



Enlyft Account Insights

HubSpot Installation Guide

Product version: 1.1.
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For questions or support, please contact us:

support@enlyft.com

Introduction

Enlyft is your fully integrated Sales Intelligence provider for HubSpot. With the Enlyft HubSpot integration you can:

- Get instant access to deep account insights directly in HubSpot, including company details, buying intent signals, software & hardware technology stacks, and more.
- Surface Enlyft's business attributes for your existing and new HubSpot contacts and companies - automatically and in real time.
- Use Enlyft's Sales Intelligence data to better prioritize and qualify your accounts, seamlessly research prospects before outreach and engage through relevant, personalized communication.
- Get up and running in minutes.
- And more!

Select Enlyft Subscription plans also allow:

- Create new companies based on your Enlyft redeemed accounts. Keep your HubSpot data clean and up-to-date with regular Enlyft data refreshes.
- Enrich your existing companies or new inbound leads with Enlyft's firmographic data or account insights.
- Use Enlyft data to build optimized sales workflows, personalized emails, lead routing, and more.

Integration prerequisites

1. Active Enlyft subscription

Note: HubSpot integration is available only for select Enlyft plans. Please [contact us](#) to learn more.

2. Admin user access to the Enlyft application

Note: Only users with Administrator privileges in Enlyft can set up the HubSpot integration. For any other roles, contact your plan Admin to set up. If you do not know who your Admin is, contact Enlyft support. To check your role, visit <https://app.enlyft.com/settings/profile>

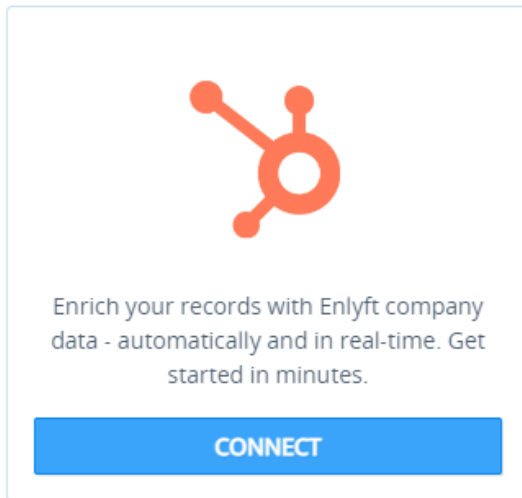
My Profile

	John Smith <small>Admin</small> <small>Role explanation and access privileges view full details</small>
Email	john@website.com

3. Active HubSpot license with Hubspot Admin privileges

Installing and authorizing the application

1. Email us at support@enlyft.com, or your Customer Success Manager, to enable the integration for your plan.
2. Visit <https://app.enlyft.com/integrations/>
3. Find the HubSpot integration, and click on Connect.



4. Login with your HubSpot credentials. If you have multiple accounts, choose the one you want to use with Enlyft.



Connecting **Enlyft Account Insights** to **HubSpot**

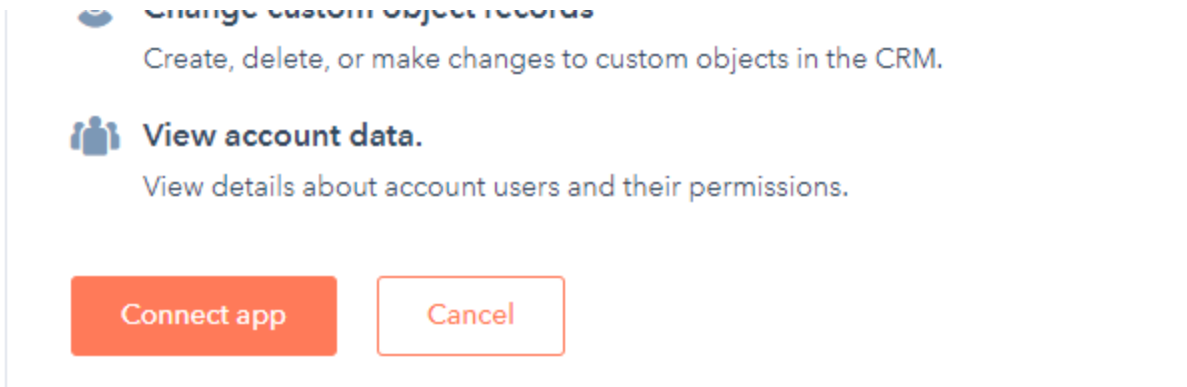
Enlyft Account Insights by enlyft.com [🔗](#)

Choose an account

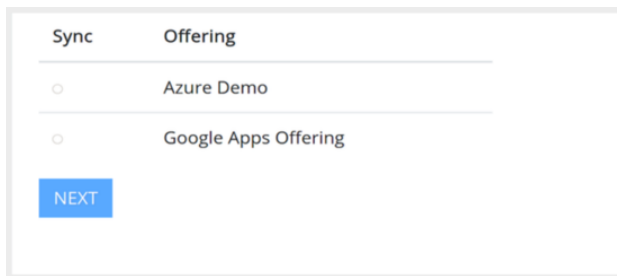
NAME	DETAILS
<input type="radio"/> My Company	company.com 1234

Choose Account

5. Review the permissions and click on the Connect button.



6. If you have multiple solutions within Enlyft, select the one you want to sync with HubSpot.
Note: You will see the custom configuration from the selected solution - including highlighted attributes, intent data, and LinkedIn setup. If you want to sync multiple solutions with HubSpot, please [contact us](#).



7. That's all! Your HubSpot integration has been successfully completed.

Using the Enlyft integration in HubSpot

Enlyft CRM card for Contacts and Companies (Deals coming soon)

After successful installation, Enlyft will automatically surface a panel with the most critical account attributes for any Contact and Company record that we have in our database.

Enlyft will use the domain name or email address to match the record to our database.

Enlyft data will be surfaced in real time, meaning that you will always see the most recent data we have available.

Example:

✓ Enlyft Account Insights (7)

Intent

Intent: Surging

Intent Topics: Enterprise Network, GoToMeeting, Join.me, LogMeIn, PowWowNow, Unified Communications, Video Conferencing, Virtual Network Operator (VNO), Web Conferencing

Technologies: Microsoft Azure, Microsoft Visual Studio, Microsoft PowerPoint, Microsoft.NET

MSFT products:

Technologies: Microsoft Azure, Microsoft Visual Studio, Microsoft PowerPoint, Microsoft.NET

Shutterfly Inc

Description: Shutterfly, Inc. is an online manufacturer and retailer of personalized products and services. The Company focuses on helping consumers manage their memories through the medium of photography.

Country: United States

State: CA

Industry: Retail

Employee Range: 5000-10000

Revenue Range: >1000M

IT Spend Tier: 100M-500M

SaaS Adoption Score: Low

Cloud Adoption Tier: Low

Facebook Page: [↗](#)

Twitter Page: [↗](#)

LinkedIn Page: [↗](#)

Full Report: [↗](#)

[View less](#)

Credits and limits

Your Enlyft subscription comes with a specific number of account views for insights per month consumed on app.enlyft.com, through our [browser extension](#), or any additional third party integrations.

Once you have exhausted your available account views for the month, the Enlyft CRM card will no longer surface any data until the first of the next month.

If you need to increase your monthly account view limit, please contact us at support@enlyft.com.

For questions or support, please contact your Customer Success manager or email us at support@enlyft.com.