ToolGPA

NOVEMBER 2026

# Momentum

## The Insider's Guide

Call notes that write deal data into Salesforce for revenue teams




**Every plan, grade, refund rule and rival among AI meeting note takers, read from Momentum's own pages.**

Made by Momentum · checked Nov 13, 2026 · toolgpa.com

**1.4**
GPA

momentum
from Salesforce

Revenue Infrastructure

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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 Momentum's own pages, its app-store listings and our grades. Every fact in it is on Momentum'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

**1.4**

GPA, above 0 of the 89 other AI meeting note takers we grade

Momentum records sales and customer-success calls, writes summaries and action items, and fills CRM fields automatically, with alerts and deal rooms sent through Slack. It is aimed at revenue teams that work in Salesforce, and the company now says it is part of Salesforce.

To get you started, here are **8 things to know about Momentum**, taken from its own pages and our grades.

> "
>
> **It has to be connected to Salesforce and Slack and the CRM fields mapped.**
>
> From our grade for ease of use

**1** **Best for call notes that write into Salesforce**

Momentum records revenue-team calls and writes the deal data into Salesforce fields.

**2** **Paid plans start at $69 a month for each person**

As its pricing page puts it: $69 per user / month, billed annually.

**3** **It runs on Web**

Web.

**4** **Call summaries and action items**

Condenses each call into an overview and turns next steps into buttons that create tasks in calendars and the CRM.

**5** **CRM field extraction**

Writes insights from calls into CRM fields, which Momentum says covers 98% of field types, with a batch mode for historical calls.

**6** **Ask Momentum**

Plain-language Q&A over calls, and on higher plans over accounts and deals.

**7** **A 1.4 GPA, above 0 of 89**

That is against the other AI meeting note takers we grade, on value, the free plan, features, ease of use and platforms.

**8** **Keep it**

To replace Momentum you would be making a bot that joins your calls and turns the talk into notes. That is not a weekend's work, with an AI app builder or without one.

### Momentum at a glance

PRICING
Paid, from $69 per user / month, billed annually

FREE PLAN
No

FREE TRIAL
None stated

RUNS ON
Web

MADE BY
Momentum

CATEGORY
AI Meeting Notes

OUR GRADE
1.4 GPA, weak

## The report card

### Best for call notes that write into Salesforce

Momentum records revenue-team calls and writes the deal data into Salesforce fields. It costs $69 a user a month on yearly billing and up, the integrations are Salesforce and Slack, and Teams support is described as coming soon. The conversation-intelligence add-on is another $30 a user.

TOOLGPA REPORT CARD

## Momentum

Graded Nov 13, 2026

| SUBJECT | GRADE | COMMENT |
|---|---|---|
| **Value for money** | D | $69 a user a month on yearly billing is nearly three times the $25.49 that starts the dearest tenth of meeting-note tools, though it is built for revenue teams. |
| **Free plan and trial** | F | No free plan and no trial are on record. |
| **Features** | C | Summaries, action items, CRM field extraction, signals, deal rooms and coaching agents, all around Salesforce. Teams is only coming soon. |
| **Ease of use** | C | No store rating on record. It has to be connected to Salesforce and Slack and the CRM fields mapped. |
| **Platforms and integrations** | C | Web only, with Salesforce and Slack as the only integrations. |

**Grade point average** — Weak, out of 4.0 **1.4**

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 Momentum is for

- ✓ Fits if your revenue team lives in Salesforce and wants call notes to fill the fields
- ✓ Works for managers who want deal signals pushed into Slack

### Who it is not for

- ✗ Pricey if you are one person or a small team: $69 a user a month, annual, from the Business plan
- ✗ Watch out: the Conversation Intelligence add-on is $30 a user a month
- ✗ Skip it if you are not on Salesforce, as the product centres on Salesforce and Slack
- ✗ Watch out: minimum pricing thresholds may apply depending on implementation scope
- ✗ Skip it if you want to try it free first, as no free plan or trial is listed

## Good to know

### Good for

- ✓ Revenue teams that want call notes written into Salesforce without manual entry
- ✓ RevOps leaders who need deal-risk alerts across many accounts

### Worth knowing

- ⓘ Plans are priced per user and described as annual; no monthly or free option is shown.
- ⓘ A Conversation Intelligence add-on is listed at $30 per user a month.
- ⓘ Minimum pricing thresholds may apply depending on implementation scope, the page says.
- ⓘ The product centers on Salesforce and Slack; Microsoft Teams support is described as coming soon.

