zapier	 WORDPRESS
	 Jira	 Airtable	 Insycle	 facebook Ads	 WhatsApp Business	 stripe
 Outlook	 GoToWebinar	 INTERCOM	 databox	 dealfront	 quickbooks ONLINE	 zendesk
 asana	 xero	 DocuSign®	 AgencyAnalytics	 SUPERMETRICS	 pipedrive	 AdRoll

Our team has vast knowledge across the top technology industry leaders



PARTNERING FOR MUTUAL SUCCESS



Driving Corporate Growth Together with Tailored Solutions, and a Commitment that Goes Beyond Typical Elite Partners

		NON-ELITE PARTNERS
 <p>Co-Selling as a Team: We work closely with SCs to understand client needs and create tailored solutions that close deals.</p>	✓ 😊	✗ 😞
 <p>Solving Complex Challenges: We specialize in custom CRM integrations and migrations that solve complex challenges.</p>	✓ 😊	✗ 😞
 <p>Post-Launch Optimization: We stay engaged after implementation, helping clients continuously refine and reinvent to get the most out of HubSpot.</p>	✓ 😊	✗ 😞

PARTNERING FOR MUTUAL SUCCESS

Closing bigger deals by understanding client needs and delivering custom solutions.



HOW WE HELP YOU CLOSE MORE DEALS



Early involvement
ensures we fully understand client needs, leading to precise, tailored proposals.



We act as your technical liaison, partnering with you to solve complex client needs and ensure confidence in HubSpot solutions.



Collaborative discovery
sessions to craft custom solutions that solve the client's exact challenges.



Tailored Presentations
that directly address client pain points and objectives.

WHAT WE'RE REALLY GOOD AT

We're good at seamlessly **integrating HubSpot into our customers' existing systems** and **manage migrations from legacy platforms** with precision and care.

HOW WE MAKE
INTEGRATION EASY
FOR CLOSING
HUBSPOT DEALS:



Developing processes for sales, marketing and service to enhance CRM capabilities.



Rip-and-replacing marketing platforms including Marketo, Eloqua and Pardot due to expertise from previous partnerships.



Integrating HubSpot with ERP platforms like Microsoft Dynamics 365, NetSuite, SAP Business One, Oracle, Infor CloudSuite, Sage X3, Acumatica and more.



Providing long-term support for sales, service and marketing strategies, website design and content creation.

CRM IMPLEMENTATION & SALES GROWTH CASE STUDY



HubSpot

Earned CRM Implementation
Accreditation



INTEGRATION STRATEGY



THE CHALLENGE

- ✗ **Lack of Integration:** Financial and customer data were not synchronized, leading to inaccurate financial reporting and limited visibility into key business metrics.
- ✗ **Manual Processes:** The absence of automation led to time-consuming manual processes, reducing productivity and increasing the risk of errors.
- ✗ **Ineffective Sales and Marketing Coordination:** Disparate systems made it difficult for sales and marketing teams to collaborate effectively, resulting in missed opportunities and suboptimal lead management.



