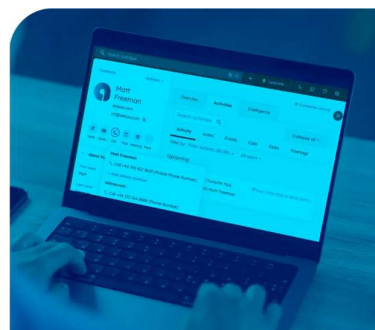


At Adooa, we seamlessly integrate HubSpot with your phone system to provide real-time access to essential customer information.



**Incoming call:** gain that early advantage for customer service and sales with an **instant pop-up when a call comes in**. This displays key details such as the last team member they interacted with, any important notes or alerts like **opportunities, open deals, and key account details**.

**Outgoing call:** you can initiate calls directly from within HubSpot, eliminating the need to write down the phone number. **Click to call** will not only enhance the speed and efficiency of outbound calling but also ensure that **every interaction is automatically saved** against the appropriate contact or deal, improving reporting and performance.



**Log of a call:** HubSpot will log all the details about each call, whether it was **inbound, outbound**, to whom and write comments that you can use as a reminder. This information can be used to generate a simple **dashboard** or, in a more advanced cases, **monitor** who the best performers in your sales team are. Valuable insights that can lead to **target training** or marketing initiatives.

When integrated with your phone system, **HubSpot becomes even more valuable to your business**. Leverage the information generated by your combined communications channels for more impactful engagements with the help of Adooa.