PART 02 · PRICING

# What it costs

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

**$69**

A month to start, for each person

Momentum is a paid product, starting at $69 per user / month, billed annually.

"

**No free plan and no trial are on record.**

From our grade for free plan and trial

BUSINESS

## $69

per user / month, billed annually

Call summaries, action items, email follow-ups, CRM extraction, AI signals, deal and account rooms, with Slack-based support.

TRANSFORMATION

## $99

per user / month, billed annually

Business features plus calls-and-accounts Q&A, executive briefs and premium support.

ENTERPRISE

## Custom

Adds professional services, white-glove onboarding and single sign-on. Discounts are mentioned for teams of 50 or more.

Read from momentum.io on Nov 13, 2026.

# Ways to pay less

STARTUPS

### Startup plan: 50% off for small teams

Teams with fewer than 10 people in go-to-market can contact Momentum for 50% off the Business or Transformation tiers.

Stated on momentum.io

# What it does

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

1

Place it runs: Web

Call notes that write deal data into Salesforce for revenue teams. Here is what it does, as its own site describes it, and what it covers: AI features, meeting notes, chat assistant, sales pipeline, workflow automation.

> **Summaries, action items, CRM field extraction, signals, deal rooms and coaching agents, all around Salesforce.**
>
> From our grade for features

### Call summaries and action items

Condenses each call into an overview and turns next steps into buttons that create tasks in calendars and the CRM.

### CRM field extraction

Writes insights from calls into CRM fields, which Momentum says covers 98% of field types, with a batch mode for historical calls.

### Ask Momentum

Plain-language Q&A over calls, and on higher plans over accounts and deals.

### Signals and deal rooms

Sends churn, upsell and deal-risk signals to the right people, with deal and account rooms created in Slack.

## Retention and coaching agents

Separate agents capture customer-success calls, flag churn risk and automate sales coaching; availability varies by tier.

### Where it runs

Web

### What it works with

Salesforce

Slack

Momentum is made by Momentum.

# Where it stands

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

**0/89**

Other AI meeting note takers it is graded above

Momentum's GPA of 1.4 is higher than 0 of the 89 other AI meeting note takers we grade.

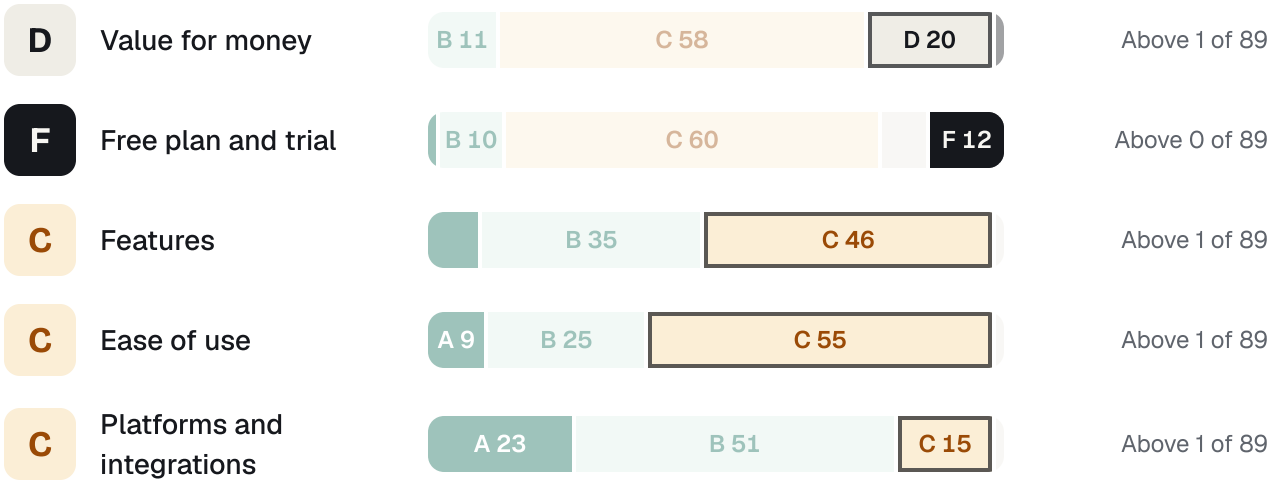
It stands best on features (C, above 1 of 89) and worst on free plan and trial (F, above 0).

