

# 5.14 HubSpot workflow

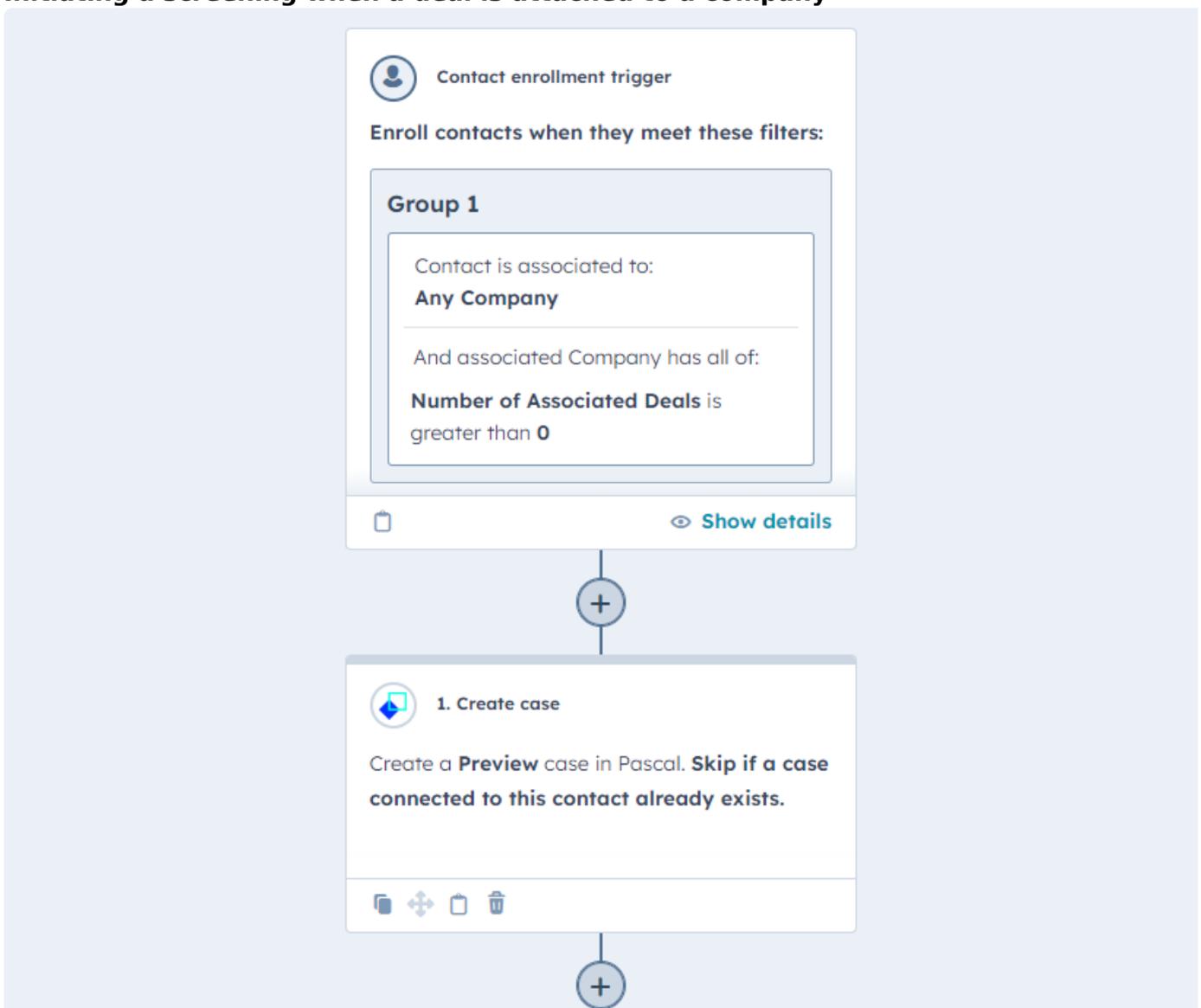
## Pascal actions

With the update of Pascal to 5.14, we introduce Pascal actions in HubSpot workflows. Pascal screenings can now be initiated or updated from HubSpot workflows when specific criteria are met or an event occurs, based on your customised workflow.