HubSpot

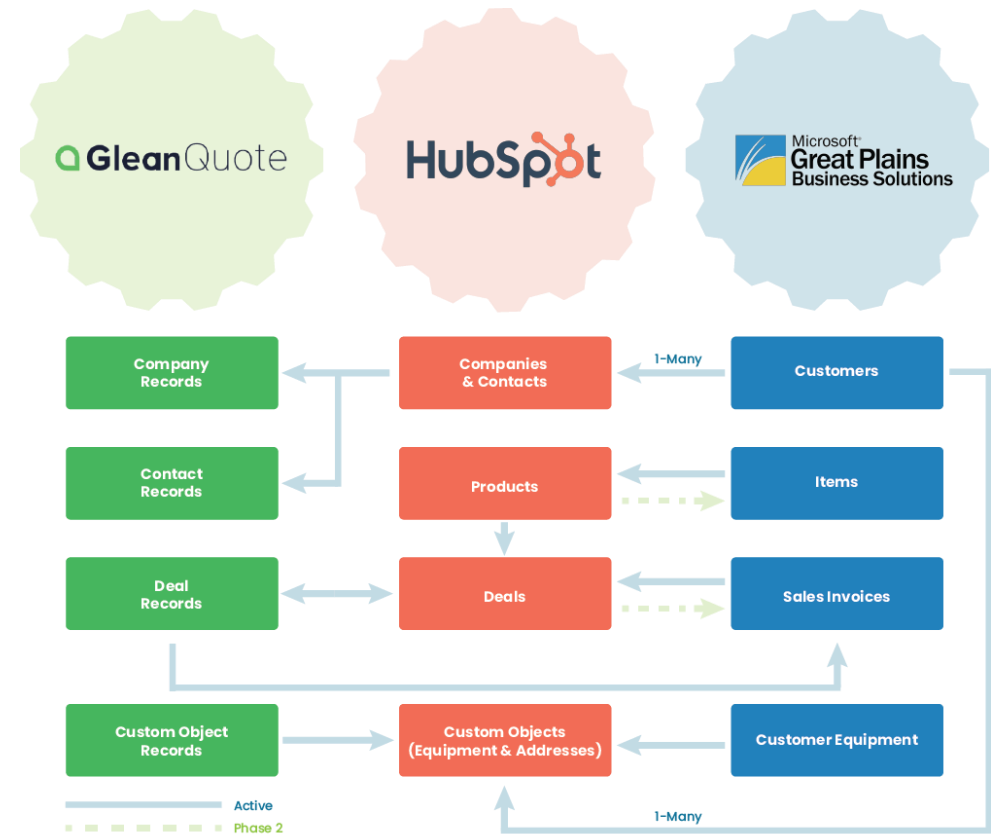
Earned CRM Implementation
Accreditation

INTEGRATION STRATEGY



OUR SOLUTION

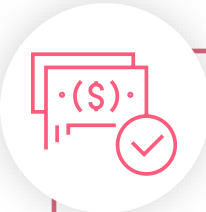
- ✓ **Seamless HubSpot and GleanQuote integration** bridged the gap between marketing and sales to significantly improve lead management.
- ✓ **Improved Financial Insights**
- ✓ **Comprehensive Customer Insights**
- ✓ **Scalability**
- ✓ **Clear ROI Tracking**



