IndexHalo

HubSpot AI visibility report

Executive report · 13 Oct 2026 – 25 Oct 2026 · 63 AI answers · 6 AI sources · 2 markets

Independent example · read-only results from 63 retained answers · HubSpot is not an IndexHalo customer

HubSpot is named in 57 of 63 AI answers. 19 of 62 answers whose cited pages are known cite hubspot.com.

Average printed position 1.3 across 33 numbered-list answers. 31 of 63 retained answers mention the cost of upgrading or of advanced features.

Results by market

United States · English: 57 answers · named you in 51 of 57 · cited your site in 17 of 56
United Kingdom · English: 6 answers · named you in 6 of 6 · cited your site in 2 of 6
Both markets combined: 63 answers · named you in 57 of 63 · cited your site in 19 of 62
The figures below combine both markets.

Named in AI answers	Answers citing hubspot.com	Position when listed	Share of mentions
57 of 63	**19** of 62	**1.3** Average · printed in 33 of 63 answers	**23.7%** of 241 brand mentions

Do this next · high priority

Get cited where your pages are read

AI sources read 8 of your pages without citing them. Separately, 38 answers name HubSpot without citing your website.

Pages

hubspot.com/products/crm/contact-management (it cited pipedrive.com/en/pricing instead)
hubspot.com/products/crm/small-business (it cited pipedrive.com/en/pricing instead)
hubspot.com/products/email-integration (it cited pipedrive.com/en/pricing instead)

and 5 more under the priority.

Suggested owner: SEO/content

63 AI answers, 13 Oct 2026 – 25 Oct 2026; observed snapshot, not market share; unknown is never shown as zero.
Generated 8 Nov 2026.

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What changed since the last check

5 answers to 1 question can be compared with the previous answer to the same question from the same AI source, market, language and device: 25 Oct 2026 against 14 Oct 2026.

HubSpot is named in 5 of 5 now, 5 before; hubspot.com is cited in 2 of 5 now, 1 before; 1 answer moved HubSpot down.

What changed (Question 1)

Answer	AI source	HubSpot	hubspot.com cited	Cited sites	Newly named
A5 → A11	Google AI Mode · US	#1 → #2	Not cited	Gained baserow.io; lost attio.com	monday CRM
A8 → A39	Claude · US	#1 → named, no number	Not cited	Gained fayedigital.com +2; lost monday.com +1	None
A7 → A45	Perplexity · US	named, no number	not cited → cited	Gained blog.hubspot.com +4; lost attio.com +3	Bigin by Zoho

Overview and next decision

31 of 63 retained answers mention the cost of upgrading or of advanced features. The answers repeatedly portray upgrade costs, alongside accessible entry options. Verify current plan facts before treating the wording as accurate pricing guidance.

The questions and what each AI answered

8 buyer questions, 63 AI answers. Each question below shows what each AI answered, one or two of those answers in their own words, and what to do. Answer numbers (A1, A2…) are the same in the evidence appendix and the Complete data export, where every answer is in full. “Mixed” means an answer has both positive and negative passages about HubSpot.

Question	HubSpot named	hubspot.com cited	Named instead
Q1 · What are the best CRM platforms for a small business with…	21 of 21	6 of 21	Not left out
Q2 · What is the best help desk software for a SaaS company…	6 of 6	2 of 6	Not left out
Q3 · What is the best Salesforce alternative for a 50-person…	6 of 6	2 of 5	Not left out

The questions and what each AI answered (continued)

Question	HubSpot named	hubspot.com cited	Named instead
Q4 · Should a 30-person startup use an all-in-one sales and…	6 of 6	1 of 6	Not left out
Q5 · Which CMS or website platform is best for a B2B marketing…	6 of 6	2 of 6	Not left out
Q6 · Which marketing automation platform is best for a B2B…	6 of 6	2 of 6	Not left out
Q7 · What is the best free CRM for a solo consultant who needs…	6 of 6	3 of 6	Not left out
Q8 · Which CRM is best for a real estate agency with 12 agents…	0 of 6	1 of 6	Follow Up Boss (6)

Question 1: What are the best CRM platforms for a small business with a five-person sales team that needs contact management, email integration, pipeline reporting and room to grow? Compare the leading options, key strengths and limitations, and who each is best for.

