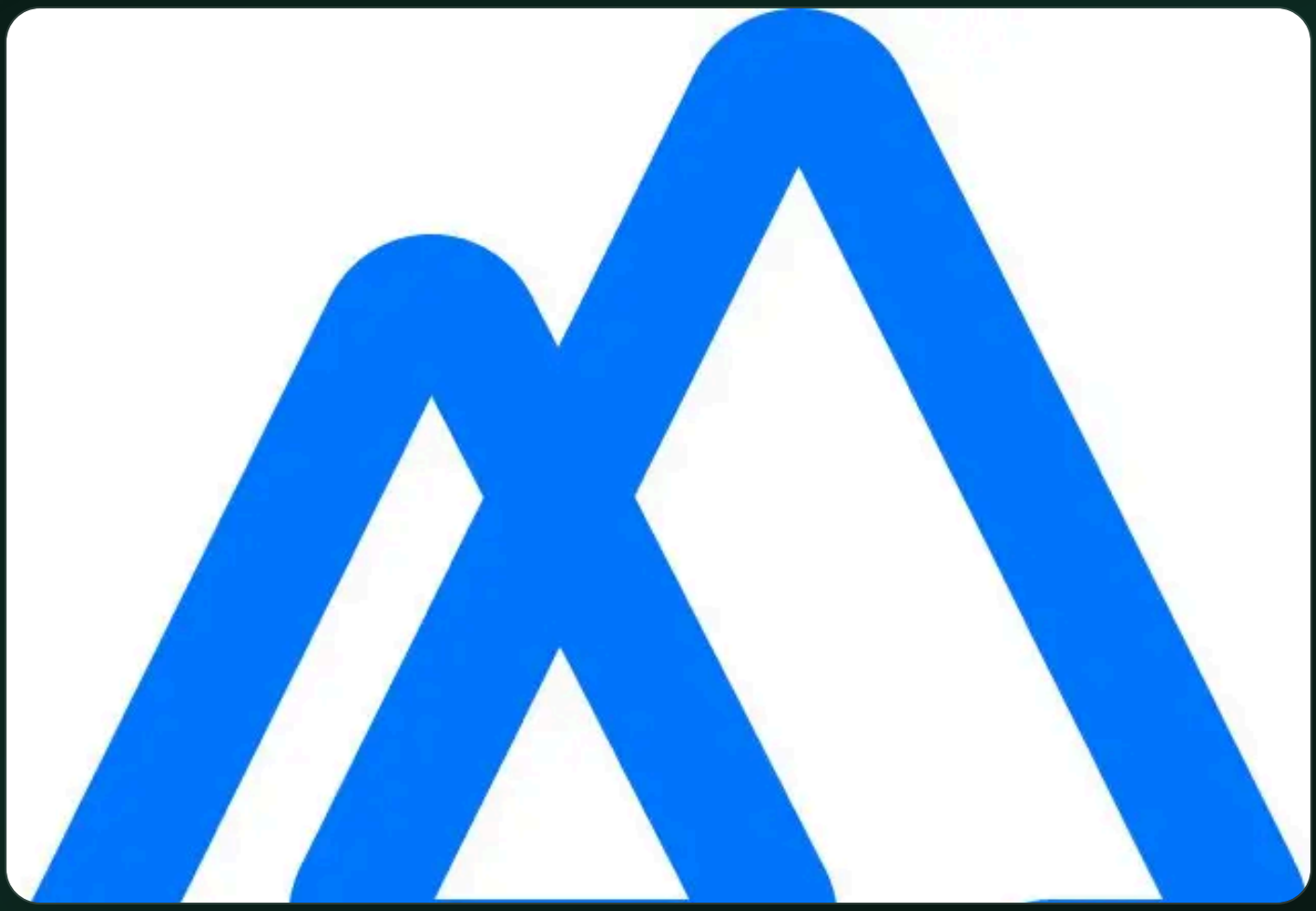
ToolGPA

NOVEMBER 2026

Kylas

The Insider's Guide

Sales CRM with unlimited users, built for growing businesses



Every plan, grade, refund rule and rival among CRM tools, read from Kylas's own pages.