HubSpot

Earned CRM Implementation Accreditation

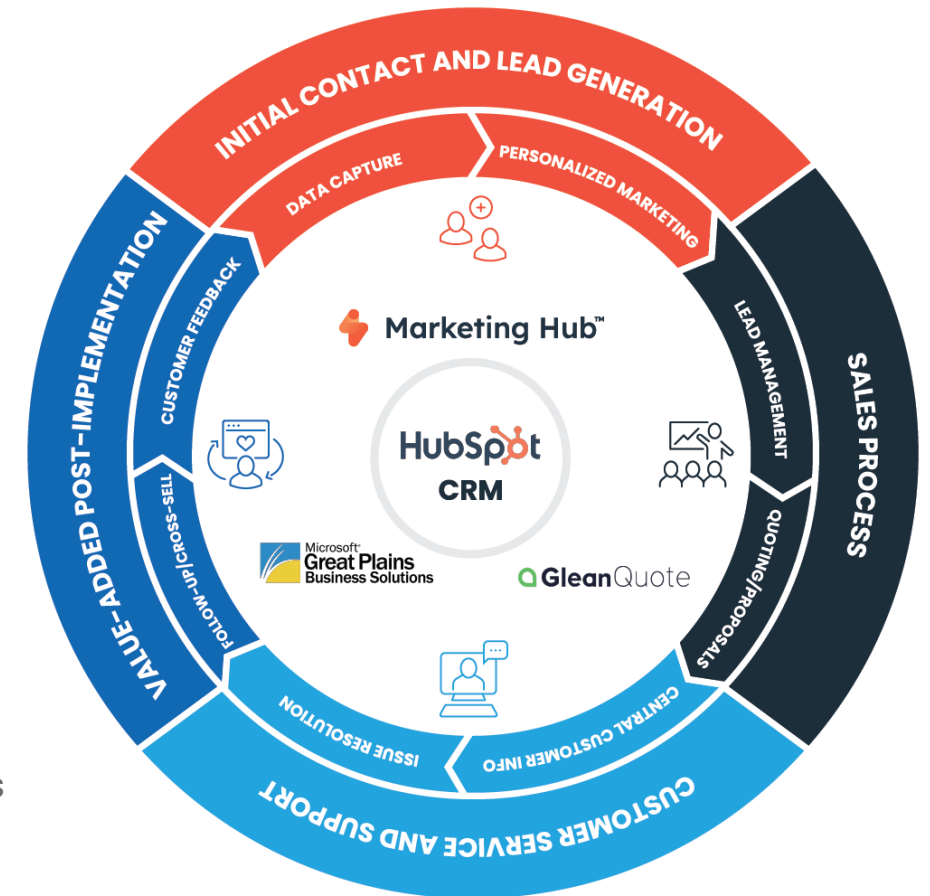
INTEGRATION SUCCESS



THE RESULTS

- ◆ **32% Sales Growth:** Boosted sales in the division using HubSpot the most.
- ◆ **Operational Efficiency:** Streamlined processes and improved financial reporting.
- ◆ **Successful User Adoption:** Real-time insight led to increased usage & drove sales growth.
- ◆ **Optimized Quoting:** GleanQuote integration led to **higher closure rates and upsells.**

"Our goal was to create a seamless platform for our teams, from marketing to sales. The tool exceeded our expectations, not only enhancing our sales efficiency but also surpassing our hopes in terms of outcome." — Cameron Dell, COO, Clarion Medical Technologies



HubSpot

Earned CRM Implementation Accreditation

REAL RESULTS: CASE STUDIES

KEY WINS: DRIVING REVENUE GROWTH AND SCALABILITY

Real results that empower business growth.

PROVEN IMPACT IN KEY INDUSTRIES:



32% increase in sales for a healthcare client after migrating from Eloqua to HubSpot.



25% reduction in lead response time, boosting client satisfaction for a technology company.

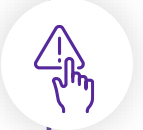


80% decrease in manual data entry through custom API integrations, driving operational efficiency.



40% improvement in customer support response times for a SaaS company using HubSpot Service Hub.

INTEGRATION STRATEGY



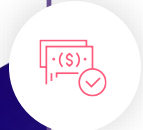
THE CHALLENGE

Integration issues between Marketo and the new CRM led to **costly third-party solutions, data connectivity loss affecting reporting, limited data sharing, and 11 hours of extra manual work weekly.**



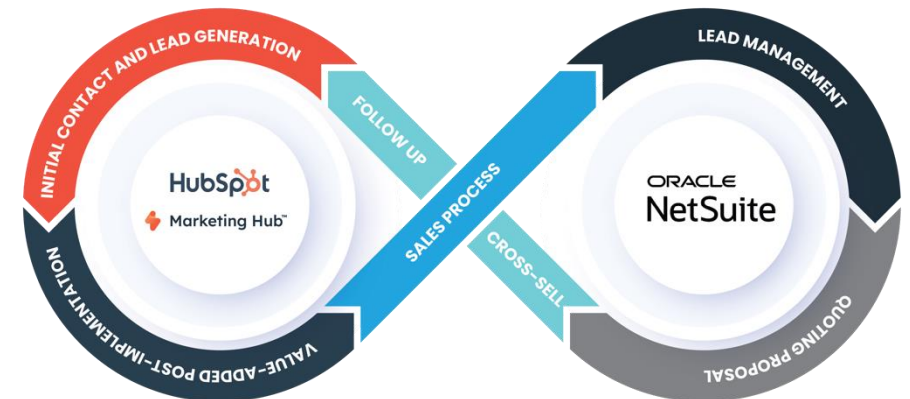
OUR SOLUTION

Collaborated with HubSpot to manually upload CRM data, managed a dual-platform transition with Marketo and HubSpot, streamlined four campaigns into a single automated workflow, and created engagement workflows for leads through social media, emails, and exclusive offers.