21 answers from 6 AI sources in 2 markets, 13 Oct 2026 – 25 Oct 2026. HubSpot is named in 21 of 21; hubspot.com is cited in 6 of 21. The table shows the latest answer from each source in each market, with 9 earlier checks in its last column.

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited	Earlier checks
○ A11	Google AI Mode · US	#2 · Mixed	Pipedrive #1 +2	Not cited	A5 14 Oct: #1; A2 13 Oct: #1
○ A15	Google AI Overviews · UK	#1 · Negative	Pipedrive #2 +3	Not cited	None
○ A16	Google AI Mode · UK	#1 · Mixed	Pipedrive #2 +2	Not cited	None
○ A17	Google AI Overviews · US	#2 · Mixed	Pipedrive #1 +3	Not cited	None
● A35	ChatGPT · US	#1 · Mixed	Pipedrive #2 +3	Cited	A9 14 Oct: #1; A4 13 Oct: #1

● named and cited ○ named, not cited — not named ◌ not classified

Question 1 (continued)

Answer	AI source	HubSpot	Also named	hubspot.com cited	Earlier checks
○ A39	Claude · US	Named · Mixed	Salesforce +3	Not cited	A8 14 Oct: #1
● A45	Perplexity · US	Named · Mixed	Salesforce +4	Cited	A7 14 Oct: named; A1 13 Oct: named
○ A54	Gemini · US	#1 · Mixed	Pipedrive #2 +3	Not cited	A6 14 Oct: #1; A3 13 Oct: #1
● A58	Perplexity · UK	#2 · Mixed	Pipedrive #1 +5	Cited	None
● A61	ChatGPT · UK	#2 · Mixed	Pipedrive #1 +3	Cited	None
○ A62	Claude · UK	Named · Mixed	Freshsales #4 +4	Not cited	None
○ A63	Gemini · UK	#1 · Mixed	Pipedrive #2 +2	Not cited	None

Two answers in their own words

A15 · Google AI Overviews · 25 Oct 2026 · United Kingdom · English · negative about HubSpot

Negative about HubSpot: “Key Limitations: Pricing tiers escalate quickly once you move past starter levels and require more complex sales automations or custom reporting limits.”

Cites sybill.ai: 10 Best CRM Tools for Sales Teams in 2026 and 6 other pages.

A35 · ChatGPT · 25 Oct 2026 · United States · English · cites hubspot.com

About HubSpot: “My shortlist is HubSpot, Pipedrive, Zoho CRM, Freshsales, and Salesforce Starter Suite.”

Cites hubspot.com: Official pricing (your site) and 11 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

What to do for this question

• Make hubspot.com the cited source: 15 answers name HubSpot without citing hubspot.com (A1, A2, A3, A5 and 11 more); they cite pipedrive.com: Best CRM Tools for 2026: top 15 compared.

• Move up the lists: in 4 answers (A11, A17, A58, A61) HubSpot is listed below Pipedrive.

• Check the claims before answering them: 21 answers include a negative passage about HubSpot, all on the cost of upgrading or of advanced features (A1, A2, A3, A4 and 17 more), for example “Advanced automation, reporting, and marketing features can become expensive as the team grows.”. (Priority 2)

Question 2: What is the best help desk software for a SaaS company with an eight-person support team that needs ticketing, live chat, a knowledge base and CRM integration?

6 answers from 6 AI sources (United States · English), 25 Oct 2026. HubSpot is named in 6 of 6; hubspot.com is cited in 2 of 6.