Made by Kylas Technologies Pvt. Ltd. · checked Nov 13, 2026 · toolgpa.com

2.6
GPA



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Who made this guide, what else is on the site, and how to cite it

ToolGPA put this guide together from Kylas's own pages, its app-store listings and our grades. Every fact in it is on Kylas's page too, where it is kept up to date. Checked Nov 13, 2026.

Welcome

What it is, who it suits, its grades and the ten things to know first

2.6

GPA, above 99 of the 116 other CRM tools we grade

Kylas is a sales CRM from an Indian company, with lead and deal pipelines, quotations, a mobile app, built-in WhatsApp Business and field sales tracking. Every plan includes unlimited users; the plans differ by record limits and features. The pricing page also describes AI features.

To get you started, here are **9 things to know about Kylas**, taken from its own pages and our grades.

> "
>
> **The page shows both dollar prices and a rupee price, so it varies by region.**
>
> From our report card of Kylas

1 **Best for a sales CRM with unlimited users**

Kylas is a sales CRM with lead and deal pipelines, portal lead capture, quotations, WhatsApp and calling.

2 **Paid plans start at $175 a month**

As its pricing page puts it: $175 per month for the whole team, billed annually.

3 **There is a free plan**

Embark: free for life, with unlimited users and up to 10,000 records, which cannot be expanded.

4 **It runs on 3 platforms**

Web, iOS and Android.

5 **Lead and deal pipelines**

Customizable lead and deal pipelines with contact, company and product records, and lead-to-deal conversion mapping.

6 **Lead capture from portals**

Web forms plus automatic capture of leads from third-party portals such as IndiaMart and Justdial.

7 **Quotations**

Create, download and send quotations from the CRM using product records that carry price, category and HSN code.

8 **A 2.6 GPA, above 99 of 116**

That is against the other CRM tools we grade, on value, the free plan, features, ease of use and platforms.

9 **Keep it**

To replace Kylas you would be making the WhatsApp Business API, which Meta opens only through approved partners. That is not a weekend's work, with an AI app builder or without one.

Kylas at a glance

PRICING
Free plan, from $175 per month for the whole team, billed annually

FREE PLAN
Yes

FREE TRIAL
Free trial of Elevate, no credit card required (page shows both 7 and 15 days)

RUNS ON
Web, iOS, Android

MADE BY
Kylas Technologies Pvt. Ltd.

CATEGORY
CRM Software

OUR GRADE
2.6 GPA, good

The report card

Best for a sales CRM with unlimited users

Kylas is a sales CRM with lead and deal pipelines, portal lead capture, quotations, WhatsApp and calling. The free Embark plan has unlimited users but a fixed 10,000-record cap, and Elevate is $175 a month for the team. The page shows both dollar prices and a rupee price, so it varies by region.

TOOLGPA REPORT CARD — **Kylas** — Graded Nov 13, 2026

SUBJECT	GRADE	COMMENT
Value for money	B	Embark is free with unlimited users, and Elevate is $175 for the whole team, about $35 a head for five, near the category's $29 middle. The page also shows an INR 12,999 plan.
Free plan and trial	B	Embark is free for life with unlimited users and 10,000 records that cannot be expanded. One small team can live on that, until the records run out.
Features	C	Pipelines, portal lead capture, quotations, WhatsApp, calling and a field-sales app. BI and analytics and Goals vs Achieved are add-ons on Elevate.
Ease of use	C	No store rating on record. You build your pipelines and lead sources before it works for you.
Platforms and integrations	B	Web, iPhone and Android, with IndiaMART, Justdial and WhatsApp Business. No desktop app is listed.

Grade point average — Good, out of 4.0 **2.6**

An A is worth 4 points, a B 3, a C 2, a D 1 and an F nothing. The GPA is the average of the five.

