



Your Premium HubSpot Agency for Munich & Bavaria

Is your company in Munich and the surrounding area ready for more automation and digitalization? As a HubSpot agency for Bavaria, we are your strong partner in the digital age!

- ✓ **Technical Affinity**
- ✓ **Enthusiasm**
- ✓ **Mentoring**

How do we work as a CRM agency?



HubSpot is one of our core strengths. We have many years of hands-on experience from various customer projects. Thanks to solving numerous challenges, we are able to adapt dynamically to a wide range of business requirements. Our well-coordinated team enables us to implement processes quickly, efficiently, and to our clients' complete satisfaction.

Below, we present two successfully implemented projects by our HubSpot agency. This gives you a detailed insight into our services.

GDPR Implementation and Building a Prospect Database of 500,000 Leads

Initial Situation

Our long-standing client faced a major challenge in 2018 with the introduction of the General Data Protection Regulation (GDPR). The database that had been painstakingly built over the years became almost unusable for marketing and sales activities due to missing consent declarations from prospects. To prevent the worst-case scenario and build a new GDPR-compliant database, we stepped in.

➔ Solution

The first step was to save the existing leads through a campaign to obtain the necessary consent declarations. We then implemented a scoring system, analyzed and optimized processes, synchronized data flows, integrated payment providers, and set up extensive reporting. Thanks to our technical optimization and a free software tool, our client was able to build a database of over 500,000 GDPR-compliant leads over time. This outstanding success was also recognized by the operators of HubSpot, who honored our client as a role model for exceptional achievement.

Sales Automation for a Film and Video Production Company

Initial Situation

Before our collaboration, all sales processes of our client in the film and video production sector were handled manually. This was not only time- and labor-intensive but also led to avoidable costs.

➔ Solution

We digitalized and automated the entire sales structure of our client. Thanks to our work, HubSpot now automatically detects and tags new incoming leads and assigns them to the appropriate sales representative. The activities of the sales team are also automatically tracked, ensuring that leads constantly move one step further along the sales pipeline. In addition, the system reminds users of follow-up calls, special events, and tasks to be completed at the right time. We successfully reduced the working hours and effort of the entire sales team significantly. This allows sales reps to focus on what brings them the most joy and revenue.

Benefits of Working with Us

Technical Affinity

We offer consulting and implementation from a single source. We don't just know marketing and sales automation in theory, we actually implement it.

Thanks to our solid IT expertise, we can execute projects both technically correctly and in compliance with GDPR.

Enthusiasm

We are marketing-enthusiastic IT professionals and provide services with passion. Development, optimization, and implementation at the highest level.

We keep both current and future developments in mind and work out the optimal solution for your business.

Mentoring

Successfully implementing marketing automation is not the end of a business relationship for us, but just the beginning. We maintain ongoing communication with our clients and offer training and support.

We support you and your team in daily use and share knowledge on proper implementation. This way, you get the most out of your new system.

This Is How We Work



1. Initial Assessment and Audit

At the beginning of a new project, we invite our clients to a kickoff meeting. In this meeting, we ask company-specific questions and get to know the business and its structures. We also gain an initial overview of existing data and databases.

Afterwards, we conduct a technical audit which provides us with a detailed insight and overview. We then set up a project plan, typically spanning six months, and define milestones, tasks, and role distributions.

2. Implementation

Our project teams consist of two to seven people, depending on the scope of the project. Each client is assigned a dedicated contact person who also manages the team, distributes tasks, and ensures that deadlines are met.

During the implementation phase, we continuously develop, test, and optimize your new system. We apply improvements, updates, and innovations, keeping legal and technical changes in view. This structure enables us to implement your project on time and successfully in practice.

3. Ongoing Service

HubSpot is constantly evolving. That is why we continue to support our clients even after a successful marketing automation setup with ongoing service. We offer a ticket system and are always available to help with questions and challenges.

In addition, we adapt the system immediately to economic, company-specific, legal, and technical changes. Throughout the entire project and beyond, we provide first-class support. A close collaboration between you and us, along with a clearly defined approach on our part, allows processes to be implemented promptly and successfully in practice.

Building strong relationships is crucial for both customer acquisition and retention. Tracking contacts and managing customer relationships are also essential. A CRM solution is capable of uniting all these success factors in one central location.

Additionally, most systems offer a simple and individually customizable dashboard. This makes important customer data visible at a glance. For example, the history between a customer and your company, the current status of orders, open tasks, the most recent contact with customer service, and much more.

What Our Clients Say About Us



kkvision provided us with world class knowledge and support. From ideation to launch, Team showed great professionalism and proactiveness. Thanks for amazing support!

SANDEEP SINGH

Senior Manager – Bunzl Holding



The team at kkvision consists of absolute professionals. The quick availability and the competent implementation of our requirements made collaboration significantly easier. Thank you for the support!

PHIL HEIMLICH

Managing Director – KG Media Factory GmbH



Luca Körner
CTO



Dimitar Mihaylov
ADMINISTRATOR &
DEVELOPER



Katharina Krug
CEO & FOUNDER



Sebastian Küstermann
CCO



Pratima Patil
ADMINISTRATOR &
CRM & AUTOMATION
MANAGER

Are you looking for a competent
HubSpot agency in Munich and the
surrounding area?



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How much does HubSpot cost?

HubSpot offers various pricing models, which differ based on the tool, range of features, and number of managed contacts and user licenses. What you ultimately pay for HubSpot depends on your specific business requirements and the tools you need.

In addition, agency costs may be incurred if you have the implementation done by experts. While this might seem more expensive at first, it is often more cost-effective, faster, and more efficient in the long term than doing it yourself.

Setting up and properly maintaining HubSpot is very time- and labor-intensive and requires constant training. Qualified specialists are currently very scarce and highly sought after. An agency, however, can immediately support you with advice and practical assistance.

Why work with a HubSpot agency?

Like other marketing automation platforms, HubSpot presents numerous pitfalls: faulty implementations, legal requirements, tool complexity, and lack of know-how are just some of the hurdles on the way to successful marketing automation. Reporting must also be set up correctly to provide meaningful results.

All in all, a high level of IT and marketing knowledge is needed to properly configure structures, algorithms, API connections, and custom programming. Furthermore, suitable qualified personnel are currently very hard to find.

Is HubSpot the right solution for me?

That depends on your individual business requirements and is difficult to answer in general terms. However, HubSpot offers numerous features and advantages. It increasingly covers more business areas, making it possible to implement a wide range of projects with the platform, especially for B2B companies. As an experienced HubSpot agency, we can provide you with detailed advice and help you find the right solution for your needs.

How is the project structured over time?

New projects are typically divided into three phases:

1. Situation Analysis

In the first few days of working together, we develop a comprehensive overview of your company's current situation and learn about your processes and requirements.

2. Implementation

The technical implementation phase lasts from a few weeks to several months, depending on the project's complexity. During this time, our developers build your new HubSpot system.

3. Ongoing Support

Even after successful implementation, we continue to support you and assist in your day-to-day operations. HubSpot is constantly evolving and requires continuous optimization. Alongside this service, we also offer training and support around your new system.

What about data protection?

Even today, data protection remains a very relevant topic. The GDPR is constantly evolving. Accordingly, existing and new regulations must be considered and implemented.

As an experienced marketing automation agency, we can draw on many years of experience and set up your system in compliance with GDPR.