THE RESULTS

Reduced customized fields by 50% and mapped them to native HubSpot properties, improved automation and alignment between sales and marketing, and enabled the team to complete 22 certifications and adapt quickly to HubSpot CRM during the Vonazon-led implementation.



CASE STUDY | LIFE SCIENCES & DIAGNOSTICS

INTEGRATION STRATEGY



THE CHALLENGE

PerkinElmer divested its service businesses into private equity firms, requiring the **rapid migration of its marketing data and assets from Eloqua to HubSpot.**



OUR SOLUTION

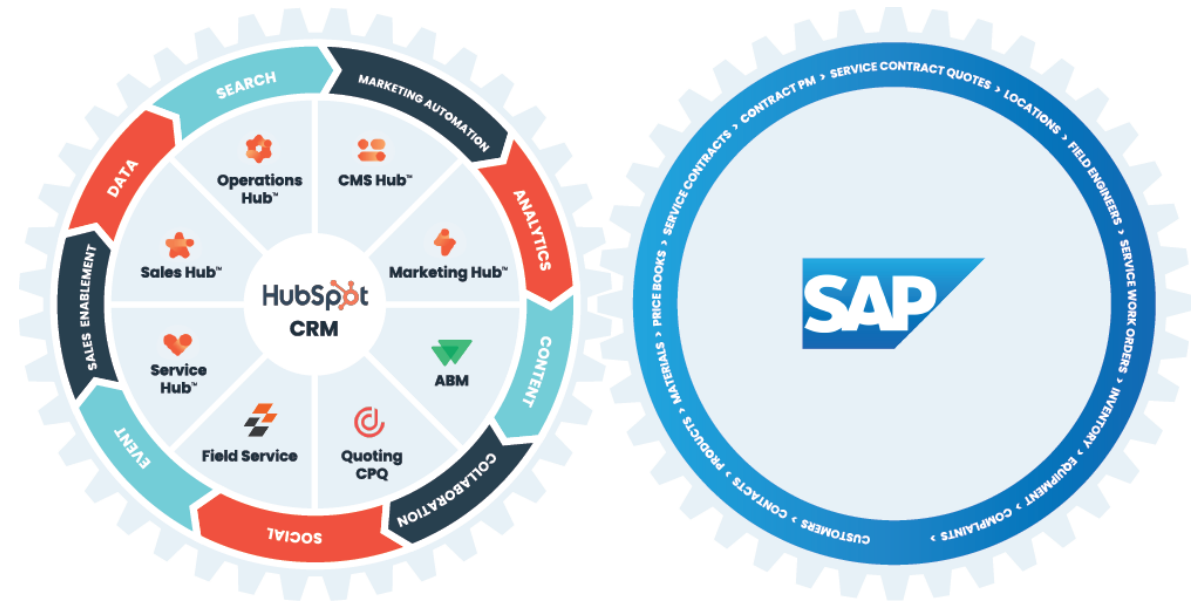
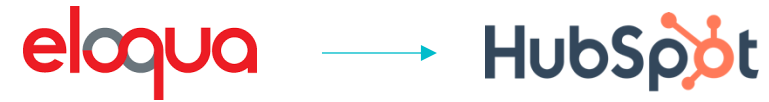
Our migration strategy focused on creating optimized lead capture mechanisms and nurturing workflows to drive engagement and sales.



THE RESULTS

This transition allowed PerkinElmer to focus on core initiatives and growth.

- ◆ **Click-through rates witnessed an extraordinary surge, skyrocketing by an impressive 447.4%.**



OUR IDEAL ENTERPRISE CLIENTS

We specialize in supporting industries like **technology**, **healthcare**, and **e-commerce** that need advanced CRM integrations, scalable solutions, and migrations from legacy platforms.

CLIENTS WITH COMPLEX NEEDS



Technology & Software:
Advanced CRM Integrations



Healthcare & Life Sciences:
Secure, compliant CRM Solutions



E-Commerce:
Customized, scalable implementations.



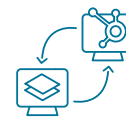
Subscription Services:
Solutions for consistent revenue, customer retention



WHAT THEY NEED



Legacy System Modernization:
Integrating or transitioning legacy systems to HubSpot.



