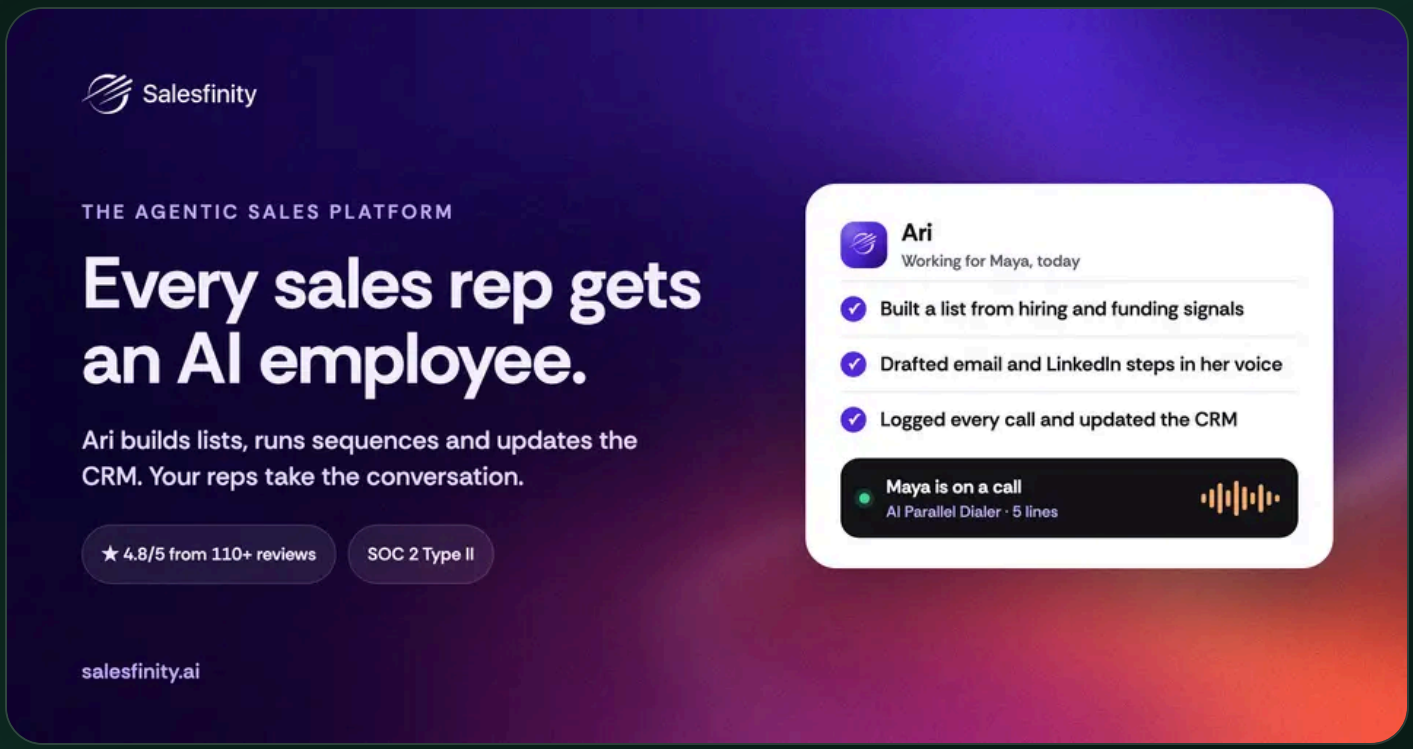
ToolGPA

NOVEMBER 2026

Salesfinity

The Insider's Guide

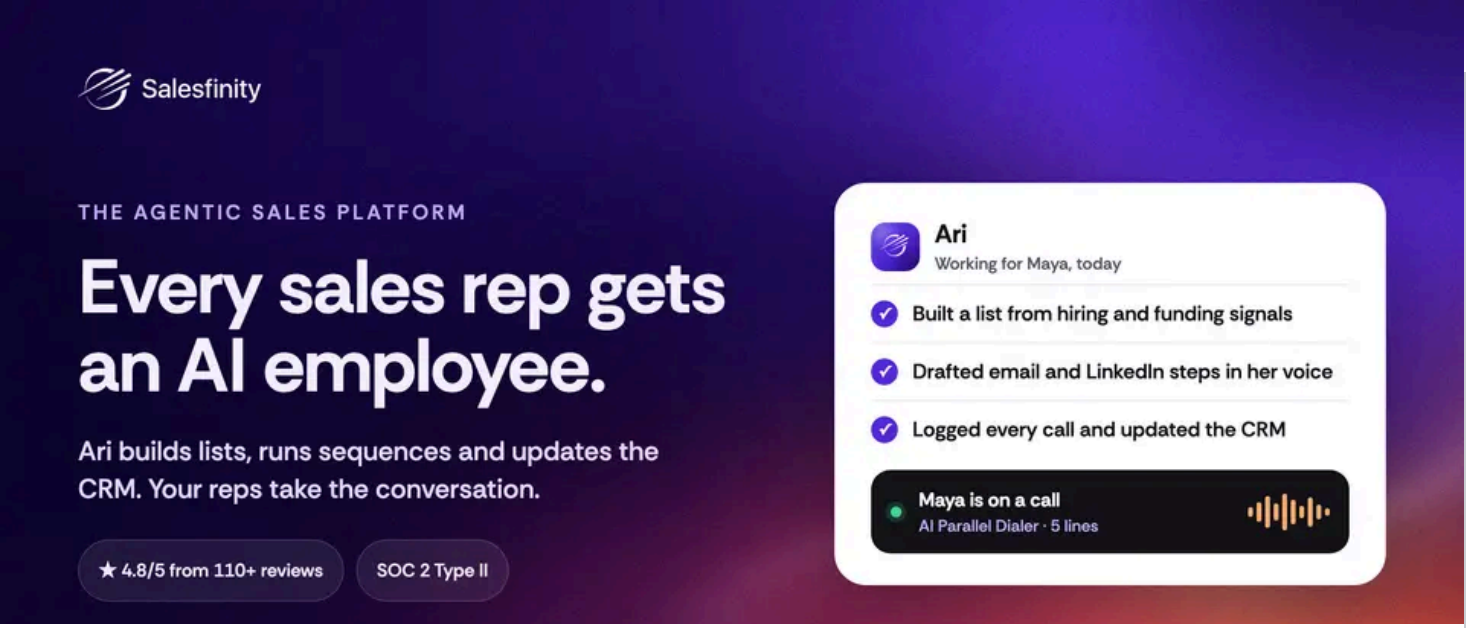
AI parallel dialer and sequencer for outbound sales reps



Every plan, grade, refund rule and rival among cold outreach tools, read from Salesfinity's own pages.

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

1.6
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 Salesfinity's own pages, its app-store listings and our grades. Every fact in it is on Salesfinity'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

1.6

GPA, above 5 of the 81 other cold outreach tools we grade

Salesfinity is an outbound sales platform built around a parallel dialer that calls up to five lines at once and connects a rep to the person who answers. Higher tiers add an AI sequencer for email and LinkedIn steps, list building with mobile numbers, call scoring and an AI assistant named Ari that works in Slack.

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

> "
>
> **You connect a CRM and lists, and reps learn the dialer.**
>
> From our grade for ease of use

1 **Best for an AI parallel dialer for outbound reps**

Salesfinity is an AI parallel dialer and sequencer for outbound reps.

2 **Paid plans start at $249 a month for each person**

As its pricing page puts it: $249 per license / month, billed annually ($299 billed monthly).

3 **It runs on Web**

Web.

4 **AI parallel dialer**

Calls up to five lines at once, skips voicemail and busy signals, and connects the rep to the person who picks up.

5 **AI Sequencer**

Drafts email and LinkedIn follow-up steps sent under the rep's name, with every touch logged to the CRM.

6 **Ari assistant in Slack**

Builds lists, researches accounts and posts a daily call list. It asks before anything reaches a prospect.

7 **A 1.6 GPA, above 5 of 81**

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

8 **Keep it**

To replace Salesfinity you would be making an AI agent, with the models and the safeguards behind it. That is not a weekend's work, with an AI app builder or without one.

Salesfinity at a glance

PRICING Paid, from $249 per license / month, billed annually ($299 billed monthly)	FREE PLAN No
FREE TRIAL None stated	RUNS ON Web
MADE BY Salesfinity	CATEGORY Cold Outreach
OUR GRADE 1.6 GPA, weak	

The report card

Best for an AI parallel dialer for outbound reps

Salesfinity is an AI parallel dialer and sequencer for outbound reps. A seat is $249 a month on annual billing, the sequencer is another $60, and calling outside the US and Canada costs $50 more.