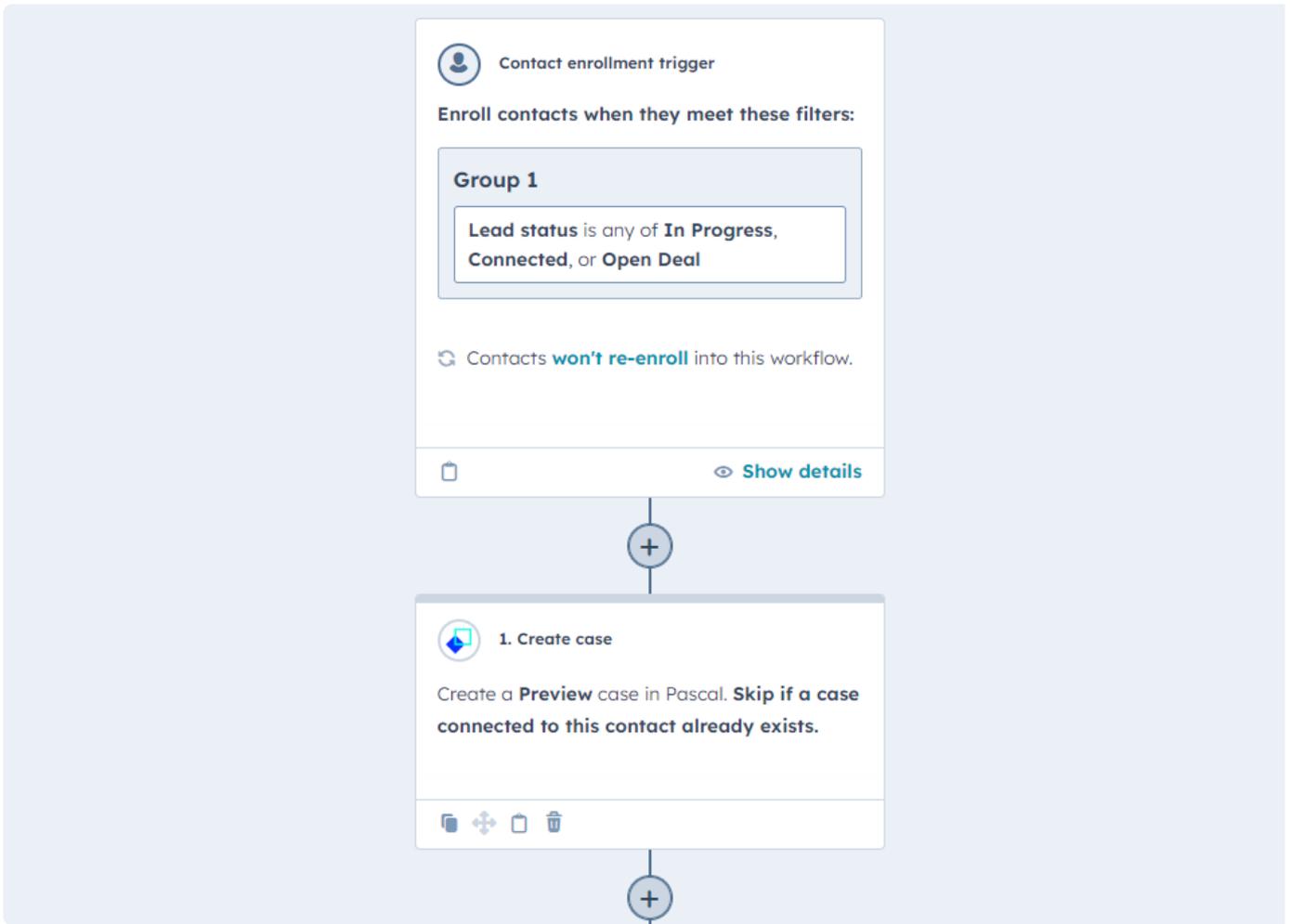
Using this new functionality, the customisation options are endless to start screening only specific HubSpot contacts or companies or even updating Pascal screenings based on your customised workflows in HubSpot.

A few examples of the Pascal actions that can be initiated from a HubSpot workflow:

- Initiating a screening when a deal is attached to a company



**Initiating a screening when the lead status of a contact changes to a certain value:**



● **Changing a case to monitored when the associated deal is closed:**



### Company enrollment trigger

Enroll companies when they meet these filters:

#### Group 1

Company is associated to:

**Any Deal**

And associated Deal has all of:

**Deal stage** is any of **Closed Won**  
(Sales Pipeline)



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### 1. Change case status

Change linked Pascal case to **Monitored**  
(daily)



### 2. Change case assignee

Assign linked Pascal case to  
**jane.doe@vartion.com**



Revision #1

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