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited
○ A10	Google AI Overviews	#2 · Positive	Salesforce +2	Not cited
○ A24	Google AI Mode	Named · No tone	Salesforce +3	Not cited
○ A29	Claude	#3 · Positive	Zoho CRM #4 +6	Not cited
● A36	ChatGPT	#4 · Mixed	Salesforce +3	Cited
● A43	Perplexity	Named · Negative	Salesforce +5	Cited
○ A59	Gemini	#2 · Positive	Salesforce +2	Not cited

Two answers in their own words

A43 · Perplexity · 25 Oct 2026 · United States · English · negative about HubSpot

Negative about HubSpot: “The most useful automation and reporting features may require higher-tier HubSpot subscriptions.”

Cites blog.hubspot.com: 22 best customer service software tools (your site) and 9 other pages.

A36 · ChatGPT · 25 Oct 2026 · United States · English · cites hubspot.com

About HubSpot: “My initial shortlist would be Intercom, Zendesk, and Freshdesk, with HubSpot Service Hub as a strong alternative if your company already uses HubSpot CRM.”

Cites blog.hubspot.com: Customer service software for enterprises: Best options that scale wi… (your site) and 10 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

What to do for this question

• Make hubspot.com the cited source: 4 answers name HubSpot without citing hubspot.com (A10, A24, A29, A59); they cite freshworks.com: 15 Best SaaS Help Desk Software for Support Teams 2026.

• Move up the lists: in 4 answers (A10, A29, A36, A59) HubSpot is listed below another brand.

Question 2 (continued)

• Check the claims before answering them: 2 answers include a negative passage about HubSpot, all on the cost of upgrading or of advanced features (A36, A43), for example “Trade-off: Advanced service capabilities may require a more expensive tier.”.

Question 3: What is the best Salesforce alternative for a 50-person B2B company that finds Salesforce too complex and expensive? Compare setup time, ease of use, customization and total cost.

6 answers from 6 AI sources (United States · English), 25 Oct 2026. HubSpot is named in 6 of 6; hubspot.com is cited in 2 of 5.

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited
○ A12	Google AI Overviews	#1 · Mixed	Pipedrive #2 +2	Not recorded
○ A26	Google AI Mode	#1 · Positive	Pipedrive #2 +2	Not cited
● A32	ChatGPT	#1 · Mixed	Pipedrive #2 +3	Cited
○ A38	Claude	#1 · Positive	Zoho CRM #2 +3	Not cited
● A48	Perplexity	Named · Mixed	Salesforce +3	Cited
○ A56	Gemini	#1 · Positive	Pipedrive #2 +1	Not cited

Two answers in their own words

A12 · Google AI Overviews · 25 Oct 2026 · United States · English · negative about HubSpot

Negative about HubSpot: “Moderate to High (Price jumps as you scale contacts)”

Cited pages: not supplied by this AI source.

A32 · ChatGPT · 25 Oct 2026 · United States · English · cites hubspot.com

About HubSpot: “My recommendation is to start with HubSpot, Pipedrive, and Zoho CRM.”

Cites blog.hubspot.com: Salesforce vs. Zoho: Which CRM is better for cross-team alignment? (your site) and 9 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

● named and cited ○ named, not cited — not named ◌ not classified

Question 3 (continued)

What to do for this question

• Make hubspot.com the cited source: 3 answers name HubSpot without citing hubspot.com (A26, A38, A56); they cite acropolium.com: Best Salesforce Alternatives for Mid-Size Businesses in 2026.

• Check the claims before answering them: 3 answers include a negative passage about HubSpot: 2 on the cost of upgrading or of advanced features (A12, A48), for example “Moderate to High (Price jumps as you scale contacts)”; 1 on other points (A32).

Question 4: Should a 30-person startup use an all-in-one sales and marketing platform or separate best-of-breed tools? Which platforms do experts recommend for each approach, and why?

6 answers from 6 AI sources (United States · English), 25 Oct 2026. HubSpot is named in 6 of 6; hubspot.com is cited in 1 of 6.