TOOLGPA REPORT CARD	Salesfinity	Graded Nov 13, 2026

SUBJECT	GRADE	COMMENT
Value for money	D	$249 a license a month billed annually, about four times the category's dearer quarter. Enterprise is $299.
Free plan and trial	F	No free plan and no trial is listed, so you pay before you try it.
Features	C	A parallel dialer, call scoring, practice calls and an assistant in Slack. The AI Sequencer is an add-on on Gold.
Ease of use	C	No store rating on record. You connect a CRM and lists, and reps learn the dialer.
Platforms and integrations	B	Web only, with HubSpot, Salesforce, Slack and Okta.
Grade point average		Weak, out of 4.0 **1.6**

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 Salesfinity is for

- ✓ Fits if you run a phone-heavy outbound team in the US
- ✓ Works for reps who want to dial several numbers at once

Who it is not for

- ✕ Pricey if you add the sequencer, since it is $60 more a license on Gold
- ✕ Skip it if you call outside the US and Canada, as that costs $50 more a license
- ✕ Skip it if you want a trial, because none is listed
- ✕ Tight if you want more mobile numbers, as extras are $0.30 each and Ari work past $20 is by use
- ✕ Watch out: volume pricing starts from 6 licenses and goes through sales

Good to know

Good for

- ✓ SDR teams that spend their day cold calling
- ✓ Sales managers who want call scoring and coaching
- ✓ Teams replacing a separate dialer and sequencer

Worth knowing

- ⓘ Calling outside the US and Canada is $50 more per license a month, for 120+ countries.
- ⓘ Ari work beyond the included $20 on Enterprise is by use, at $0.01 a credit; extra mobile numbers are $0.30 each.
- ⓘ Light licenses for account managers are $99; admin licenses are free.
- ⓘ Volume pricing applies from 6 licenses through sales; the web purchase covers 1 to 5.

PART 02 · PRICING

What it costs

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

$249

A month to start, for each person

Salesfinity is a paid product, starting at $249 per license / month, billed annually ($299 billed monthly).

> **No free plan and no trial is listed, so you pay before you try it.**

From our grade for free plan and trial

GOLD

$249

per license / month, billed annually ($299 billed monthly)

Calling: parallel dialer, virtual salesfloor, call scoring and practice calls. The AI Sequencer is a $60 add-on.

Read from salesfinity.ai on Nov 13, 2026.

ENTERPRISE

$299

per license / month, billed annually (12-month plan)

Gold plus the AI Sequencer, 200 mobile numbers a month, AI list building, Live Assist and $20 of Ari work a month.

Ways to pay less

ANNUAL DISCOUNT

Annual Gold at $249 instead of $299

Gold billed annually is $249 a license a month; month to month it is $299 with 30 days' notice. Enterprise is annual only.

Stated on salesfinity.ai

What it does

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

1

Place it runs: Web

AI parallel dialer and sequencer for outbound sales reps. Here is what it does, as its own site describes it, and what it covers: public API, AI features, AI agents.

"

A parallel dialer, call scoring, practice calls and an assistant in Slack.

From our grade for features

AI parallel dialer

Calls up to five lines at once, skips voicemail and busy signals, and connects the rep to the person who picks up.

AI Sequencer

Drafts email and LinkedIn follow-up steps sent under the rep's name, with every touch logged to the CRM.

Ari assistant in Slack

Builds lists, researches accounts and posts a daily call list. It asks before anything reaches a prospect.

Lists and mobile numbers

Waterfall phone and email enrichment across several data providers, with 200 mobiles a license a month on Enterprise.

Call scoring and coaching

Calls are scored with timestamped evidence, and practice calls use AI personas based on real objections.

CRM and SSO

HubSpot and Salesforce sync, API and MCP access, Okta SSO and call recording are listed in every license.

Where it runs

Web

What it works with

HubSpot

Salesforce

Slack

Okta

Salesfinity is made by Salesfinity.

Where it stands

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

5/81

Other cold outreach tools it is graded above

Salesfinity's GPA of 1.6 is higher than 5 of the 81 other cold outreach tools we grade, and level with 12.

