

RedFlagAlert



Red Flag Alert – HubSpot APP

Gain insider information on your prospects and clients by simply connecting your HubSpot CRM to a live Red Flag Alert database of over 6.5 million UK businesses.

Version 1.12

HOW TO INSTALL APP

Go to the HubSpot APP Marketplace and search for “red flag” install the Red Flag Alert – B2B Leads App.

OR

[CLICK HERE](#)

RECOMMENDATION

Before using the App, we highly recommend, switching on/off custom fields in field mapping.

To access field mapping, open App, click Settings then Field Mapping tab.

SWITCH OFF OVERRIDING DEFAULT FIELDS

You can switch off overriding fields in Field Mapping:

- zip
- Address
- City
- Name
- Phone
- Website
- domain

HOW TO ACCESS THE APP

Click on any company record and click on the **Red Flag Alert App** button.

The screenshot shows a HubSpot interface for a company record. At the top, there is a navigation bar with a double arrow icon and a dropdown menu labeled "B2B Leads (1)". Below this, a card displays company details: "Company Number: 00096056", "Credit Rating: Bronze", "Credit Limit: £20,000,000.00", and "Creditor Days: 46". There are "View more" and "Actions" links. A red box highlights a button labeled "Red Flag Alert App" located below the card. At the bottom of the card, there is a logo for "rfa Powered by Red Flag Alert - B2B Leads | About Us".

SETTINGS

Red Flag Alert - B2B Leads - Red Flag Alert App



App Settings

Main Settings [Field Mapping](#)

Auto Enrichment Feature (Enabled)
When creating or import companies into your CRM, the records will automatically be enriched with Red Flag Alert Data.

Auto Enrichment: companies On Off

Auto Enrichment: Create contacts for Companies On Off

[Save](#)

[Close App](#)

AUTO ENRICHMENT FEATURE

Auto enrichment of company records with Red Flag Alert Data.

HOW IT WORKS

When you create or import records into your CRM with valid company numbers, the records will automatically be updated with Red Flag Alert Data.

When the create contacts for company's switch is on, using the email or website, our app will create contacts and associate them to the company.

CREDITS: Each company enrichment will be one credit, if you have no credits, no enrichment will be done.

COMPANIES - SWITCHING AUTO ENRICHMENT ON/OFF (Default OFF)

- Open the App, click on "Settings" button.
- Click On/Off button for "Auto Enrichment Organizations"

CREATE CONTACTS FOR COMPANIES ON/OFF (Default OFF)

- Open the App, click on "Settings" button.
- Click On/Off button for "Auto Enrichment: Create contacts for Companies".

AUTO ENRICHMENT – Disabled

If auto enrichment is disabled, ask you Red Flag Alert account manager, about enabling it.

FIELD MAPPING

You can switch ON/OFF all RFA custom fields, including mapping the fields to your own HubSpot fields.

App Settings

[Main Settings](#) [Field Mapping](#)

Company Field Mapping (85 of 87)

RFA Field Name	Description	Resource	Type	HubSpot API Name	HubSpot Field Name	Status
RFA Actual Turnover	Company actual turnover	Company	number	redflag_actual_turnover	Actual Turnover	ON
RFA Address Postcode	RFA Address Postcode	Company	string	zip	RFA Address Postcode	ON
RFA Address Street	RFA Address Street	Company	string	address	RFA Address Street	ON
RFA Address Town	RFA Address Town	Company	string	city	RFA Address Town	ON
RFA Audit Fee	The fee paid to the auditors.	Profit and Loss	number	rfa_audit_fee	RFA Audit Fee	ON

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Update Field

CREDIT CHECK/INSIGHTS

Update the company RFA field mapped fields.

Search Button: You can search by company name or company number.

Refresh Data Button: Updates all RFA data for this company.

Create Directors: Create all active directors as contacts for company record.

The screenshot displays the 'Company Credit Check/Insights' page for 'Fujitsu Services Limited'. At the top, there is a search bar with the company name and a 'Search' button. Below the search bar are navigation tabs: 'Core Data', 'More Data (35)', 'CCJs', 'Mortgages', and 'Gazette'. The 'Core Data' tab is active, showing a summary of key metrics: RFA Rating (Bronze), Growth Score (Very Likely), Creditor Days (46), CCJs (n/a), Credit Limit (20,000,000), and Net Worth (688,100,000). There are also LinkedIn links for 'Fujitsu Services Limited' and 'William Patterson'. A table below provides detailed information:

Company Name	Fujitsu Services Limited	Company Number	00096056
Incorporation Date	13-12-1907	Full Company Report	Full Red Flag Alert Report
Company Email	infomexico@fujitsu.com	Turnover	1,296,200,000
Company Phone	01235797711	Cash In Bank	13,700,000
Employees	6,389	Website	https://www.fujitsu.com
SIC Codes	95110,62090,62020	SIC Group Description	Computer programming, consultancy and related activities
SIC Description	Computer consultancy activities	Last Filed Accounts	31-03-2022
Last Company Action	Accounts Added on 12-01-2023	Update Date	22-07-2023
Address	Lovelace Road, Bracknell, RG12 8SN		
Director(s)	William Patterson, Rachel Hitching, Anwen Owen		

At the bottom, there are buttons for 'Refresh Data', 'Close App', and 'Create Directors'. A message at the bottom left states 'Data successfully loaded.'

