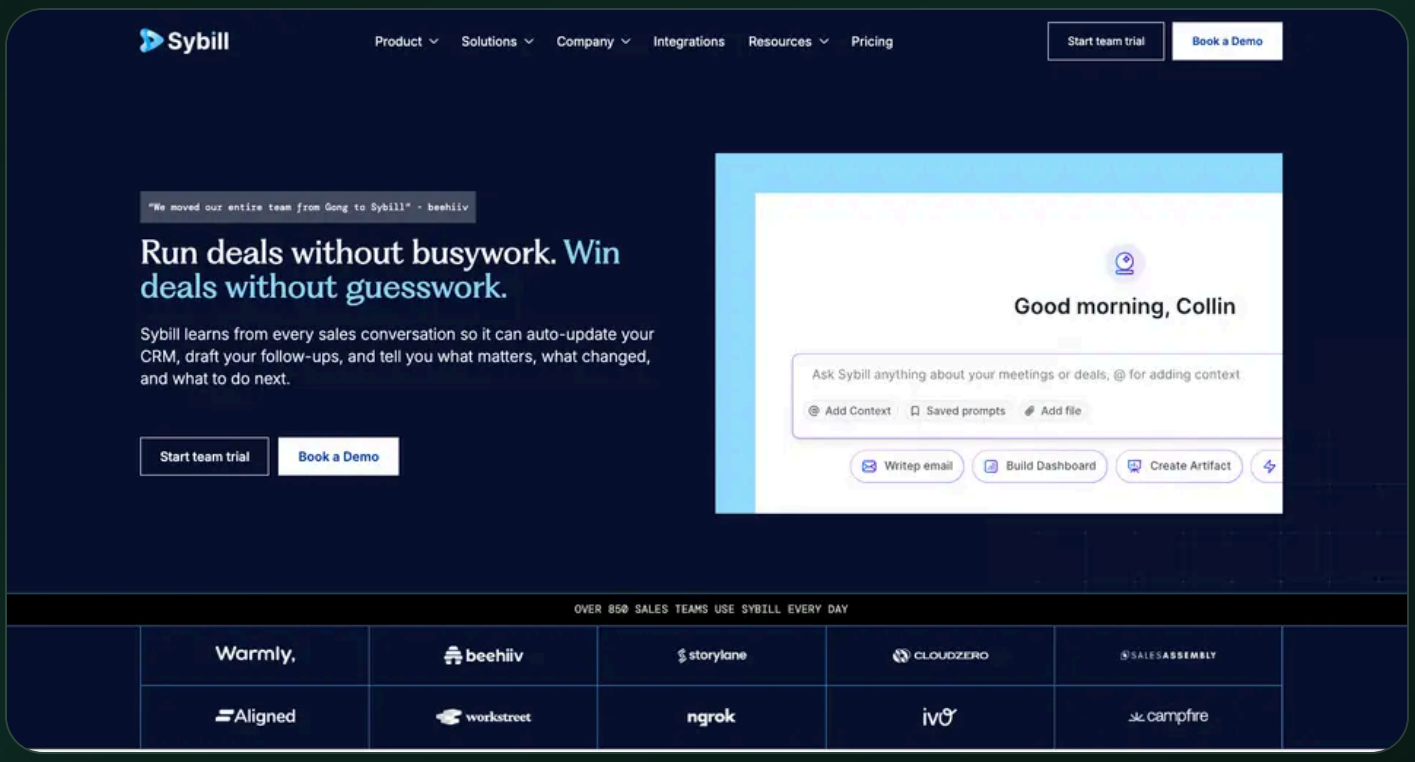
ToolGPA

NOVEMBER 2026

Sybill

The Insider's Guide

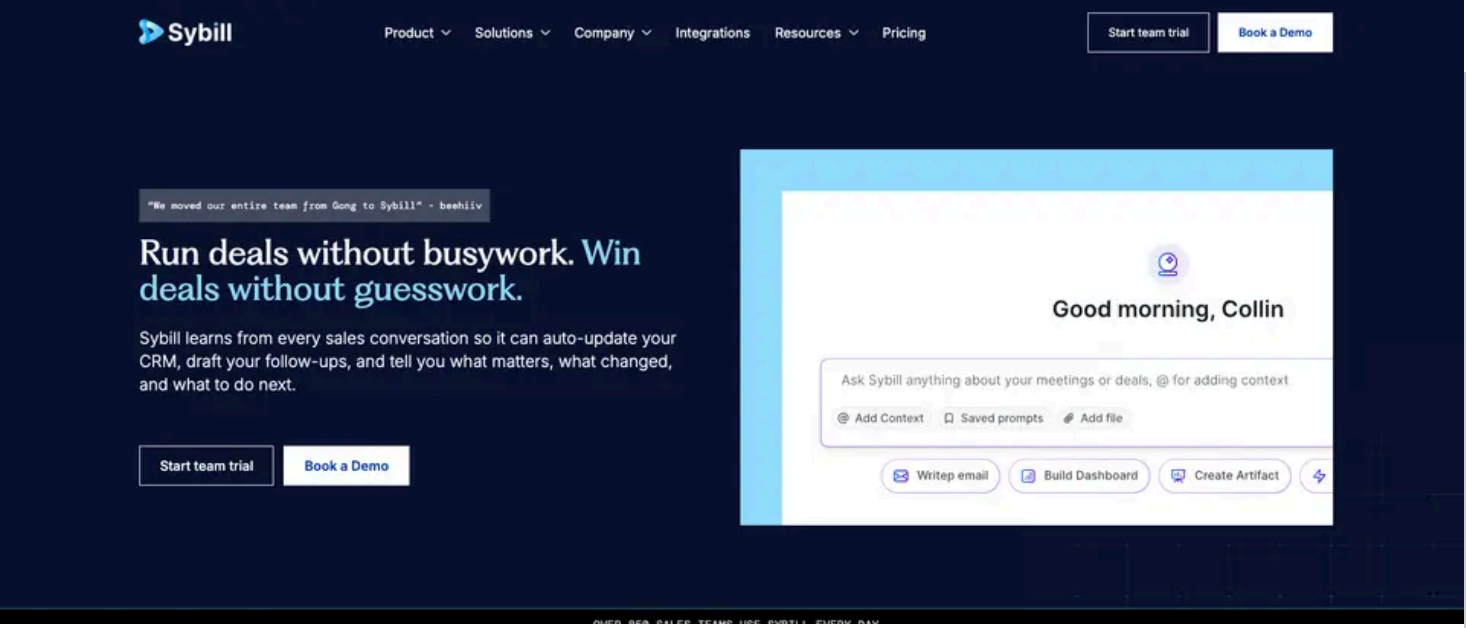
AI sales assistant that turns calls into CRM updates and follow-ups



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

Made by Sybill · checked Nov 12, 2026 · toolgpa.com

2.0
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 Sybill's own pages, its app-store listings and our grades. Every fact in it is on Sybill's page too, where it is kept up to date. Checked Nov 12, 2026.

Welcome

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

2.0

GPA, above 11 of the 89 other AI meeting note takers we grade

Sybill records sales calls and meetings, writes summaries and pre-meeting briefs, drafts follow-up emails and fills CRM fields. An Ask Sybill assistant answers questions using the calls, emails, Slack messages and CRM data it has collected for each deal. It targets account executives, managers and revenue operations teams.

> "
>
> **You connect your calendar, call tool and CRM before it does anything useful.**
>
> From our grade for ease of use

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

1 **Best for turning sales calls into CRM updates and follow-ups**

Sybill records sales calls and writes summaries, follow-up emails and CRM updates from them.

2 **Paid plans start at $30 a month for each person**

As its pricing page puts it: $30 per user / month, billed annually ($36 billed monthly).

