

PRICING DOCUMENT

HubSpot Subscription, Support and Consultancy

Supplier: Discover Digital Solutions Limited | **Framework:** G-Cloud 15 | **Lot:** 2b SaaS

1. PRICING OVERVIEW

This document sets out the pricing for Discover Digital Solutions' HubSpot Subscription, Support and Consultancy services. Our pricing comprises two elements: (1) HubSpot software subscription fees (passed through at HubSpot list prices), and (2) Discover Digital consultancy and support services.

2. CONSULTANCY AND PROFESSIONAL SERVICES

2.1 Standard Day Rate

Service Type	Unit	Rate (excl. VAT)
HubSpot Consultancy	Per Hour	£124.00
HubSpot Consultancy	Per Day (8 hours)	£992.00

The standard hourly rate of **£124.00 + VAT** applies to all consultancy services including:

- Implementation and configuration
- Data migration
- Integration development
- Training and enablement
- Workflow and automation setup
- Reporting and dashboard configuration
- Ongoing optimisation and advisory

2.2 Project-Based Pricing

Implementation projects are quoted individually based on scope and complexity. Project estimates are calculated using the standard hourly rate multiplied by estimated effort. A detailed scope of work and fixed-price or time-and-materials quotation will be provided following a discovery session.

Project Type	Typical Duration	Indicative Price Range
HubSpot Starter Implementation	2-4 weeks	£2,500 - £5,000
HubSpot Professional Implementation	4-8 weeks	£5,000 - £15,000
HubSpot Enterprise Implementation	8-16 weeks	£15,000 - £40,000
Data Migration (Simple)	1-2 weeks	£1,500 - £3,000
Data Migration (Complex)	2-6 weeks	£3,000 - £12,000
Integration Development	1-4 weeks	£2,000 - £10,000

Training (per day)	1 day	£992
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Note: Price ranges are indicative only. Actual project costs depend on specific requirements and will be confirmed in a detailed quotation.

3. SUPPORT AND MAINTENANCE CONTRACTS

Ongoing support and maintenance contracts are available on a monthly retainer basis. Pricing depends on the scope of support required, response time SLAs, and any additional services such as digital marketing support.

Support Package	Included Hours/Month	Monthly Fee (excl. VAT)
Basic Support	4 hours	£496
Standard Support	8 hours	£992
Professional Support	16 hours	£1,984
Enterprise Support	32 hours	£3,968
Custom/Managed Service	As agreed	POA

Support packages include:

- Incident triage and resolution
- Minor configuration changes
- Best practice guidance and advisory
- Regular service reviews
- Access to support desk (email/phone during UK business hours)

Additional hours beyond the monthly allowance are charged at the standard hourly rate (£124/hour). Custom packages with enhanced SLAs, out-of-hours support, or additional services (e.g. digital marketing) are available on request.

4. HUBSPOT SOFTWARE SUBSCRIPTION PRICING

HubSpot subscriptions are available at HubSpot's published list prices. As a HubSpot Solutions Partner, we can procure HubSpot licences on behalf of buyers. Prices below are indicative based on HubSpot's current pricing (as at January 2026) and are subject to change by HubSpot.

4.1 Starter Customer Platform (All Hubs Bundled)

Product	Price per Seat/Month	Billing
Starter Customer Platform (Marketing, Sales, Service, Content, Data Hubs)	£15/seat	Monthly or Annual

4.2 Professional Tier Pricing

Hub	Base Price/Month	Per Seat/Month	Onboarding Fee
Marketing Hub Professional	From £700 (2,500 contacts)	Core Seat included	£2,450 (one-time)
Sales Hub Professional	No base fee	£74/seat	£1,225 (one-time)
Service Hub Professional	No base fee	£74/seat	£1,225 (one-time)
Content Hub Professional	From £350	Core Seat included	N/A

4.3 Enterprise Tier Pricing

Hub	Base Price/Month	Per Seat/Month	Onboarding Fee
Marketing Hub Enterprise	From £2,940 (10,000 contacts)	Core Seat included	£5,700 (one-time)
Sales Hub Enterprise	No base fee	£123/seat	£2,860 (one-time)
Service Hub Enterprise	No base fee	£123/seat	£2,860 (one-time)
Content Hub Enterprise	From £1,100	Core Seat included	N/A

Note: HubSpot prices shown are indicative and based on GBP pricing as at January 2026. Actual prices are subject to HubSpot's current pricing at time of order and may vary. Professional plans require annual commitment. Enterprise plans require annual commitment paid upfront. Marketing contacts and additional features may incur extra costs.

5. PAYMENT TERMS

Project Work: Payment terms are agreed upfront for each project. Typically, payments are structured around project milestones and deliverables. Common arrangements include:

- 50% on project commencement, 50% on completion
- Monthly instalments for longer projects
- Milestone-based payments aligned to deliverables

Support Contracts: Monthly retainers are invoiced monthly in advance.

HubSpot Subscriptions: As per HubSpot's standard terms (monthly or annual billing depending on tier).

Standard Payment Terms: 30 days from invoice date unless otherwise agreed.

6. ADDITIONAL INFORMATION

VAT: All prices are quoted exclusive of VAT. VAT at the prevailing rate (currently 20%) will be added to all invoices.

Expenses: Travel and accommodation expenses for onsite work are charged at cost and agreed in advance.

Discounts: Discounts may be available for educational organisations - please enquire.

Free Consultation: Initial consultation, requirements scoping, and HubSpot demonstrations are provided free of charge with no obligation.

Price Validity: Consultancy rates are valid for the duration of the G-Cloud 15 framework. HubSpot subscription prices are subject to change by HubSpot.

Discover Digital Solutions Limited

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