Its paid plans start at $69 a month for each person, against a middle price of $12 for the category: 75 of the 76 others that charge start lower.

On features, ease of use and platforms it scores 2.0 out of 4. 69 tools score higher and cost less.

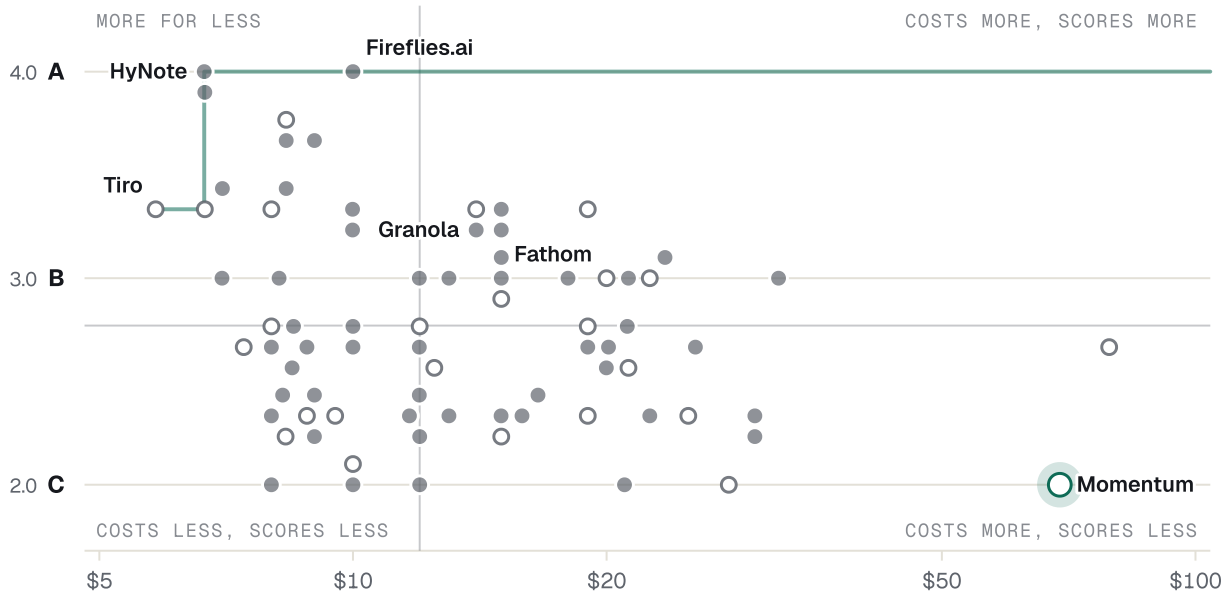
## Each grade against the category

Every bar is all 90 AI meeting note takers we grade, cut by the letter each got. Momentum's own letter is outlined.



## Price against what you get

Each dot is one of 77 AI meeting note takers. Further left costs less; higher up scores better on features, ease of use and platforms. Momentum 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 Momentum you would be making a bot that joins your calls and turns the talk into notes. That is not a weekend's work, with an AI app builder or without one.

That makes this kind of software worth paying for, not this one in particular: 89 of the 89 other AI meeting note takers grade higher. It costs $828 a year.

**What you could make**

- Sales pipeline: an app builder makes this well.

**What you could not**

- A bot that joins your calls and turns the talk into notes.

- ✕ Connections to other products, each kept working as those products change.
- ✕ An AI model, which you can rent by the request but not make.
- ✕ It is priced for each person, which means accounts and billing for a team.
- ✕ People on the other end: coaches. No app builder makes those.

**What this rests on.** Momentum'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



Gong, Sybill, Oliv AI, Avoma and Attention

The 5 tools Momentum is most often weighed against, with where each one differs from it.

**1.8** GPA

## Gong

Paid

Revenue AI platform that records and analyzes sales conversations.

