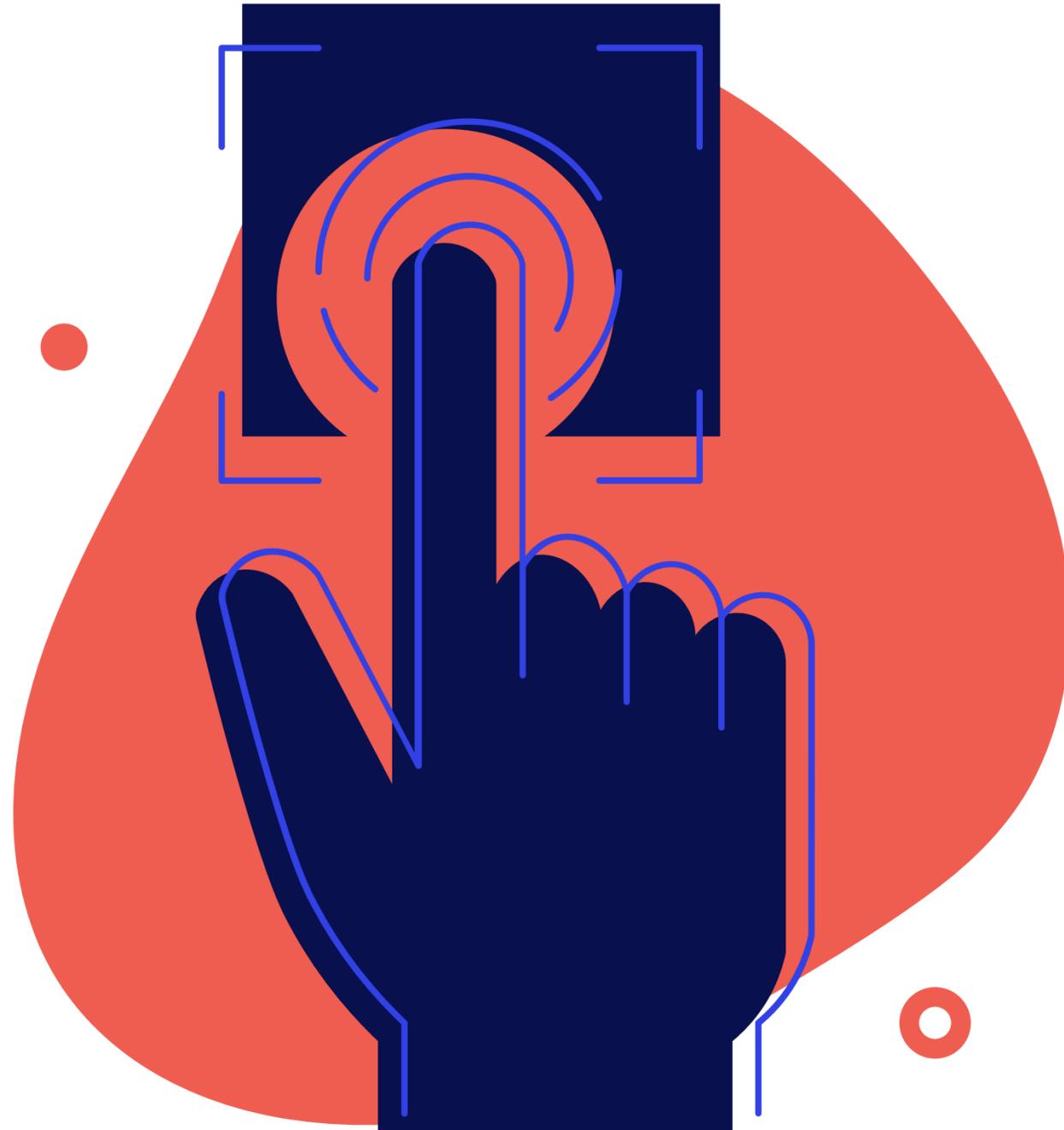


Trujay's Onboarding Service

(And Why It's the Best)



Background

- As known CRM data experts with over 20 years of experience in the industry, Trujay lives and breathes data. However we focus not just on where your data goes, but how familiar you are with your new CRM.
- Most of our Onboarding expertise go with HubSpot, the growingly most popular CRM on the market. We know HubSpot just as much HubSpotters know HubSpot, and better than most companies.
- We don't just move your data to HubSpot, we get you familiarized on every level. From super nit-grit questions to a broad training scope, we can help you become a pro at using HubSpot.