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited
○ A13	Google AI Overviews	Named · No tone	Salesforce +2	Not cited
○ A27	Google AI Mode	Named · Positive	Zoho CRM +2	Not cited
● A40	ChatGPT	#1 · Mixed	Pipedrive #1 +3	Cited
○ A47	Perplexity	Named · No tone	Salesforce +5	Not cited
○ A49	Claude	Named · No tone	Salesforce +3	Not cited
○ A53	Gemini	#1 · Mixed	Zoho CRM +3	Not cited

One answer in its own words

A40 · ChatGPT · 25 Oct 2026 · United States · English · negative about HubSpot

Negative about HubSpot: “Watch out for: advanced automation, reporting, and contact-based pricing at higher tiers.”

Cites blog.hubspot.com: 9 popular startup CRMs & which is best for you (your site) and 19 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

Question 4 (continued)

What to do for this question

• Make hubspot.com the cited source: 5 answers name HubSpot without citing hubspot.com (A13, A27, A47, A49 and 1 more); they cite 20xbusiness.com: Comparison: All-in-One Marketing Suites vs. Best-of-Breed Stacks in 2….

• Check the claims before answering them: 2 answers include a negative passage about HubSpot, all on the cost of upgrading or of advanced features (A40, A53), for example “Watch out for: advanced automation, reporting, and contact-based pricing at higher tiers.”.

Question 5: Which CMS or website platform is best for a B2B marketing team that wants to publish landing pages and a blog, manage SEO, and send form submissions straight into their CRM?

6 answers from 6 AI sources (United States · English), 25 Oct 2026. HubSpot is named in 6 of 6; hubspot.com is cited in 2 of 6.

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited
○ A14	Google AI Overviews	Named · Negative	Salesforce +2	Not cited
○ A23	Google AI Mode	Named · No tone	Salesforce +2	Not cited
○ A31	Claude	Named · Positive	Salesforce +2	Not cited
● A33	ChatGPT	#1 · Mixed	Salesforce +4	Cited
● A51	Perplexity	Named · No tone	WordPress (not tracked) +1	Cited
○ A60	Gemini	Named · Positive	Salesforce +4	Not cited

Two answers in their own words

A14 · Google AI Overviews · 25 Oct 2026 · United States · English · negative about HubSpot

Negative about HubSpot: “Drawback: It is a paid enterprise/growth tool with CMS Hub pricing starting around $360 per month.”

Cites topappdevelopmentcompanies.com: Top 9 CMS Platforms for Marketers in 2025 and 4 other pages.

● named and cited ○ named, not cited — not named ◌ not classified

Question 5 (continued)

A33 · ChatGPT · 25 Oct 2026 · United States · English · cites hubspot.com

About HubSpot: “For a B2B marketing team that needs to publish landing pages and a blog, manage SEO, and send form submissions directly into a CRM, HubSpot Content Hub is the best default choice if you want an integrated marketing stack.”

Cites blog.hubspot.com: 5 content management software tools: Which one fits your content oper… (your site) and 8 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

What to do for this question

• Make hubspot.com the cited source: 4 answers name HubSpot without citing hubspot.com (A14, A23, A31, A60); they cite amwhiz.com: Webflow vs WordPress vs HubSpot CMS for B2B (2026).

• Check the claims before answering them: 2 answers include a negative passage about HubSpot, all on the cost of upgrading or of advanced features (A14, A33), for example “Drawback: It is a paid enterprise/growth tool with CMS Hub pricing starting around $360 per month.”.

Question 6: Which marketing automation platform is best for a B2B company that wants to nurture leads with email sequences, lead scoring and landing pages, without a dedicated marketing operations team?

6 answers from 6 AI sources (United States · English), 25 Oct 2026. HubSpot is named in 6 of 6; hubspot.com is cited in 2 of 6.