Who Kylas is for

- ✓ Fits if you sell in India and pull leads from IndiaMART or Justdial
- ✓ Works for a small team that wants unlimited seats on a free plan

Who it is not for

- ✗ Tight if your list is big: Embark stops at 10,000 records and cannot be expanded
- ✗ Pricey if you want analytics, which is an Elevate add-on
- ✗ Watch out: the free trial shows as both 7 and 15 days on the page
- ✗ Watch out: the page shows dollar and rupee prices, so what you pay may differ by region

Good to know

Good for

- ✓ Small and mid-size sales teams, mainly in India, that want unlimited users
- ✓ Businesses that capture leads from IndiaMart or Justdial
- ✓ Teams that sell over WhatsApp and send quotations

Worth knowing

- ⓘ The Embark free plan is capped at 10,000 records that cannot be expanded.
- ⓘ BI and analytics and Goals vs Achieved are add-ons on Elevate; Exceed includes them.
- ⓘ The page's description gives a flat INR 12,999 plan, while the plan cards show dollars, so the price may differ by region.
- ⓘ Exceed is quoted for teams of 25+ users, heavy data use or automation-heavy needs.

PART 02 · PRICING

What it costs

Every plan, the free plan, ways to pay less and how prices have moved

$175

A month to start. There is a free plan too

Kylas has a free plan. Paid plans start at $175 per month for the whole team, billed annually.

> **One small team can live on that, until the records run out.**
>
> From our grade for free plan and trial

EMBARK

$0

Free edition with unlimited users and 10,000 non-expandable records; lead and deal management, quotations and the mobile app.

ELEVATE

$175

per month for the team, billed annually

Unlimited users, 100,000 expandable records; a limited-time offer shows $99 a month. Quarterly and half-yearly billing exist.

EXCEED

Custom

For 25+ users, heavy data or automation needs: all features, phone support and an account manager.

The free plan

Embark: free for life, with unlimited users and up to 10,000 records, which cannot be expanded.

Trying it first

Free trial of Elevate, no credit card required (page shows both 7 and 15 days)

Read from kylas.io on Nov 13, 2026.

Ways to pay less

OTHER SAVINGS

Scale-Up Offer: Elevate at $99 a month

A limited-time offer on the pricing page marks Elevate down from $175 to $99 a month billed annually, with no end date stated.

Stated on kylas.io

What it does

Its main features, where it runs, what it works with and who makes it

3

Places it runs: Web, iOS and Android

Sales CRM with unlimited users, built for growing businesses. Here is what it does, as its own site describes it, and what it covers: AI features, sales pipeline, workflow automation, reports, quotes and estimates, whatsApp messaging.

> **Pipelines, portal lead capture, quotations, WhatsApp, calling and a field-sales app.**

From our grade for features

Lead and deal pipelines

Customizable lead and deal pipelines with contact, company and product records, and lead-to-deal conversion mapping.

Lead capture from portals

Web forms plus automatic capture of leads from third-party portals such as IndiaMart and Justdial.

Quotations

Create, download and send quotations from the CRM using product records that carry price, category and HSN code.

WhatsApp and calling

Built-in WhatsApp Business messaging and calling with real-time logging of calls and activity.

Field sales and mobile app

Field sales activity tracking and a mobile app for Android and iOS.

Dashboards and add-ons

Productivity dashboards on every plan; BI and analytics and goal tracking are add-ons on Elevate.

Where it runs

Web · iOS · Android

What it works with

IndiaMart · Justdial · WhatsApp Business

Kylas is made by Kylas Technologies Pvt. Ltd.

PART 04 · STANDING

Where it stands

Its grades against its category, and whether to keep it or make your own

99/116

Other CRM tools it is graded above

Kylas's GPA of 2.6 is higher than 99 of the 116 other CRM tools we grade, and level with 6.