3 **There is a free plan**

Unlimited recordings and transcripts, summaries and briefs for 20 meetings a month per team, and 500 AI credits a week.

4 **It runs on Web**

Web.

5 **Magic summaries and briefs**

Summaries after each call and pre-meeting briefs that pull the deal's context into one page; unlimited from Pro.

6 **Ask Sybill**

A chat assistant over calls, dialer calls and emails, extended to CRM and Slack context on Business.

7 **CRM autofill**

Fills CRM fields after calls: summaries are pushed from Pro, and 10 autofilled fields come with Business.

8 **A 2.0 GPA, above 11 of 89**

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

9 **Keep it**

To replace Sybill 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.

Sybill at a glance

PRICING
Free plan, from $30 per user / month, billed annually ($36 billed monthly)

FREE PLAN
Yes

FREE TRIAL
14-day free trial of paid plans

RUNS ON
Web

MADE BY
Sybill

CATEGORY
AI Meeting Notes

OUR GRADE
2.0 GPA, fair

The report card

Best for turning sales calls into CRM updates and follow-ups

Sybill records sales calls and writes summaries, follow-up emails and CRM updates from them. The paid plans are $30 and $90 a user a month, and the CRM autofill that sells it is on the $90 one, so it only pays off for a sales team that lives in a CRM.

TOOLGPA REPORT CARD

Sybill

Graded Nov 12, 2026

SUBJECT	GRADE	COMMENT
Value for money	D	Pro is $30 a user a month billed yearly and Business is $90. The category's dearest tenth starts at $25.49, so even the entry paid plan is in it. Business is sold by booking a demo.
Free plan and trial	C	A free plan with unlimited transcripts, but AI summaries for only 20 meetings a month per team and 500 AI credits a week. A team will hit that fast. Paid plans also have a 14-day trial.
Features	C	Summaries, an Ask Sybill chat, follow-up emails, a deal workspace and CRM autofill. The listing shows autofill limited to 10 fields on Business and the CRM push on Pro, so the core CRM job is on the dearer plans.
Ease of use	C	No store rating on record. You connect your calendar, call tool and CRM before it does anything useful.
Platforms and integrations	B	Web with integrations: Zoom, Meet, Teams, HubSpot, Salesforce, Slack, Gmail and Outlook. A mobile app is mentioned but its platforms are not listed.

Grade point average — Fair, out of 4.0 **2.0**

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 Sybill is for

- ✓ Fits if you're on a sales team and your reps skip typing up their calls
- ✓ Works for teams on HubSpot or Salesforce who want call notes pushed into the CRM

Who it is not for

- ✗ Skip it if you're not in sales, since the product is built around deals and CRMs
- ✗ Pricey if you want CRM autofill, which sits on Business at $90 a user
- ✗ Tight if you stay free: 20 summaries a month per team and 3 months of storage
- ✗ Watch out: AI credits reset weekly and cap usage on every plan
- ✗ Watch out: SSO is an add-on below Enterprise

Good to know

Good for

- ✓ Account executives who want notes, briefs and follow-ups drafted for them
- ✓ Revenue operations teams automating CRM updates after calls
- ✓ Small sales teams that want a free starting tier

Worth knowing

- ⓘ AI credits reset weekly (500 on Free, 2,500 on Pro, 5,000 per user on Business) and cap usage.
- ⓘ Free storage is 3 months, and Free includes AI summaries for only 20 meetings a month per team.
- ⓘ SSO is an optional add-on below Enterprise; Business is sold by booking a demo.
- ⓘ The mobile app for in-person meetings is mentioned, but its platforms are not listed on the pages read.

PART 02 · PRICING

What it costs

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

$30

A month to start, for each person.
There is a free plan too

Sybill has a free plan. Paid plans start at $30 per user / month, billed annually ($36 billed monthly).