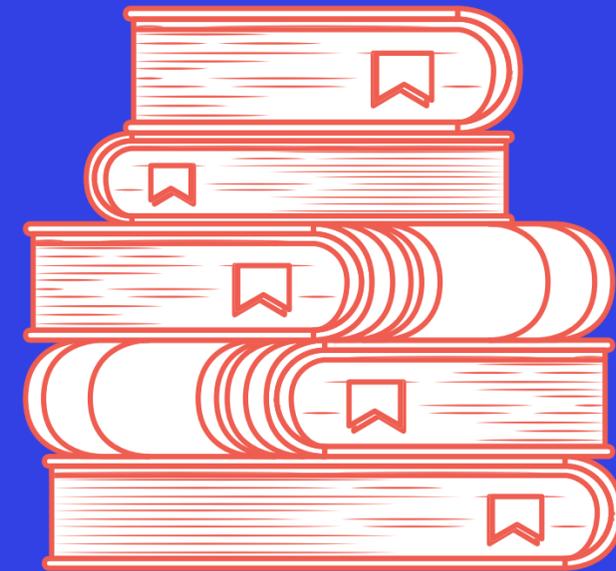


Top 5 Reasons to Position Trujay as an Onboarding Option



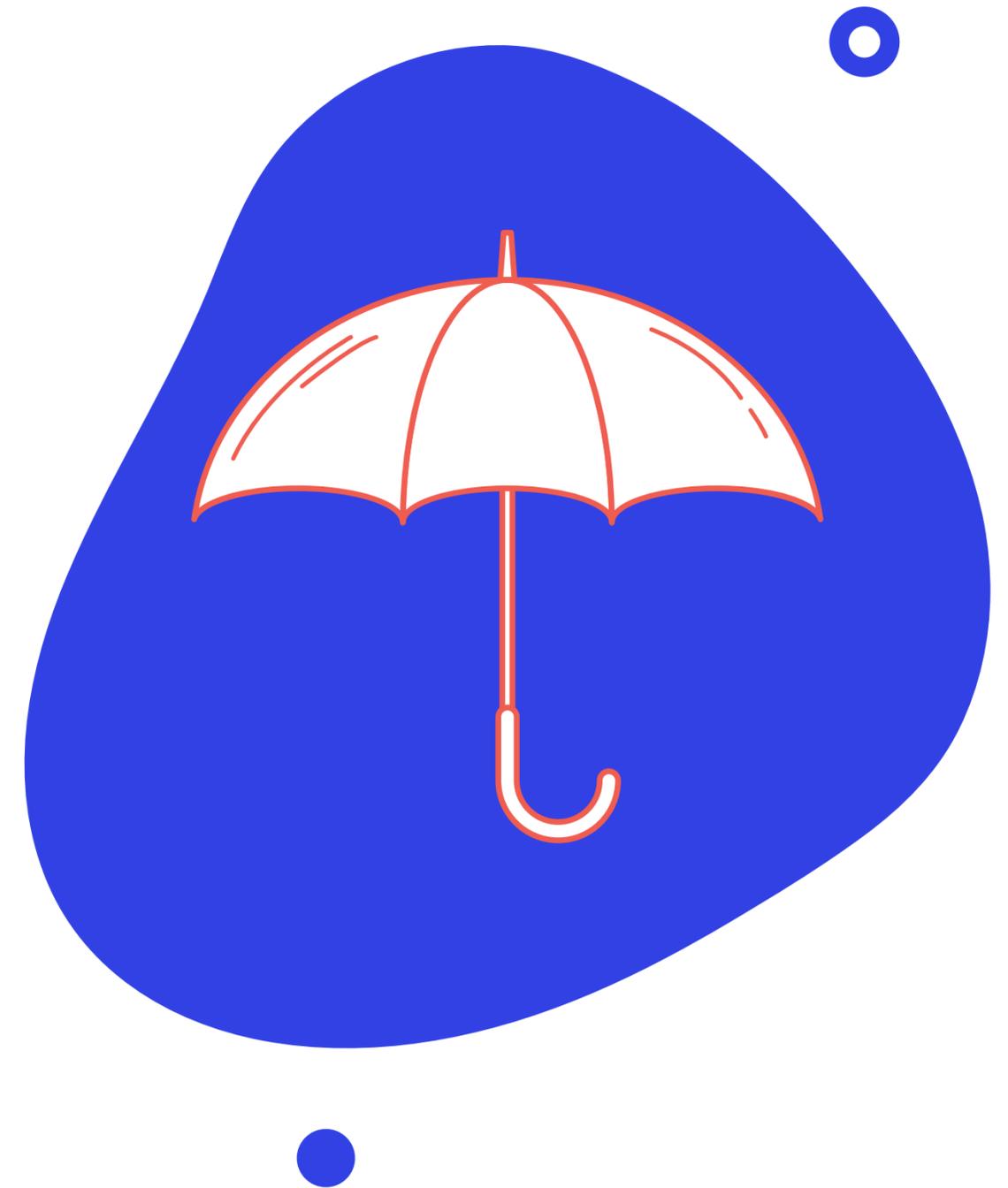
1. Shared knowledge

Because we're doing a customer's migration, we'll also be reviewing and consulting on their HubSpot configuration. Whether its custom fields, pipelines, or stages, **we're going to help them define their data and sales processes.** Our implementation team will take the value attained from the migration process and apply it to the onboarding moving forward.