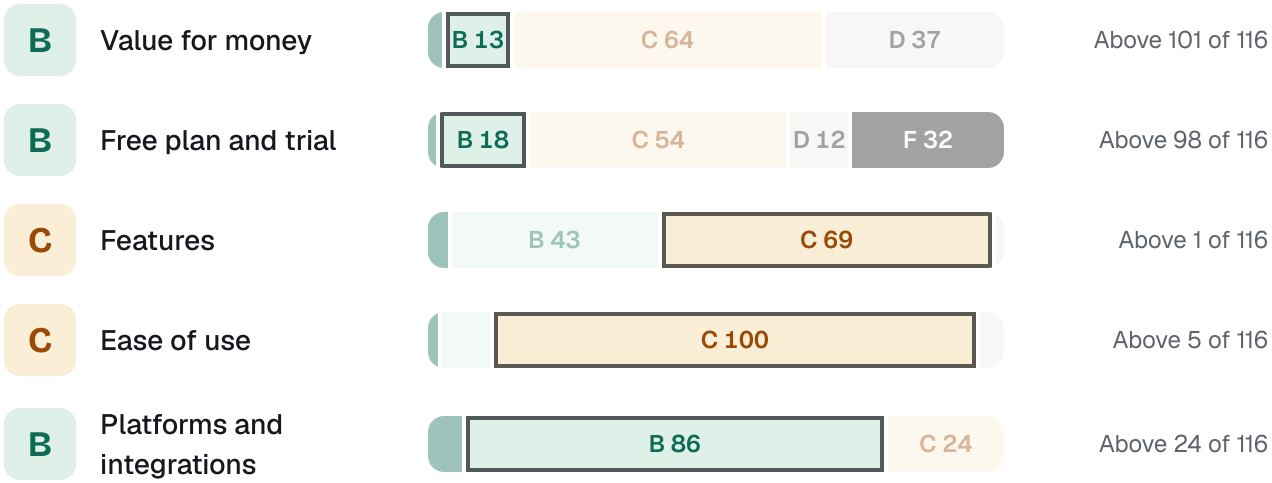
It stands best on value for money (B, above 101 of 116) and worst on features (C, above 1).

Its paid plans start at $175 a month, against a middle price of $29 for the category: 86 of the 93 others that charge start lower.

On features, ease of use and platforms it scores 2.3 out of 4. 43 tools score higher and cost less.

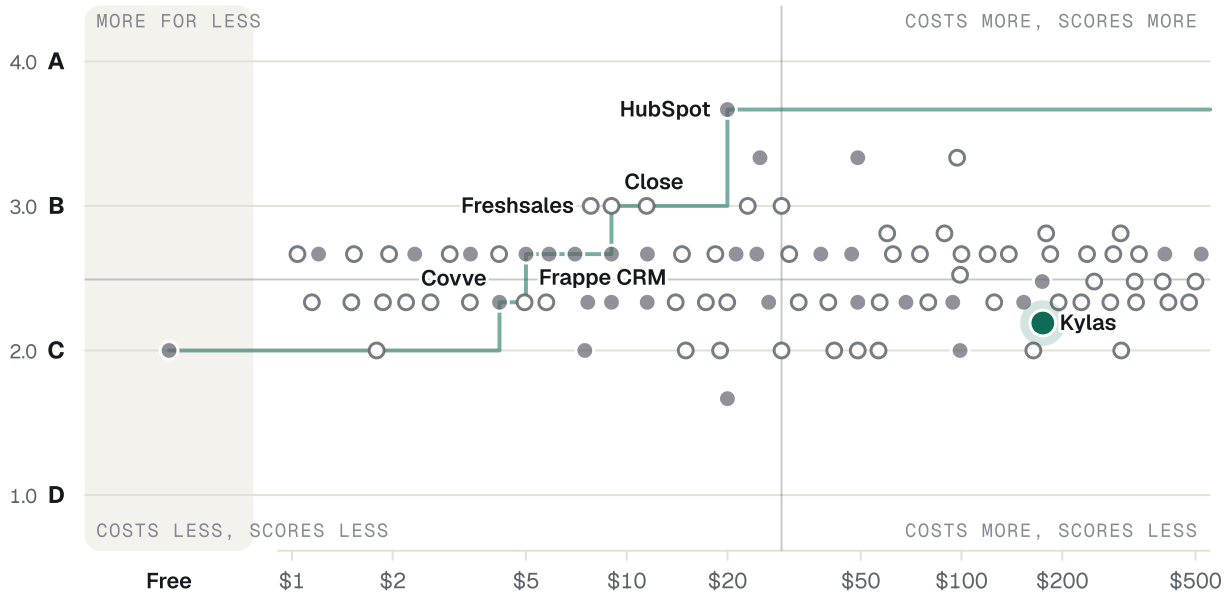
Each grade against the category

Every bar is all 117 CRM tools we grade, cut by the letter each got. Kylas's own letter is outlined.