FREE

$0

500 credits a week, unlimited transcripts, 20 AI summaries a month per team, follow-up emails, 3 months of storage.

PRO

$30

per user / month, billed annually ($36 billed monthly)

2,500 credits a week, unlimited summaries and storage, customizable summaries, summaries pushed to the CRM.

BUSINESS

$90

per user / month, billed annually ($108 billed monthly)

5,000 credits a week per user, CRM context in Ask Sybill, CRM autofill (10 fields), API and MCP, two-way Slack.

ENTERPRISE

Custom

Unlimited credits and CRM autofill, SSO, a dedicated account manager, data migration and a support Slack channel.

The free plan

Unlimited recordings and transcripts, summaries and briefs for 20 meetings a month per team, and 500 AI credits a week.

Trying it first

14-day free trial of paid plans

Read from sybill.ai on Nov 12, 2026.

Ways to pay less

ANNUAL DISCOUNT

Save 17% with annual billing

Sybill's pricing page shows annual billing at 17% off: Pro $30 instead of $36 and Business $90 instead of $108 per user a month.

Stated on sybill.ai

What it does

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

1

Place it runs: Web

AI sales assistant that turns calls into CRM updates and follow-ups. Here is what it does, as its own site describes it, and what it covers: public API, AI features, meeting notes, transcription, chat assistant, sales pipeline.

> **Summaries, an Ask Sybill chat, follow-up emails, a deal workspace and CRM autofill.**

From our grade for features

Magic summaries and briefs

Summaries after each call and pre-meeting briefs that pull the deal's context into one page; unlimited from Pro.

Ask Sybill

A chat assistant over calls, dialer calls and emails, extended to CRM and Slack context on Business.

CRM autofill

Fills CRM fields after calls: summaries are pushed from Pro, and 10 autofilled fields come with Business.

Follow-up emails and tasks

Drafts a follow-up email in one click and carries out tasks, available on every plan including Free.

Deal workspace

Deal pipeline and a workspace per deal collect meetings, emails and notes; summaries appear on Business.

Recording and languages

An invisible recorder captures calls, a mobile app covers in-person meetings, and the page lists 100+ languages.

Where it runs

- Web

What it works with

- Zoom
- Google Meet
- Microsoft Teams
- HubSpot
- Salesforce
- Slack
- Gmail
- Outlook

Sybill is made by Sybill.

Where it stands

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

11/89

Other AI meeting note takers it is graded above

Sybill's GPA of 2.0 is higher than 11 of the 89 other AI meeting note takers we grade, and level with 8.

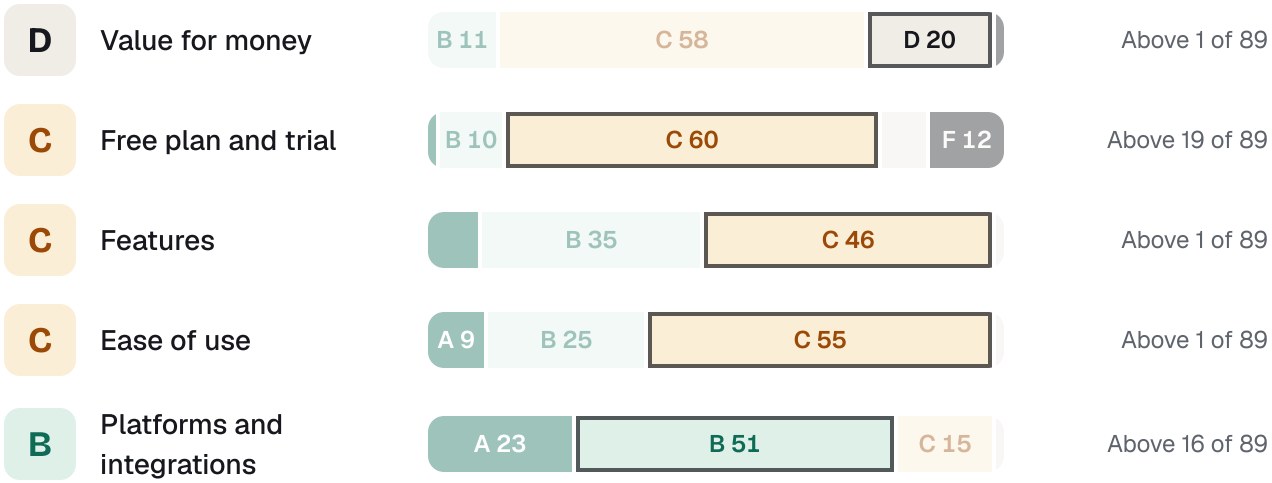
It stands best on platforms and integrations (B, above 16 of 89) and worst on value for money (D, above 1).