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited
○ A18	Google AI Overviews	Named · Positive	ActiveCampaign	Not cited
○ A22	Google AI Mode	Named · No tone	Salesforce +2	Not cited
● A28	ChatGPT	#1 · Mixed	ActiveCampaign #2 +2	Cited
○ A30	Claude	Named · Positive	Salesforce +1	Not cited
● A46	Perplexity	Named · Mixed	Salesforce +1	Cited
○ A55	Gemini	#1 · Positive	ActiveCampaign #2	Not cited

● named and cited ○ named, not cited — not named ◌ not classified

Question 6 (continued)

Two answers in their own words

A28 · ChatGPT · 25 Oct 2026 · United States · English · negative about HubSpot

Negative about HubSpot: “However, there's one important caveat: the plan matters. HubSpot's entry-level plans are much cheaper, but advanced lead scoring and automation require a higher tier, which can make it expensive for a small team.”

Cites legal.hubspot.com: HubSpot Products & Services Catalog (your site) and 8 other pages.

A46 · Perplexity · 25 Oct 2026 · United States · English · cites hubspot.com

About HubSpot: “HubSpot Marketing Hub Professional is the best default for this use case.”

Cites blog.hubspot.com: 22 best B2B lead generation tools (your site) and 9 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

What to do for this question

• Make hubspot.com the cited source: 4 answers name HubSpot without citing hubspot.com (A18, A22, A30, A55); they cite drip.com: Best Marketing Automation Platforms 2026 - Drip.

• Check the claims before answering them: 2 answers include a negative passage about HubSpot, all on the cost of upgrading or of advanced features (A28, A46), for example “However, there's one important caveat: the plan matters. HubSpot's entry-level plans are much…”.

Question 7: What is the best free CRM for a solo consultant who needs to track leads, send emails and book meetings? Explain what the free plans include and their limits.

6 answers from 6 AI sources (United States · English), 25 Oct 2026. HubSpot is named in 6 of 6; hubspot.com is cited in 3 of 6.

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited
● A19	Google AI Overviews	#1 · Positive	Zoho CRM #2	Cited
● A25	Google AI Mode	#1 · No tone	Zoho CRM +1	Cited
● A41	ChatGPT	#1 · Positive	Zoho CRM #2 +1	Cited
○ A42	Claude	Named · Mixed	Zoho CRM +1	Not cited

● named and cited ○ named, not cited — not named ◌ not classified

Question 7 (continued)

Answer	AI source	HubSpot	Also named	hubspot.com cited
○ A44	Perplexity	Named · No tone	Salesforce +2	Not cited
○ A52	Gemini	Named · Positive	Zoho CRM #1 +1	Not cited

Two answers in their own words

A42 · Claude · 25 Oct 2026 · United States · English · negative about HubSpot

Negative about HubSpot: “HubSpot also has the best integrations ecosystem in business software — though paid hubs can become expensive fast.”

Cites taskip.net: Best CRM Software for Consulting Firms: 16 Top Picks (2026) and 7 other pages.

A19 · Google AI Overviews · 25 Oct 2026 · United States · English · cites hubspot.com

About HubSpot: “HubSpot Free CRM is the best overall free CRM for a solo consultant who needs to track leads, send emails, and book meetings.”

Cites hubspot.com: Streamline Your Entire Business With a Free CRM | HubSpot (your site) and 6 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

What to do for this question

• Make hubspot.com the cited source: 3 answers name HubSpot without citing hubspot.com (A42, A44, A52); they cite appadvize.com: Best CRM Software for Consultants (2026) — AppAdvize.

• Check the claims before answering them: 1 answer includes a negative passage about HubSpot, all on price and value apart from the cost of upgrading (A42), for example “HubSpot also has the best integrations ecosystem in business software — though paid hubs can become…”.

Question 8: Which CRM is best for a real estate agency with 12 agents that needs lead capture from listing sites, automatic follow-up reminders and a good mobile app?

6 answers from 6 AI sources (United States · English), 25 Oct 2026. HubSpot is named in 0 of 6; hubspot.com is cited in 1 of 6.