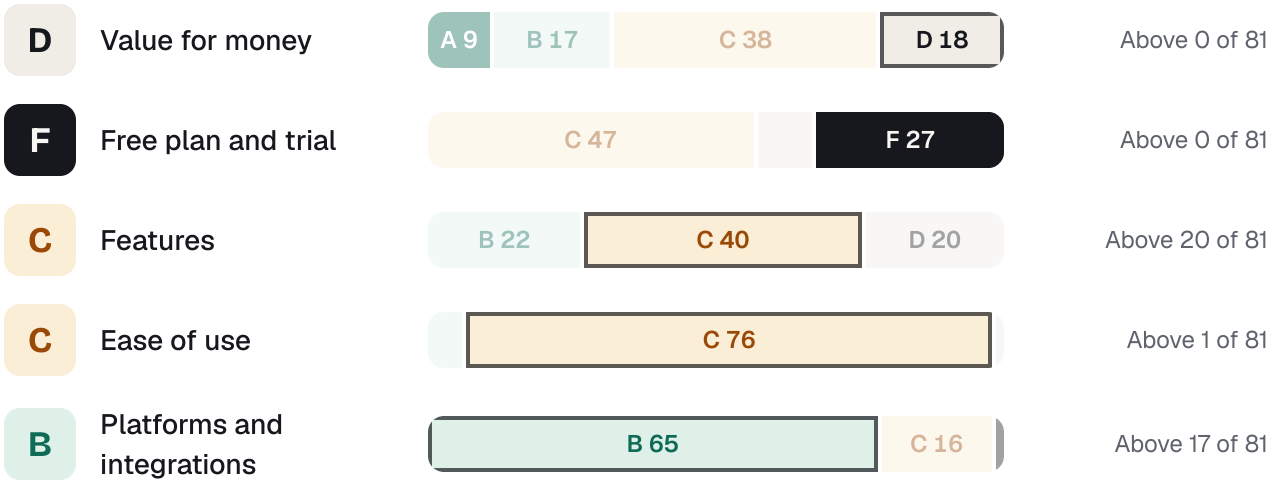
It stands best on platforms and integrations (B, above 17 of 81) and worst on free plan and trial (F, above 0).

Its paid plans start at $249 a month for each person, against a middle price of $39 for the category: 70 of the 73 others that charge start lower.

On features, ease of use and platforms it scores 2.3 out of 4. 17 tools score higher and cost less.

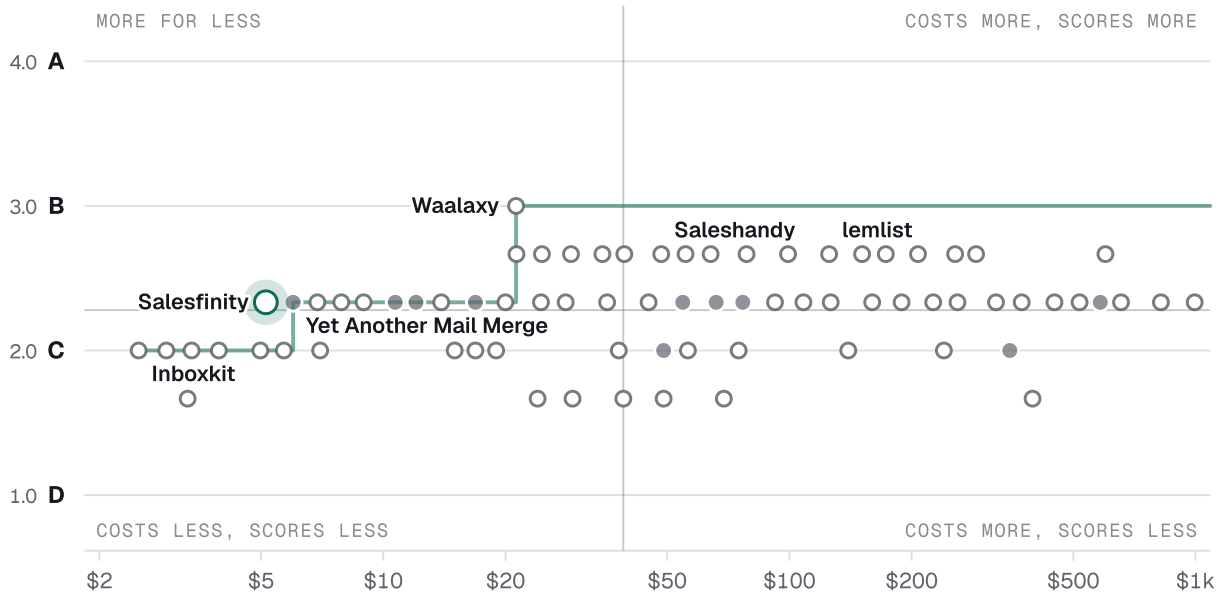
Each grade against the category

Every bar is all 82 cold outreach tools we grade, cut by the letter each got. Salesfinity's own letter is outlined.



Price against what you get

Each dot is one of 74 cold outreach tools. Further left costs less; higher up scores better on features, ease of use and platforms. Salesfinity 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 Salesfinity you would be making an AI agent, with the models and the safeguards behind it. 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: 64 of the 81 other cold outreach tools grade higher. It costs $2,988 a year.