Its paid plans start at $30 a month for each person, against a middle price of $12 for the category: 73 of the 76 others that charge start lower.

On features, ease of use and platforms it scores 2.3 out of 4. 48 tools score higher and cost less.

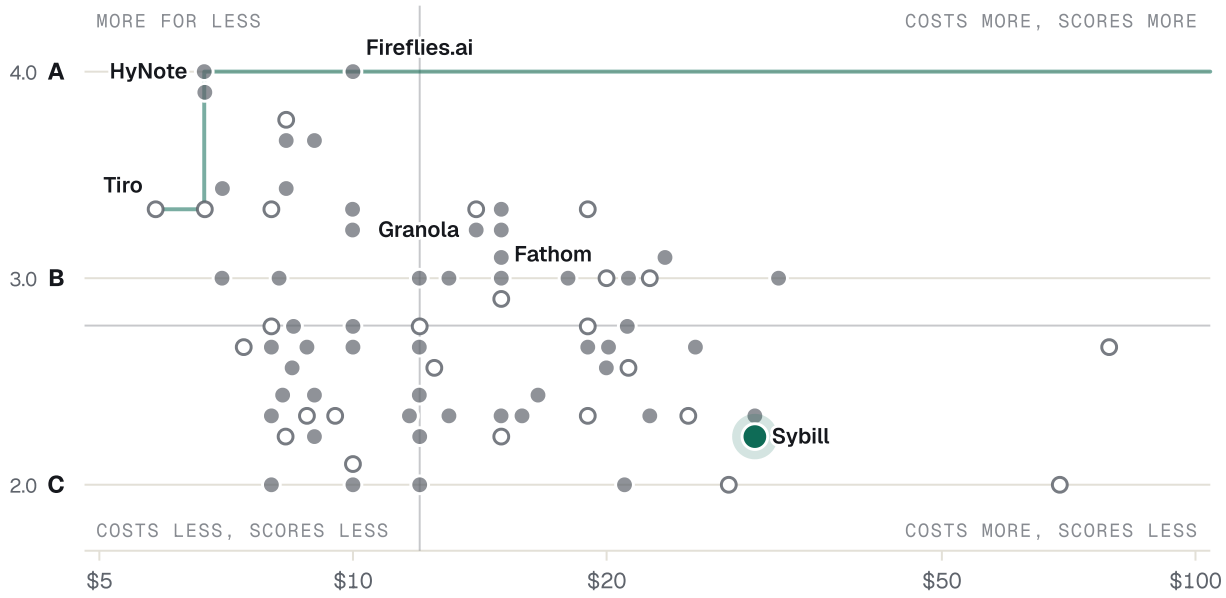
Each grade against the category

Every bar is all 90 AI meeting note takers we grade, cut by the letter each got. Sybill'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. Sybill 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 Sybill 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: 70 of the 89 other AI meeting note takers grade higher. It costs $360 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.

- An AI model, which you can rent by the request but not make.
- Speech turned into text you can trust.
- It is priced for each person, which means accounts and billing for a team.
- It plugs into other products, Zoom, Google Meet and Microsoft Teams among them, and has an API.