Question 8 (continued)

What each AI answered

Answer	AI source	HubSpot	Also named	hubspot.com cited
— A20	Google AI Overviews	Not named	Follow Up Boss (not tracked) +3	Not cited
— A21	Google AI Mode	Not named	Follow Up Boss (not tracked) +1	Not cited
— A34	ChatGPT	Not named	Follow Up Boss (not tracked) +4	Not cited
— A37	Claude	Not named	Follow Up Boss (not tracked) +4	Not cited
— A50	Perplexity	Not named	Follow Up Boss (not tracked)	Cited
— A57	Gemini	Not named	Follow Up Boss (not tracked) +1	Not cited

Two answers in their own words

A34 · ChatGPT · 25 Oct 2026 · United States · English · leaves HubSpot out

About Follow Up Boss: “For a real estate agency with 12 agents, I’d put Follow Up Boss at the top of the shortlist.”

Cites adnxt.com: Best CRM for Real Estate Agents: 7 Picks Compared and 16 other pages.

A50 · Perplexity · 25 Oct 2026 · United States · English · cites hubspot.com

Opening (does not name HubSpot): “Follow Up Boss (FUB) is the best fit for a 12-agent U.S. real estate agency. It is purpose-built for teams handling leads from multiple listing portals, automatically routes leads to agents, supports automated email/SMS follow-up and reminders, and provides team reporting plus mobile access.”

Cites blog.hubspot.com: 6 best CRMs for real estate businesses in 2026 - HubSpot Blog (your site) and 9 other pages.

Every answer in full: download this report with the evidence appendix and find it by its number.

What to do for this question

• Get named where you are left out: 6 of 6 answers (A20, A21, A34, A37 and 2 more) leave HubSpot out and name Follow Up Boss (6), Wise Agent (5), kvCORE (3) instead.

• Get onto the sites those answers rely on: each of their pages is cited once; across this report hostinger.com is cited in 5 answers from 2 AI sources and monday.com is cited in 5 answers from 2 AI sources.

● named and cited ○ named, not cited — not named ◌ not classified

Question 8 (continued)

• Check how your own page presents HubSpot: A50 cites blog.hubspot.com: 6 best CRMs for real estate businesses in 2026 - HubSpot Blog and still leaves HubSpot out, naming Follow Up Boss.

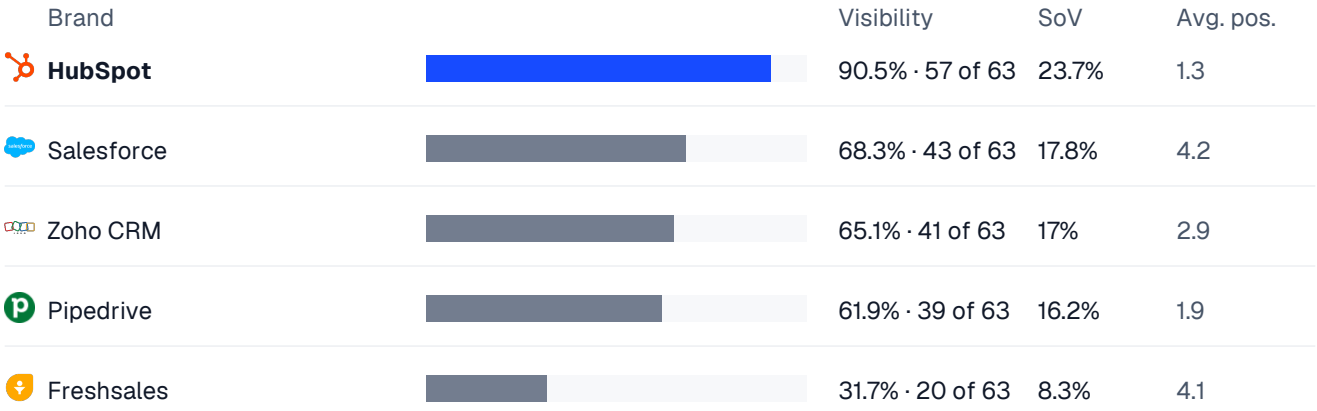
How the answers position your brand

Each row describes the retained answers from one AI source. A mention and an owned citation are different events. Unknown outcomes remain unmeasured.

