



Cargas and HubSpot

CARGAS®

PRESENTED BY:

Eric Gervase, Sales Manager

Esther Angell, Vice President

Cargas At a Glance

190+

Employees

35+

Years in Business

15x

Best Places to Work in PA

1,000+

Software Implementations

HubSpot Experience

- Grown from un-tiered to Platinum in 1.5 years as HubSpot partner
- Multiple Dynamics CRM to HubSpot integrations
- Custom HubSpot integrations
- Ongoing Optimization managed services
- In-house built integration between Cargas Energy ERP & HubSpot

Our Super Powers

- 20 years of CRM experience
- ERP practices (Sage Intacct and Microsoft) and custom development team with broad industry knowledge (NetSuite, Epicor, Sage 100, AS400, Syteline, etc.)
- Cargas Energy ERP publisher (~300 customers)

Manufacturing

KEYSTONE
SINCE 1945
LIGHT MADE EASY

YOUR CRITICAL LIFT EXPERTS
ACECO
American
CRANE
& EQUIPMENT CORPORATION

BRENTWOOD

FIL-TEC

Prof. Services

McKONLY & ASBURY
TAX
ASSURANCE
CONSULTING
ACCOUNTING

DJK COUNSEL

Sai

e⁺
ePlus Technology

Energy

Homestead

SIERRA
PROPANE

PARKER
GAS CO. INC.
Feel Comfortable With Us

PROPANE
PLUS
HEATING & COOLING

Sales Support Team



Esther Angell
*Vice President
CRM*



Eric Gervase
Sales Manager



Wes Kintner
*Business
Development Rep*



Deanna Forbes
*Customer Success
Manager*



Jon Clemens
*Vice President
DevSol*

Co-selling with Cargas

Collaborative Sales Process

- Discovery call(s) to define value and project requirements
- Product demonstrations to support your sales process and gain enthusiasm and buy-in from the customer
- Solution architecture, integration design
- Packaged and Custom Implementation and onboarding services



[Cargas & HubSpot Partner Page](#)

[Cargas HubSpot Ecosystem Page](#)

Cargas and Professional Services Experience

- 35+ Years in software consulting
- Expertise in Accounting Software
 - Microsoft Dynamics GP
 - Sage Intacct
 - Microsoft Dynamics Business Central
- Integration development
 - Event management (Cvent, etc.)
 - Project management (Wrike, etc.)
 - Workflow integration (Outlook, etc.)
- Custom app development



FIG INDUSTRIES



Managed Mobility, Telecom & IT

Technology. Support. Results.

Key Talking Points for Professional Services

Why HubSpot?

- Intuitive interface that's extremely easy to adopt
 - Ensuring billable resources don't waste time tracking activity
 - Make your information accessible
- Streamlined implementation gets you up and running quickly
- Create smooth customer experiences (without Excel spreadsheets)
- Quantify your results

Benefits of ERP & CRM Integration

- Manage recurring billing
- Automatically generate invoices
- Sync deal data in real time
- Leverage your existing client database
- Forecast effectively

Professional Services Assets

Cargas Sites:

[Cargas HubSpot Site](#)

[Cargas YouTube Channel](#)

[Cargas & HubSpot YouTube](#)

Case Study



[McKonly & Asbury](#)
[CPA & Accounting Services](#)