- Momentum also covers chat assistant and workflow automation.
- Gong also covers transcription and AI agents.

Momentum and Gong compared in full

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**2.0** GPA

## Sybill

Free plan · from $30/mo

AI sales assistant that turns calls into CRM updates and follow-ups.

- Sybill has a free plan. Momentum does not.
- Momentum also covers workflow automation.
- Sybill also covers transcription.

Momentum and Sybill compared in full



1.6
GPA

## Oliv AI

From $19/mo

Meeting capture and AI agents for sales and customer teams.

- Momentum also covers chat assistant and workflow automation.
- Oliv AI also covers transcription and AI agents.

Momentum and Oliv AI compared in full



2.6
GPA

## Avoma

Free trial · from $19/mo

AI meeting assistant with scheduling and sales call coaching.

- Only Avoma lists macOS, Windows, iOS and Android apps.
- Only Avoma lists a browser extension.
- Momentum also covers sales pipeline and workflow automation.

Momentum and Avoma compared in full



1.8
GPA

## Attention

Paid

Sales call recording with AI agents that update your CRM.

- Only Attention lists macOS and iOS apps.
- Momentum also covers chat assistant.
- Attention also covers transcription and AI agents.

Momentum and Attention compared in full

PART 06 · QUESTIONS

# Quick answers

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

13

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 Momentum free?

No. Momentum is a paid product, starting at $69 per user / month, billed annually.

### How much does Momentum cost?

Momentum lists 3 plans. Business: $69 per user / month, billed annually.

### What platforms does Momentum work on?

Momentum is available on Web.

### Does Momentum offer any discounts?

Momentum publicly lists the following: Startup plan: 50% off for small teams.

### Does Momentum have an Android app?

No Android app was listed when its pages were read on Nov 13, 2026. Momentum is listed for Web.

### Does Momentum have an iPhone app?

No iPhone app was listed when its pages were read on Nov 13, 2026. Momentum is listed for Web.

### Is Momentum open source?

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

### What does Momentum integrate with?

Momentum's listing names Salesforce and Slack. A listing names up to eight integrations, so it may connect to more.

### Who makes Momentum?

Momentum is made by a company of the same name.

### What are the alternatives to Momentum?

The closest alternatives to Momentum in our directory are Gong, Sybill, Oliv AI, Avoma and Attention.

### How does Momentum compare with other AI meeting note takers?

Momentum's GPA of 1.4 is higher than 0 of the 89 other AI meeting note takers we grade.

### Is Momentum good value for money?

ToolGPA grades Momentum D for value for money. Its paid plans start at $69 a month for each person, against a middle price of $12 for the category: 75 of the 76 others that charge start lower.

### Could I make my own version of Momentum?

To replace Momentum you would be making a bot that joins your calls and turns the talk into notes.

## Where this guide comes from

The prices, plans, platforms and features were read from Momentum'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 Momentum'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 Momentum. Prices change, so check momentum.io before you buy.

momentum.io/pricing

momentum.io/

# 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](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

### Momentum, kept up to date

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

toolgpa.com/tools/momentum

### 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:

```
ToolGPA, "Momentum: The Insider's Guide",
checked Nov 13, 2026.
https://toolgpa.com/tools/momentum
```

### Know someone choosing between AI meeting note takers?

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

ToolGPA elsewhere: youtube.com/@toolgpa

# See our other guides

The best-graded AI meeting note takers after Momentum, each with an Insider's Guide of its own.

### AI Meeting Notes Insider's Guide

Every one of the 90 AI meeting note takers we grade, compared

### HyNote Insider's Guide

AI note taker for meetings, audio, PDFs and videos

3.4 GPA

### Wave AI Insider's Guide

AI note taker and recorder for meetings, calls and lectures

3.4 GPA

### Fireflies.ai Insider's Guide

Meeting notetaker that records, transcribes and summarizes calls

3.2 GPA

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## Choosing software? Every tool graded, every price dated.

Compare tools at toolgpa.com ›

Everything in this guide is ToolGPA's own summary of what Momentum'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. Momentum is a trademark of its owner, and this guide is not made, paid for or approved by Momentum. Prices and plans change: check momentum.io before you buy.