TAB: Core Data: Display the main RFA field mapped data.

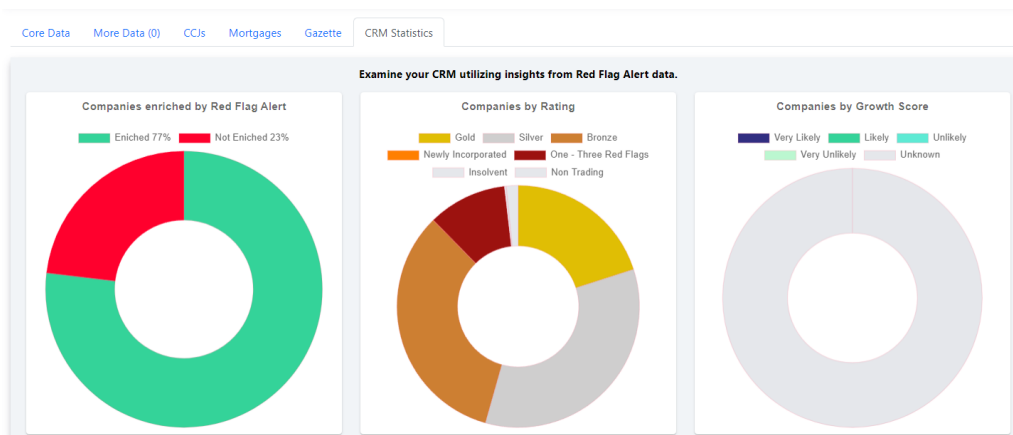
TAB: More Data: Displays all the field mapped data.

TAB: CCJs: Displays all CCJs information for the company.

TAB: Mortgages: Displays all mortgages information for the company.

TAB: Gazette: Displays all gazette information for the company.

TAB: CRM Statistics: Examine your CRM utilizing insights from Red Flag Alert Data.



FIND CONTACTS

Created contacts will be associated to the company.

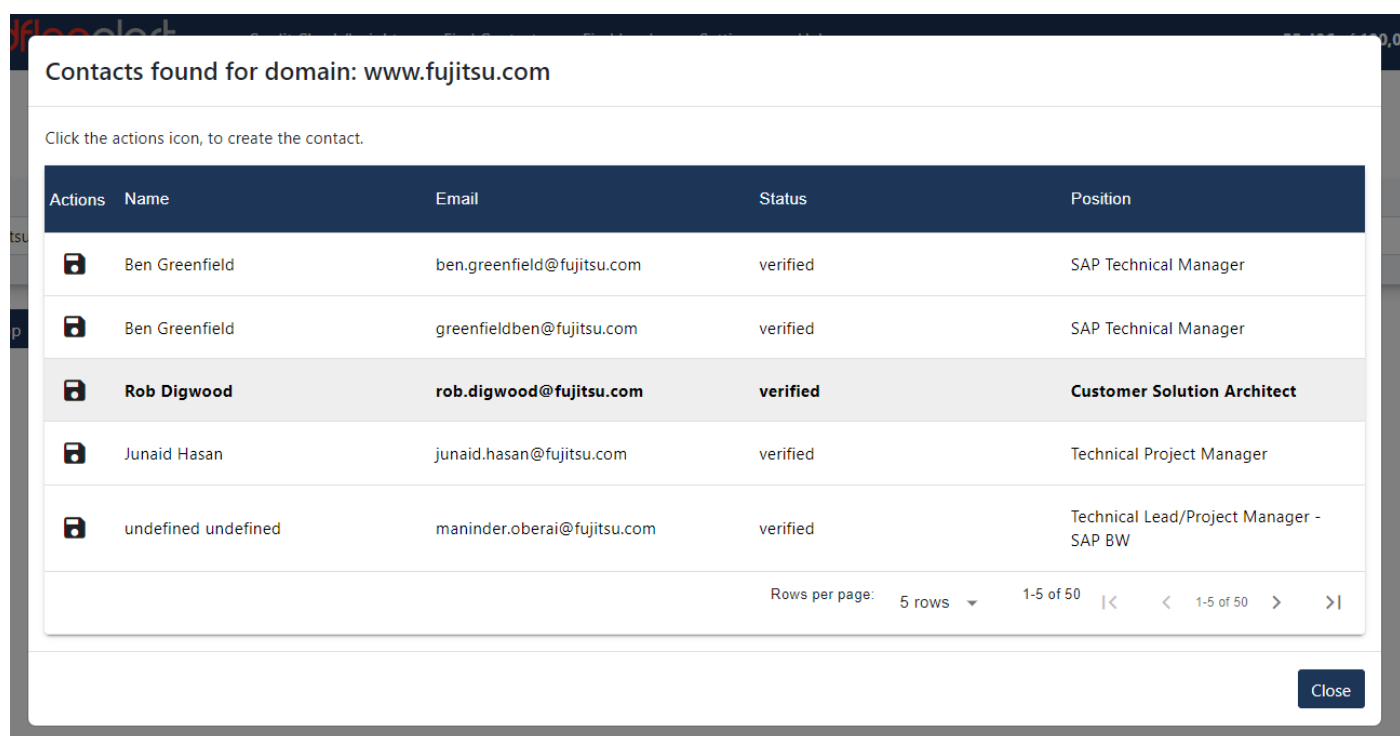
Search Button

Search for contacts using the domain name.