2. Efficiency

We can keep the migration and onboarding under one umbrella. It will be much a more efficient process for the customer to have just **one conversation rather than 2 or more in regards to mapping, settings, or setup.**



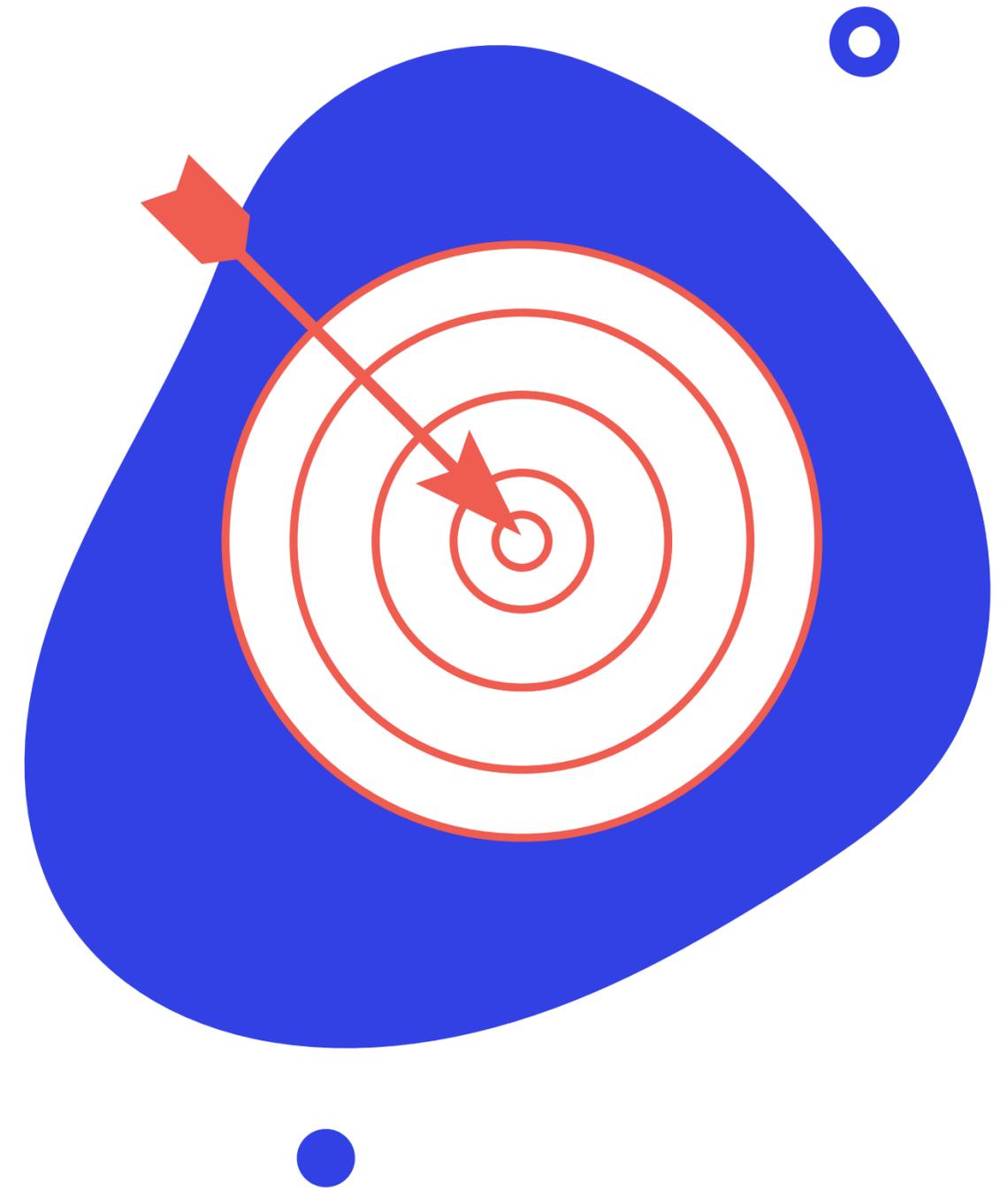
3. Flexibility

Our onboarding schedule can move at the pace of the customers. We can move quickly or more slowly, depending on their needs. **Our scheduling is designed to cater to the pace of their business and conduct onboarding when they have time for it.** Whatever the customer needs regarding timing, we can facilitate.