What this rests on. Sybill'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, Jiminny, Avoma, Grain and Fireflies.ai

The 5 tools Sybill 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.

- Sybill has a free plan. Gong does not.
- Sybill also covers chat assistant.
- Gong also covers AI agents.

Sybill and Gong compared in full

2.2 GPA

Jiminny

Free trial

Conversation intelligence that records sales calls and updates the CRM.

- Sybill has a free plan. Jiminny does not, though it has a free trial.

Sybill and Jiminny compared in full



2.6
GPA

Avoma

Free trial · from $19/mo

AI meeting assistant with scheduling and sales call coaching.

- Sybill has a free plan. Avoma does not, though it has a free trial.
- Only Avoma lists macOS, Windows, iOS and Android apps.
- Only Avoma lists a browser extension.

Sybill and Avoma compared in full



2.6
GPA

Grain

Free plan · from $15/mo

AI notetaker with free viewer seats and shareable call clips.

- Only Grain lists macOS and Windows apps.
- Sybill also covers sales pipeline.
- Grain also covers templates.

Sybill and Grain compared in full



3.2
GPA

Fireflies.ai

Free plan · from $10/mo

Meeting notetaker that records, transcribes and summarizes calls.

- Only Fireflies.ai lists macOS, Windows, iOS and Android apps.
- Only Fireflies.ai lists a browser extension.
- Sybill also covers sales pipeline.

Sybill and Fireflies.ai compared in full

PART 06 · QUESTIONS

Quick answers

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

15

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 Sybill free?

Sybill has a free plan. Unlimited recordings and transcripts, summaries and briefs for 20 meetings a month per team, and 500 AI credits a week.

How much does Sybill cost?

Sybill lists 4 plans. Free: $0.

What platforms does Sybill work on?

Sybill is available on Web.

Does Sybill offer any discounts?

Sybill publicly lists the following: Save 17% with annual billing.

Does Sybill have an Android app?

No Android app was listed when its pages were read on Nov 12, 2026. Sybill is listed for Web.

Does Sybill have an iPhone app?

No iPhone app was listed when its pages were read on Nov 12, 2026. Sybill is listed for Web.

Is Sybill open source?

Sybill is not described as open source on its own site, as read on Nov 12, 2026.

Does Sybill have an API?

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

What does Sybill integrate with?

Sybill's listing names Zoom, Google Meet, Microsoft Teams, HubSpot, Salesforce, Slack, Gmail and Outlook.

Does Sybill have a free trial?

Yes. 14-day free trial of paid plans.

Who makes Sybill?

Sybill is made by a company of the same name.

What are the alternatives to Sybill?

The closest alternatives to Sybill in our directory are Gong, Jiminny, Avoma, Grain and Fireflies.ai.

How does Sybill compare with other AI meeting note takers?

Sybill's GPA of 2.0 is higher than 11 of the 89 other AI meeting note takers we grade, and level with 8.

Is Sybill good value for money?

ToolGPA grades Sybill D for value for money. Its paid plans start at $30 a month for each person, against a middle price of $12 for the category: 73 of the 76 others that charge start lower.

Could I make my own version of Sybill?

To replace Sybill 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 Sybill's own pages on Nov 12, 2026, and the grades were given on Nov 12, 2026. Graded from this listing, whose facts were read from Sybill's own pages on 12 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 Sybill. Prices change, so check sybill.ai before you buy.

sybill.ai/pricing
sybill.ai/
sybill.ai/integrations

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

Sybill, kept up to date

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

toolgpa.com/tools/sybill

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, "Sybill: The Insider's Guide",
checked Nov 12, 2026.
https://toolgpa.com/tools/sybill
```

Know someone choosing between AI meeting note takers?

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

ToolGPA elsewhere: youtube.com/@toolgpa

See our other guides

The best-graded AI meeting note takers after Sybill, 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

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