11 compared brands · 63 retained answers.

Brand visibility

5 compared brands · share of answers naming each brand



SoV counts answer mentions, not market share.

What each AI source does

How many of each source's answers name the brand, recommend it (outright, or for a stated case such as "Choose X if…") and cite its website. Naming is not recommending.

AI source	Answers	Names the brand	Recommends it	Cites its site
Gemini	11	10 of 11	8 of 11 (8 stated case)	0 of 11
ChatGPT	11	10 of 11	6 of 11 (6 stated case)	10 of 11
Perplexity	11	10 of 11	6 of 11 (6 stated case)	7 of 11
Google AI Mode	11	10 of 11	2 of 11 (2 stated case)	1 of 11
Claude	10	9 of 10	2 of 10 (1 outright, 1 stated case)	0 of 10
Google AI Overviews	9	8 of 9	0 of 9	1 of 9

Who the answers recommend in your place

Analysis	What the answers show
Who the answers recommend, buyer by buyer	HubSpot is the most-recommended brand for 4 of 8 buyers. For a small business with a five-person sales team, the answers recommend Pipedrive in 12 of 21 and HubSpot in 11 of 21.
Which cited sites go with being recommended	Answers that cite reddit.com recommend HubSpot in 0 of 4; answers to the same questions that don't cite it, 20 of 35.

Strengths and objections to address

These are portrayals in collected answers, not independently verified product facts. A theme can contain both a strength and a limitation.

Cost of upgrading or of advanced features

31 of 63 retained answers mention the cost of upgrading or of advanced features.

Google AI Mode · 13 Oct 2026, 22:52 UTC
“Steep price jump when moving from Starter to Professional tiers.”

Ease of adoption

31 of 63 retained answers contain attributable passages about ease of adoption.

Google AI Mode · 13 Oct 2026, 22:52 UTC
“Extremely intuitive user interface, world-class email sync (Gmail/Outlook), robust free-to-starter entry, and massive ecosystem scalability.”

Acts on: Priority 2 · Check the claims before answering them (Question 1)

Which sources support the answers

An answer citing a site does not prove that the site caused what the answer said. Retrieval is a separate event, compared only where the source retained it.

Site	Whose	Answers citing it
salesforce.com	Salesforce	13 of 63
pipedrive.com	Pipedrive	13 of 63
hubspot.com	Your site	12 of 63

Which sources support the answers (continued)

Site	Whose	Answers citing it
blog.hubspot.com	Your site	11 of 63
zapier.com	Other site	9 of 63

Acts on: Priority 1 · Get cited where your pages are read

Priority 1: Get cited where your pages are read

Set out on the cover, under Do this next.

- hubspot.com/products/crm/contact-management · read by ChatGPT; it cited pipedrive.com instead
- hubspot.com/products/crm/small-business · read by ChatGPT; it cited pipedrive.com instead
- hubspot.com/products/email-integration · read by ChatGPT; it cited pipedrive.com instead
- hubspot.com/pricing/suite · read by ChatGPT; it cited comparevue.com instead
- hubspot.com/comparisons/salesforce-vs-hubspot · read by ChatGPT; it cited resources.rework.com instead

and 3 more in the Complete data export (results/11-actions.csv).

Priority 2: Check the claims before answering them (Question 1)

21 answers include a negative passage about HubSpot, all on the cost of upgrading or of advanced features (A1, A2, A3, A4 and 17 more), for example “Advanced automation, reporting, and marketing features can become expensive as the team grows.”

Question 1: What are the best CRM platforms for a small business with a five-person sales team that needs…

Owner: Product marketing with product/pricing review. Check it in the next comparable answers to Question 1.

Scope, limitations and the next observation

Missing evidence is not a measured zero. Answers in a language the analysis does not read are shown as not classified. Quotes are verbatim, and repeated portrayals are not independent corroboration.

4 internal references were removed.

Findings describe retained answers, not market share or verified product facts, and suggested changes need review before and after. Reopening and exporting use the retained answers and consume no search credits.