What you could not

- ✕ An AI agent, with the models and the safeguards behind it.
- ✕ It is priced for each person, which means accounts and billing for a team.

- ✕ It plugs into other products, HubSpot, Salesforce and Slack among them, and has an API.
- ✕ People on the other end: coaches. No app builder makes those.
- ✕ What a company asks for before it lets staff use something: single sign-on.

What this rests on. Salesfinity'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



Outreach, Salesloft, Amplemarket, Outplay and AiSDR

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

2.0 GPA

Outreach

Paid

Sales engagement and AI agent platform for revenue teams.

- Only Outreach lists iOS and Android apps.
- Only Outreach lists a browser extension.
- Outreach also covers transcription, sales pipeline and email campaigns.

Salesfinity and Outreach compared in full

2.0 GPA

Salesloft

Paid

Sales engagement platform with cadences, dialer and AI agents.

- Only Salesloft lists an iOS app.
- Salesloft also covers transcription, booking links, sales pipeline and email campaigns.

Salesfinity and Salesloft compared in full

2.2
GPA

Amplemarket

Free trial · from $600/mo

Sales platform with a B2B database, AI copilot and outreach sequences.

- Only Amplemarket lists a browser extension.
- Amplemarket also covers email campaigns.

Salesfinity and Amplemarket compared in full

2.2
GPA

Outplay

Free plan · from $39/mo

Multichannel sales outreach across email, phone, social and SMS.

- Outplay has a free plan. Salesfinity does not.
- Only Outplay lists iOS and Android apps.
- Only Outplay lists a browser extension.

Salesfinity and Outplay compared in full

2.0
GPA

AiSDR

Paid

AI sales agent that finds leads and runs email and LinkedIn outreach.

- AiSDR also covers email campaigns.

Salesfinity and AiSDR compared in full

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 Salesfinity free?

No. Salesfinity is a paid product, starting at $249 per license / month, billed annually ($299 billed monthly).

How much does Salesfinity cost?

Salesfinity lists 2 plans. Gold: $249 per license / month, billed annually ($299 billed monthly).

What platforms does Salesfinity work on?

Salesfinity is available on Web.

Does Salesfinity offer any discounts?

Salesfinity publicly lists the following: Annual Gold at $249 instead of $299.

Does Salesfinity have an Android app?

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

Does Salesfinity have an iPhone app?

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

Is Salesfinity open source?

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

Does Salesfinity have an API?

Yes. Salesfinity offers a public API, according to its own site.

What does Salesfinity integrate with?

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

Who makes Salesfinity?

Salesfinity is made by a company of the same name.

What are the alternatives to Salesfinity?

The closest alternatives to Salesfinity in our directory are Outreach, Salesloft, Amplemarket, Outplay and AiSDR.

How does Salesfinity compare with other cold outreach tools?

Salesfinity's GPA of 1.6 is higher than 5 of the 81 other cold outreach tools we grade, and level with 12.

Is Salesfinity good value for money?

ToolGPA grades Salesfinity D for value for money. Its paid plans start at $249 a month for each person, against a middle price of $39 for the category: 70 of the 73 others that charge start lower.

Could I make my own version of Salesfinity?

To replace Salesfinity you would be making an AI agent, with the models and the safeguards behind it.

Where this guide comes from

The prices, plans, platforms and features were read from Salesfinity'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 Salesfinity'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 Salesfinity. Prices change, so check salesfinity.ai before you buy.

salesfinity.ai/pricing

salesfinity.ai

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

Salesfinity, kept up to date

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

toolgpa.com/tools/salesfinity

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, "Salesfinity: The Insider's Guide",
checked Nov 13, 2026.
https://toolgpa.com/tools/salesfinity
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Know someone choosing between cold outreach tools?

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

ToolGPA elsewhere: youtube.com/@toolgpa

See our other guides

The best-graded cold outreach tools after Salesfinity, each with an Insider's Guide of its own.

Cold Outreach Insider's Guide

Every one of the 82 cold outreach tools we grade, compared

lemlist Insider's Guide

Cold email and LinkedIn sequences with a built-in lead database

2.8 GPA

Salesforge Insider's Guide

Cold email and LinkedIn sequences with AI-written messages

2.8 GPA

Saleshandy Insider's Guide

Cold email sequences with a B2B lead database in every plan

2.8 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 Salesfinity'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. Salesfinity is a trademark of its owner, and this guide is not made, paid for or approved by Salesfinity. Prices and plans change: check salesfinity.ai before you buy.