Actions Button






Click to create contact.

IMPORTANT NOTE: No credits are charged for this, as we cannot guarantee the quality of the emails.



Contacts found for domain: www.fujitsu.com

Click the actions icon, to create the contact.

Actions	Name	Email	Status	Position
	Ben Greenfield	ben.greenfield@fujitsu.com	verified	SAP Technical Manager
	Ben Greenfield	greenfieldben@fujitsu.com	verified	SAP Technical Manager
	Rob Digwood	rob.digwood@fujitsu.com	verified	Customer Solution Architect
	Junaid Hasan	junaid.hasan@fujitsu.com	verified	Technical Project Manager
	undefined undefined	maninder.oberai@fujitsu.com	verified	Technical Lead/Project Manager - SAP BW

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Close

FIND LEADS

Create new company records, with the option to create contacts associated to the company.

Field: New record owner

The user can assign the new company records to another user within their CRM.

Field: Create Company contacts

If this option is ON, new contacts records will be created.

IMPORTANT NOTE: No credits are charged for contacts, as we cannot guarantee the quality of the emails.

Field: Create Company directors

If this option is ON, all active directors will be created.

The screenshot displays the 'Find Leads' interface. At the top, there is a navigation bar with the 'redflagalert' logo and menu items: 'Credit Check/Insights', 'Find Contacts', 'Find Leads', 'Settings', and 'Help'. On the right side of the navigation bar, it shows '55,496 of 100,000 Credits'. Below the navigation bar, a status message reads: 'Find Leads - Enrich your CRM on every UK business, giving you insights to deliver best-in-class sales and credit risk.' The main interface features a 'Scheduler is idle' indicator with a 100% progress bar. Below this, there are tabs for 'Company/Contacts', 'Scores', 'SIC Codes', 'Filters', 'Dates & Ranges', 'Location', 'Debenture/Mortgages', and 'Scheduler List'. The 'Company/Contacts' tab is active, showing a form with the following fields: 'Campaign Name' (test001), 'New record owner' (Jason Dahar), 'Keyword Filter' (filter company name by keyword), 'Auditor Keyword Filter' (kpmg), 'Company Type' (Limited), 'Create Company contacts' (On/Off), 'Create Company directors' (On/Off), and 'Contact Job Title Filter' (Senior Management (VP, President, Directors, MD, CEO, Chief, Chairman, Head) x Marketing and Sales (Marketing, Sales) x). At the bottom of the form, there are 'Search', 'Clear', and 'Close App' buttons. A green message below the buttons states 'Schedule list refreshed'.

Find Leads – Results List

Actions Button (In List)

You can create each company record in the list.

Generate Records Button

Create all company records.

Ready to generate 430 companies.

Actions	Company Number	Company Name	Address	Type	Turnover	Rating
	01526281	G.i. Hadfield & Son Limited	M43 7LB	Trading	13,220,000	Bronze
	13303085	Leclerc Foods Uk Limited	M3 2ER	Registered	7,041,941	Bronze
	01958053	Dtp Hospitality Uk Limited	M1 3DG	Trading	4,200,000	Bronze
	06282949	Energy Acquisitions Uk Limited	WA3 6GR	Trading	11,000,000	Silver
	01908249	Dcc Energy Uk Limited	WA3 6GR	Trading	20,000,000	One Red Flag

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Generate Records **Cancel**

Scheduler List

Displays all the find lead campaigns you have created.

Find Leads - Enrich your CRM on every UK business, giving you insights to deliver best-in-class sales and credit risk.

Scheduler is idle

100%

Company/Contacts Scores SIC Codes Filters Dates & Ranges Location Debenture/Mortgages Scheduler List

Campaign Date	Campaign Name	Duplicates	New	Processed	Total	Status
22-07-2023	Campaign name	0	120	120	120	Finished

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Refresh Schedule List **Delete Schedule**

HUBSPOT CUSTOM FIELDS CREATED BY APP

The following fields are created, when you install our APP.

Group Name: **Red Flag Financial Information**

Company Record: **Custom Fields**

- Company Number
- Credit Limit
- Creditor Days
- Last Action
- Last Action Date
- Incorporation Date
- Cash In Bank
- CCJS Amount
- Number of CCJs
- Net Worth
- Rating Code
- Rating Description
- TPS Registered
- SIC Codes
- SIC Code Description
- SIC Group Description
- Estimated Turnover
- Actual Turnover
- Directors
- Company Email
- RFA Update Date
- RFA CCJ Satisfied
- RFA Trading Address
- VAT Number
- RFA Company ID
- RFA Search Campaign

Contact Record: Custom Fields

- Social Media URL
- RFA Search Campaign