Rip & Replace:
Moving from Eloqua, Pardot, or Marketo to HubSpot.



Ecosystem Expansion:
Clients who can scale across all HubSpot Hubs with our proven guidance & expertise.

INDUSTRIES WE THRIVE IN

We specialize in **driving success for high-growth industries** by delivering scalable solutions that meet complex challenges.



Professional
Services



Engineering
& Industrial



Real Estate
& Property
Management



Financial
Services



Education &
Training



Consumer
Services &
Hospitality

**INDUSTRIES THAT
DO NOT ALIGN WITH US:**

Retail, Non-Profits

Businesses that are reliant on marketing such as traditional marketing, public relations, and influencer marketing.

FLEXIBLE WAYS WE ENGAGE WITH YOU

From Quick Wins to Complex Projects,
We're Ready to Support Your Clients at Every Step.

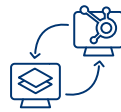
1



Fast Onboarding: Quick Start, No Hassle

For **deals that need fast, efficient onboarding**, just add us and we'll handle everything—from setup to discounting. It's an easy win for everyone involved, providing quick value without the extra hassle.

2



Tailored Implementation: Custom Support for Growth

If the client's needs go **beyond basic onboarding**, bring us in early. This way, we can provide comprehensive implementation, including migration support and custom configurations that make the system truly effective for them.

3



Advanced Custom Solutions: Simplify Complex Transitions

When the **client needs advanced support**—like custom integrations or switching from legacy systems—we simplify complex transitions. We handle all technical details, so your clients can focus on their business while everything runs smoothly.

Reach out to us today to start the journey toward scalable growth.

OUR SALES PROCESS

We align our sales process with our customers life cycle. All with underlying constant collaboration, communication, project management



Kick-off & Discovery: Collaborate with HubSpot SCs to align on client needs.



Planning & Strategy: Use data insights to create tailored strategies.



Implementation: Deliver complex solutions with precision and speed.



Review & Assess: Evaluate performance and optimize as needed.



Ongoing Support & Training: Provide continuous support and tailored training to ensure client success.



Upsells & Growth: Identify new opportunities for expansion and growth.



WHAT WE DON'T DO

We focus on what we excel at:

CRM integrations and digital transformation. By staying specialized, we deliver the highest impact where it matters most—driving measurable results in the HubSpot ecosystem.



PR Services &
Communications



Influencer
Marketing



Event
Planning



Legal or Financial
Consulting



Watering
Your Plants



Picking Up
Your Dry Cleaning



Booking Travel
Reservations



Taking Your
Trash Out

WHAT HUBSPOT LEADERS SAY



“Vonazon is a unique HubSpot Elite Partner that works diligently to transform sales and marketing challenges into profitable ventures. Vonazon’s tailored full-service end-to-end solutions encapsulate the complex business needs of our shared customers.”

– Brian Garvey
HubSpot



“Vonazon is the most customer-focused partner that I know. Kevin, Tony and the rest of the Vonazon team are only interested in the client’s outcome and satisfaction. Vonazon can help any business with their marketing and sales needs. They have a full-service team that are full stack knowledgeable, and ready to help.”

– Michael Hurley
HubSpot

WHAT OUR CLIENTS SAY

Over 250+ five star reviews!



“Our experience implementing HubSpot was great and very necessary. I don’t know how we would’ve built out everything we needed without the assistance and expertise of Miles. We are set up for success and can always reach back out for additional support if needed. Thank you so much!”

– Delannoy, K.

Retail



“Excellent onboarding and customer support. Luis made our onboarding experience interactive and very informative. He was very responsive to my emails and questions and I love the recording and the follow up emails he sent. This onboarding process made switching to another CRM so much less stressful. Luis is a great trainer! Services provided CRM Implementation, CRM Migration, and HubSpot Onboarding.”

– Callaway, J.

Technology - Software



“Daniel and the team were absolutely critical to our onboarding. They were clear in objectives and were able to pivot to our needs as they came up. Tech wise, they distilled information into layman’s terms, and followed up on items that required higher tech support.”

– Adamo, M.

Real Estate



QUESTIONS?

THANK YOU!