Price against what you get

Each dot is one of 95 CRM tools. Further left costs less; higher up scores better on features, ease of use and platforms. Kylas is the marked dot.



What paid plans start at, a month (each step along is roughly double)

Keep it, or make your own?

Whether this is something you could build for yourself with an AI app builder, and what you would give up.

Keep it

To replace Kylas you would be making the WhatsApp Business API, which Meta opens only through approved partners. That is not a weekend's work, with an AI app builder or without one.

It is one of the better ones too: its GPA of 2.6 is higher than 99 of the 116 other CRM tools we grade. It costs $2,100 a year.

What you could make

- Sales pipeline, quotes and estimates and reports: an app builder makes these well.

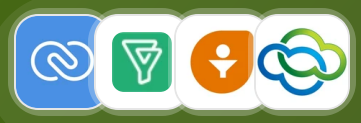
What you could not

- The WhatsApp Business API, which Meta opens only through approved partners.
- Connections to other products, each kept working as those products change.
- A real app for iOS and Android. Something home-made would be a web page.
- AI features, unless you pay a model provider for each request yourself.

What this rests on. Kylas's listing: what it does, where it runs, what it plugs into and what it costs. It is a judgement about the kind of software this is. We have not built a replacement for it, and making your own means looking after it too. How we decide, and every tool's verdict.

The alternatives

The tools it is most often weighed against, side by side



Zoho CRM, Bigin by Zoho CRM, Freshsales and Vtiger

The 4 tools Kylas is most often weighed against, with where each one differs from it.

2.6 GPA

Zoho CRM

Free plan · from $14/mo

Sales CRM with a free edition, process automation and Zia AI.

- Kylas also covers reports, quotes and estimates and whatsApp messaging.

Kylas and Zoho CRM compared in full

2.8 GPA

Bigin by Zoho CRM

Free plan · from $7/mo

Pipeline-based CRM from Zoho for small businesses.

- Only Bigin by Zoho CRM lists a macOS app.
- Kylas also covers quotes and estimates and whatsApp messaging.
- Bigin by Zoho CRM also covers booking links and forms.

Kylas and Bigin by Zoho CRM compared in full

2.8
GPA

Freshsales

Free trial · from $9/mo

Sales CRM with built-in phone, email, chat and Freddy AI.

- Kylas has a free plan. Freshsales does not, though it has a free trial.
- Kylas also covers reports, quotes and estimates and whatsApp messaging.
- Freshsales also covers kanban boards.

Kylas and Freshsales compared in full

2.8
GPA

Vtiger

Free plan · from $12/mo

All-in-one CRM with a free cloud plan and an open-source edition.

- Vtiger is open source and self-hostable, according to its own site.
- Kylas also covers reports, quotes and estimates and whatsApp messaging.
- Vtiger also covers marketing automation and invoicing.

Kylas and Vtiger compared in full

PART 06 · QUESTIONS

Quick answers

The questions people ask about it, each answered in a line or two

14

Questions, each answered in a line or two

The short version of everything above, for when you only need the answer. Each one is told in full in its part of the guide.

Is Kylas free?

Kylas has a free plan. Embark: free for life, with unlimited users and up to 10,000 records, which cannot be expanded.

How much does Kylas cost?

Kylas lists 3 plans. Embark: $0.

What platforms does Kylas work on?

Kylas is available on Web, iOS and Android.

Does Kylas offer any discounts?

Kylas publicly lists the following: Scale-Up Offer: Elevate at $99 a month.

Does Kylas have a Windows app?

No Windows app was listed when its pages were read on Nov 13, 2026. Kylas is listed for Web, iOS and Android.

Does Kylas have a macOS app?

No macOS app was listed when its pages were read on Nov 13, 2026. Kylas is listed for Web, iOS and Android.

Is Kylas open source?

Kylas is not described as open source on its own site, as read on Nov 13, 2026.

What does Kylas integrate with?

Kylas's listing names IndiaMart, Justdial and WhatsApp Business. A listing names up to eight integrations, so it may connect to more.

Does Kylas have a free trial?

Yes. Free trial of Elevate, no credit card required (page shows both 7 and 15 days).

Who makes Kylas?

