

Bitrix24[®]

Success Stories

Bit24: Transforming Businesses with Smart CRM Solutions



Hugo
Miranda

- CEO of Bit24,
- Bitrix24 partner since 2020

Bitrix24[Ⓢ]

Helping Companies Work Smarter Since 2020

This is the story of **Bit24**, a Bitrix24 partner since 2020,
led by **Hugo Miranda**.

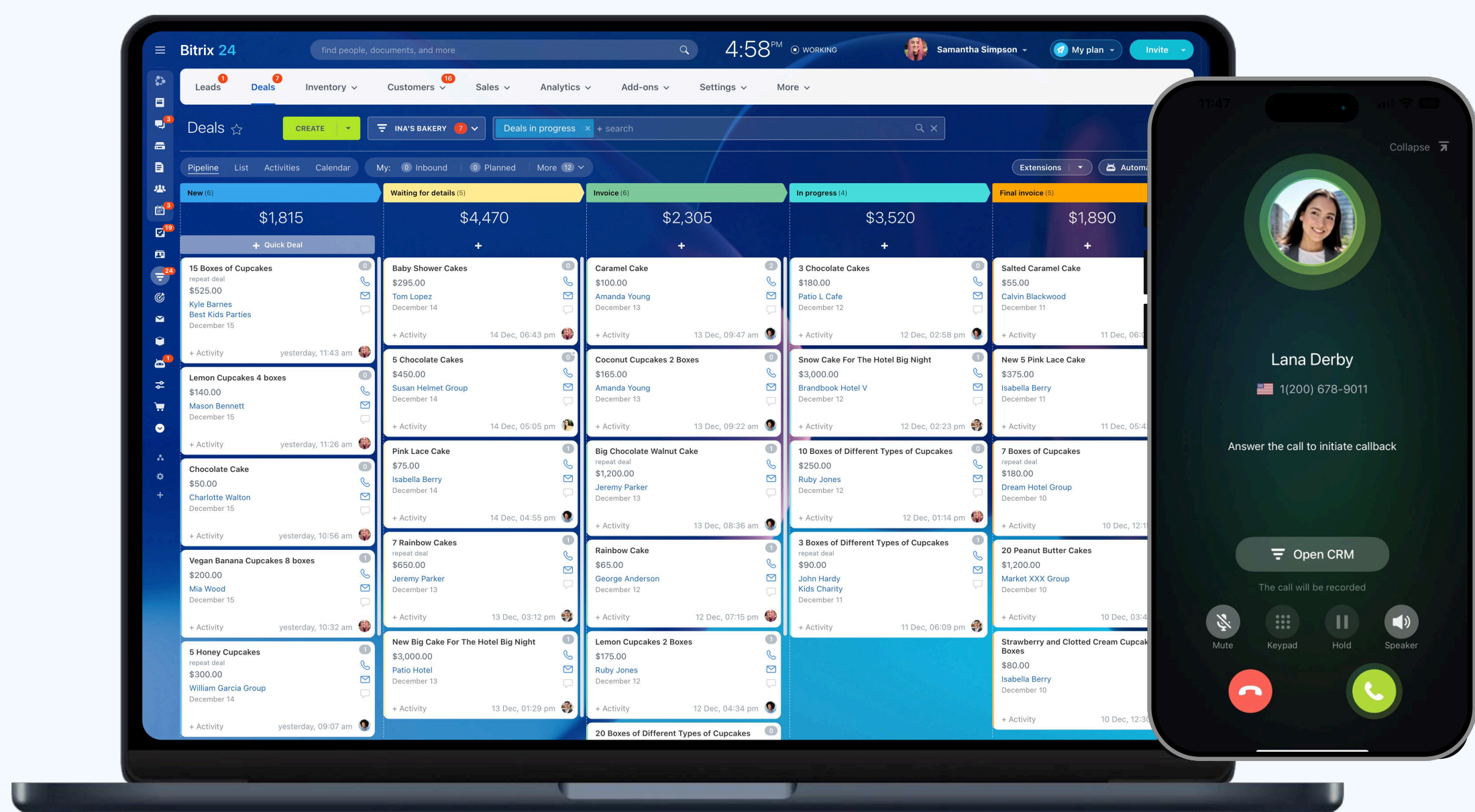
What began as a personal fascination with Bitrix24
evolved into a mission to help professional firms and
service-based businesses transform the way they work.

Today, Bit24 is recognized as one of the Bitrix24 partners
with the **highest client retention rates worldwide**.
Their journey shows how passion, specialization, and a
human-centered approach can turn technology into
long-term business success.

Beginning of partnership

What motivated you to become a Bitrix24 partner?

I was a Bitrix24 user myself and was fascinated by its potential, especially for professional firms and service companies. I quickly realized that many organizations could transform the way they work with this tool – and that inspired me to professionalize that vision by becoming a partner.



Work process

How did you start selling Bitrix24 to your clients?

We began by hosting **educational webinars** and offering **personalized consultations**.

To make adoption easier, we designed small phased implementation packages, allowing companies to test Bitrix24 without taking big risks upfront.

 CRM

 Tasks & Projects

 Sites & Stores

 Collaboration

 HR & Automation

 CoPilot

Work process

How do you attract new clients today?

Our current strategy is built on **valuable content** – webinars, videos, and a private client community – combined with **sector-based specialization**.

We work mainly with **consulting firms, professional offices, and installation companies**, developing tailored processes for each type of client. This makes Bit24 stand out as a **reliable and distinctive partner**.



Results

What results have you achieved during your partnership with us?

Bit24 has grown from a small personal project into one of the **global leaders in client retention**.

We've implemented **over 200 projects** using our own methodology and built a **vibrant community of engaged clients**.

We're also among the few partners offering **continuous training, mentorships, and an exclusive client community**.

100+

participants is our
average webinar
attendance

200+

companies have
trusted us with their
implementation

85%

client loyalty rate
achieved

Advantages of partnership

What are the main advantages you see in partnering with our company?

The constant **growth** of the platform, freedom to **innovate**, and **support** from the **Bitrix24 Partner Team** make this partnership a true business opportunity.

The platform's flexibility encourages **creativity**, **specialization**, and allows us to **develop customized solutions** for different industries. Having the chance to publish our own solutions on the **Bitrix24 Market** is also a huge advantage.

”

*We also appreciate the freedom
to innovate*

”

Advantages of partnership

How satisfied are you with the partnership?

Our satisfaction level is **very high**. We feel **heard, valued, and supported** by Bitrix24. There's still a lot to build together, but we're completely aligned with Bitrix24's vision and committed to growing side by side.



Advice and recommendations



Don't try to be “the partner for everyone”



Specialize in a specific client type or industry



Focus on quality over quantity



Use all the resources and training available through the Partner Network



Learn from your mistakes – every project is an opportunity to improve

Partner success in numbers

Partner since: 2020

Bitrix24 Market apps: SPA Importer, Bit24 Buttons

Main regions: Spain, Latin America



200+
projects
implemented



85%+
client
retention rate



100+
active participants
in webinars



✓ Service Provider

✓ Bitrix24 Gold partner

Become a partner and start representing the world's most versatile and affordable CRM



Free to enter



Up to 50% commission



Marketing support



Free leads



\$1,000 kickstart bonus

Looking to achieve
the same success
with your business?

Sign up for the Bitrix24
Partner Program!

(Use the link in the description)

