**Introduction**

This report describes a Python script that automates the process of gathering deal information from HubSpot, converting currency values, and storing the results in a Google Sheets document. This tool is designed to generate daily financial reports based on active deals, particularly focusing on renewals and predicted values.

**Key Features**

1. **Google Sheets Access**: The script can securely access and update Google Sheets using OAuth2 credentials.
2. **HubSpot Integration**: It connects to HubSpot to retrieve information about ongoing deals.
3. **Currency Conversion**: It converts New Zealand Dollars (NZD) to Australian Dollars (AUD) for accurate reporting.
4. **Financial Metrics Calculation**: The script calculates important metrics like total amounts, net revenue, and profit margins.
5. **Structured Reporting**: Results are organized and written to a Google Sheet for easy viewing.

**How It Works**

1. **Google Sheets Access**:
   * The script uses a library to authenticate and access Google Sheets.
   * It opens a specific sheet where it will write the report.
2. **HubSpot Data Retrieval**:
   * The script fetches ongoing deals from HubSpot, specifically focusing on renewals and excluding closed deals.
3. **Currency Conversion**:
   * It retrieves the latest exchange rate to convert NZD to AUD, ensuring all financial data is accurate.
4. **Financial Calculations**:
   * The script processes the retrieved deals to calculate totals and margins, preparing the data for reporting.
5. **Writing to Google Sheets**:
   * It finds the next available row in the Google Sheet and writes the daily report, including key metrics like margin, deal count, and net revenue.

**How to Use the Tool**

1. **Setup**:
   * Ensure all required libraries are installed.
   * Provide a valid JSON key file for Google Sheets access.
   * Update the HubSpot API token and Google Sheets URL as necessary.
2. **Run the Script**:
   * Execute the script in a Python environment. It will automatically gather data and update the Google Sheet.
3. **Check the Output**:
   * After the script runs, check the Google Sheet for the newly created daily report.

**Safety Features**

* **Error Handling**: The script is designed to handle errors gracefully, ensuring it doesn’t crash unexpectedly during operations.
* **Row Tracking**: It keeps track of the last used row in the Google Sheet, preventing any data from being overwritten.
* **Data Validation**: Before writing to the sheet, the script checks that there’s data to write, reducing the chance of errors.
* **Safe Data Pulling**: The script only pulls data from HubSpot, ensuring no sensitive information is pushed back into the system.

**Conclusion**

This HubSpot Data Extraction and Google Sheets Integration Tool streamlines the process of reporting financial metrics from active deals. By including currency conversion and utilizing Google Sheets for storage, it improves reporting accuracy and simplifies data management. Designed for ease of use, it minimizes manual intervention, making it suitable for various business needs. The output includes daily metrics such as current margin, total amount, net revenue, and vendor pricing.