4. Skills

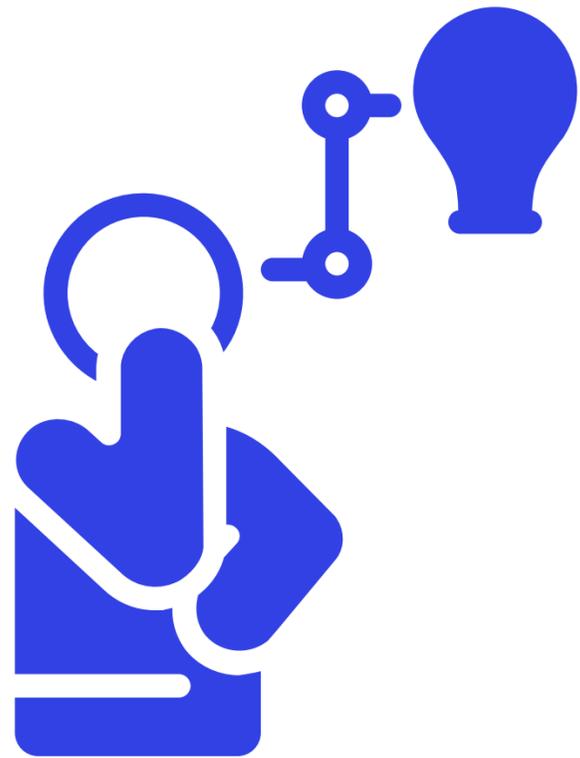
Trujay enhanced the consulting team in 2019, with new consultants and skills. **We did this to provide superior quality with our CRM and marketing onboarding services. Customer satisfaction is our primary focus in 2020**, and the first months have already shown us a return on our investment.



5. Price

Trujay can offer pricing that **reflects a combination of migration and onboarding services**. We have a package price that we sell at a discounted hourly rate for 20 hours. The cost of the onboarding service can range and is based on the hours spent and materials worked on. A customer can order a smaller bucket of hours at our listed rate of \$175 per hour.





When does it make sense to use Trujay's Onboarding Service?



Use Trujay's Onboarding When:

→ You're brand new to the CRM

→ You require a great amount of guidance and exposure to the CRM, time your rep may not have (but we do!)

→ You need a complete transformation, new journey, or total revamp in your CRM experience

→ You don't know the CRM's features or how to use them properly

→ You want substantial change to your sales, marketing, and/or services processes

→ You had a bad situation with your previous CRM



"The expert assigned by Trujay for our migration to HubSpot went above and beyond what we expected. Due to problems in the DB design of the CRM that we were leaving, we needed to run and tune the migration over several iterations. [Trujay] stuck with us through all the runs until we had all our old CRM data happily moved to HubSpot. We were so impressed that our company is now considering using Trujay for regular backups of our HubSpot deployment."

- Eric Byres, aDolus Inc

"Trujay is great! Thanks so much for all of your help! Perfect solution to help us migrate from a platform we have been with for a long time over to HubSpot."

- Allison Ricci, The National Society of Leadership and Success

"It was a great pleasure to work with them. They did everything possible to fulfil the needs of our project and keep in the needed time frames. All the issues were seriously reviewed, and the required efforts were provided to resolve them. Thank you!!!!"

- Ilana Binenbaum, Lambda Solutions

Proof

That our service is worth trusting and purchasing.



The Team



Jay Hendricks

VP of Customer Support



Scot Trumeter

Director of Sales



Lucy Hlushchuk

Account Manager



Olena Prystupa

Account Manager



Contact Us



800-913-4797



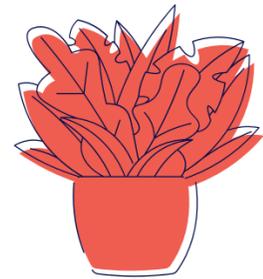
admin@trujay.com



<https://trujay.com/>



Resources



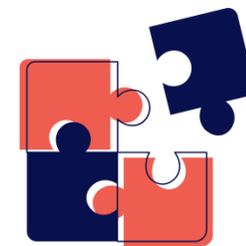
[Case Studies & More Presentations](#)



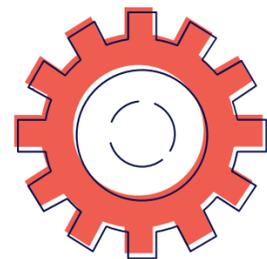
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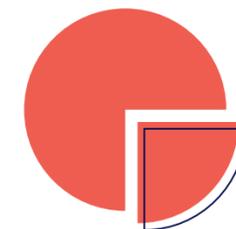
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