Kylas is made by Kylas Technologies Pvt. Ltd.

What are the alternatives to Kylas?

The closest alternatives to Kylas in our directory are Zoho CRM, Bigin by Zoho CRM, Freshsales and Vtiger.

How does Kylas compare with other CRM tools?

Kylas's GPA of 2.6 is higher than 99 of the 116 other CRM tools we grade, and level with 6.

Is Kylas good value for money?

ToolGPA grades Kylas B for value for money. Its paid plans start at $175 a month, against a middle price of $29 for the category: 86 of the 93 others that charge start lower.

Could I make my own version of Kylas?

To replace Kylas you would be making the WhatsApp Business API, which Meta opens only through approved partners.

Where this guide comes from

The prices, plans, platforms and features were read from Kylas's own pages on Nov 13, 2026, and the grades were given on Nov 13, 2026. Graded from this listing, whose facts were read from Kylas's own pages on 13 November 2026. Not based on using the product, and shorter than our full reviews.

Every tool we list gets five grades, A to F, each with its reason, and a GPA that averages them. How each is decided is at toolgpa.com/grades. This guide is ToolGPA's own work; it is not made, paid for or approved by Kylas Technologies Pvt. Ltd. Prices change, so check kylas.io before you buy.

kylas.io/pricing

kylas.io

PART 07 · ABOUT

About ToolGPA

Who made this guide, what else is on the site, and how to cite it

7,721

Tools graded, in 95 categories

ToolGPA grades software the way a school report grades a pupil: five subjects, a letter for each with the reason written beside it, and a GPA that averages them. Prices, plans and platforms are read from each maker's own pages and dated, so you always know how fresh a figure is.

Every grade, review and ranking on ToolGPA is our own judgement. No company can pay for a grade or change one. Every tool on the site has a guide like this one, free to download and pass on. It all lives at **toolgpa.com**.

7,721	95	739	579
tools graded	categories	price changes on record	apps priced in 12 countries

What else is on toolgpa.com

Kylas, kept up to date

Everything in this guide, with prices and grades as they are today

toolgpa.com/tools/kylas

How grades are given

The rules behind every letter and every GPA

toolgpa.com/grades

Value charts

What each tool costs against what it scores, for every category

toolgpa.com/charts

Compare

Any two tools side by side, plan by plan

toolgpa.com/compare

Price changes

Every price rise and cut on record, each with its source

toolgpa.com/price-changes

Prices by country

What apps cost on the App Store in 12 countries

toolgpa.com/prices-by-country

Pay less

Every public discount: yearly billing, students, nonprofits

toolgpa.com/save

Keep or make

Which tools are worth paying for, and which you could build yourself

toolgpa.com/keep-or-make

Scan for the live page

Prices and grades as they are today

Quoting this guide?

Please name ToolGPA and link to the live page, so readers can check the figures for themselves:

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ToolGPA, "Kylas: The Insider's Guide", checked Nov 13, 2026. https://toolgpa.com/tools/kylas
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Know someone choosing between CRM tools?

Send them this guide: toolgpa.com/tools/kylas/guide

ToolGPA elsewhere: youtube.com/@toolgpa

See our other guides

The best-graded CRM tools after Kylas, each with an Insider's Guide of its own.

CRM Software Insider's Guide

Every one of the 117 CRM tools we grade, compared

HubSpot Insider's Guide

Free CRM at the center of a marketing, sales and service suite

3.2 GPA

Frappe CRM Insider's Guide

Open-source CRM with unlimited users, billed by hosting

3.0 GPA

Givebutter Insider's Guide

Free fundraising platform with a built-in nonprofit CRM

3.0 GPA

ToolGPA

Choosing software? Every tool graded, every price dated.

Compare tools at toolgpa.com ›

Everything in this guide is ToolGPA's own summary of what Kylas's pages, its app-store listings and public reviews said on the dates shown. Grades are our judgement under the rules at toolgpa.com/grades. Every grade, review and ranking on ToolGPA is our own judgement. No company can pay for a grade or change one. Kylas is a trademark of its owner, and this guide is not made, paid for or approved by Kylas Technologies Pvt. Ltd. Prices and plans change: check kylas.io before you buy.