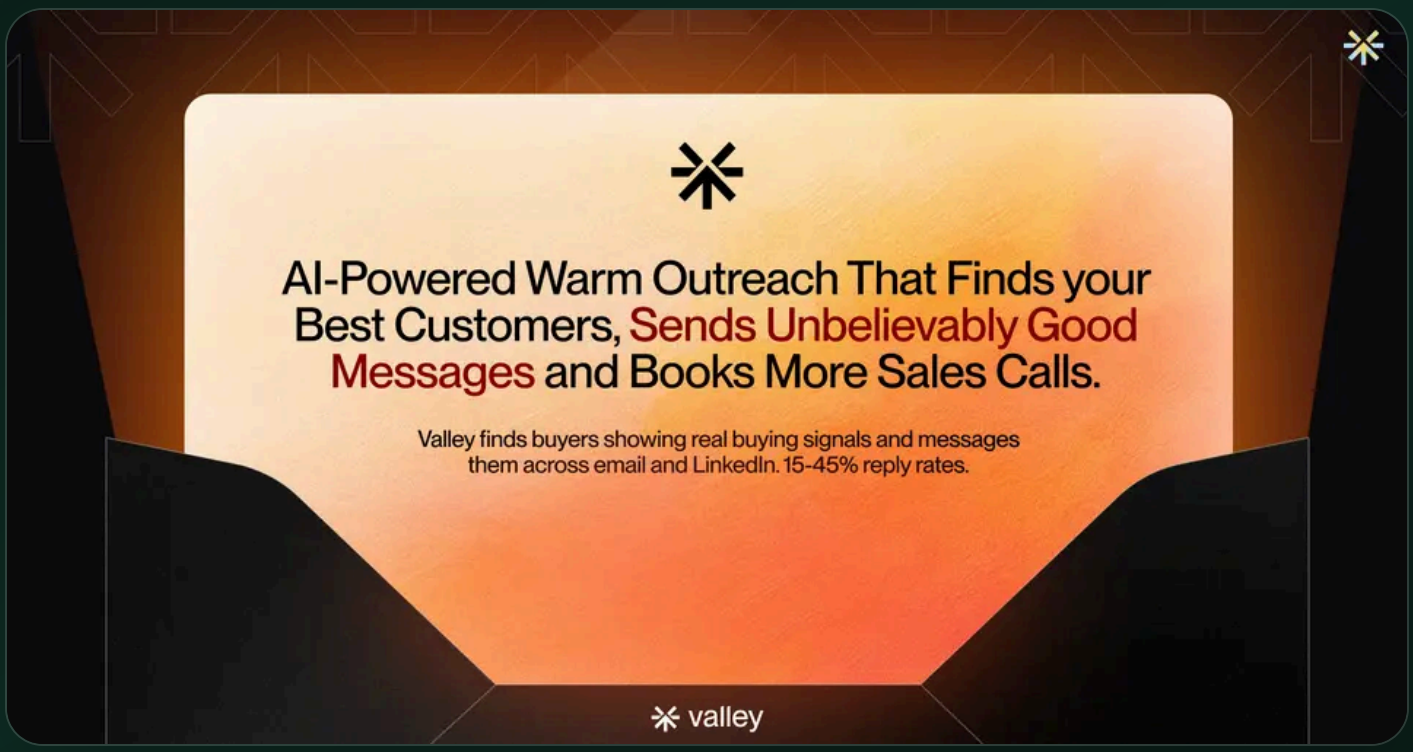
ToolGPA

NOVEMBER 2026

Valley

The Insider's Guide

AI outbound platform for signal-based LinkedIn and email outreach



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

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

1.8
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 Valley's own pages, its app-store listings and our grades. Every fact in it is on Valley'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

1.8

GPA, above 18 of the 81 other cold outreach tools we grade

Valley is an outbound platform that finds prospects from buying signals such as hiring, job changes, funding and LinkedIn post engagement, researches them, writes personalized messages in your voice and sends them on LinkedIn and, on higher plans, email. Drafts can be reviewed before they go out, and replies land in a unified inbox. Plans are priced per seat.

> "
>
> **You connect LinkedIn, email and a CRM, and credits need managing.**
>
> From our grade for ease of use

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

1 **Best for signal-based LinkedIn outreach**

Valley is an outbound platform that finds prospects from buyer signals and writes LinkedIn and email messages.

2 **Paid plans start at $149 a month for each person**

As its pricing page puts it: $149 per seat / month, billed quarterly ($199 billed monthly).

3 **You can try it first**

7-day trial for eligible new subscribers; a payment method is required

4 **It runs on Web**

Web.

5 **Buyer signals**

The site lists hiring signals, job-change alerts, funding rounds, and LinkedIn post and profile engagers, including those of competitors.

6 **Research and personalized messages**

Valley researches each prospect and writes messages in your voice; drafts can be reviewed and edited before sending.

7 **LinkedIn and email sequences**

LinkedIn campaigns and follow-ups run on every plan; email can be combined in the same sequence from a connected Gmail or Microsoft inbox.

8 **A 1.8 GPA, above 18 of 81**

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

9 **Keep it**

To replace Valley 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.

Valley at a glance

PRICING
Free trial, from $149 per seat / month, billed quarterly ($199 billed monthly)

FREE PLAN
No

FREE TRIAL
7-day trial for eligible new subscribers; a payment method is required

RUNS ON
Web

MADE BY
Valley

CATEGORY
Cold Outreach

OUR GRADE
1.8 GPA, weak

The report card

Best for signal-based LinkedIn outreach

Valley is an outbound platform that finds prospects from buyer signals and writes LinkedIn and email messages. Starter is LinkedIn only, email starts at $249 a seat, and a banner and the plan cards disagree about what Starter costs.

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

SUBJECT	GRADE	COMMENT
Value for money	D	$149 a seat a month on quarterly billing for LinkedIn only, $249 once email is added. The category's dearest tenth starts at $120.
Free plan and trial	D	A 7-day trial that asks for a payment method. No free plan.
Features	C	Buyer signals, research, LinkedIn and email sequences and a shared inbox. Email sending is an add-on on Starter, and credits for finding and verifying prospects cost extra.
Ease of use	C	No store rating on record. You connect LinkedIn, email and a CRM, and credits need managing.
Platforms and integrations	B	Web only, with HubSpot, Claude, Gmail, Microsoft 365 and Slack plus an API and MCP.

Grade point average — Weak, out of 4.0 — **1.8**

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 Valley is for

- ✓ Fits if you sell through LinkedIn first and email second
- ✓ Works for a team that wants buyer signals feeding the messages

Who it is not for

- ✕ Pricey if you add email, because Starter at $149 is LinkedIn only and Plus is $249 a seat
- ✕ Skip it if you will not hand over a payment method, since the 7-day trial needs one
- ✕ Watch out: a banner says Starter returns to $395 a seat from 9 November, yet the plan cards still showed $199 on 13 November
- ✕ Tight if you want credits, because prospect discovery and enrichment spend them and the credit price is not shown
- ✕ Not for you if you want a managed service, as the $1,499 a month Done-For-You plan had a waitlist

Good to know

Good for

- ✓ Sales teams and founders prospecting from buying signals
- ✓ Agencies and recruiters running LinkedIn outreach
- ✓ Teams that want to review AI drafts before they send

Worth knowing

- ⓘ A banner on the pricing page says the $199 Starter price runs until 8 Nov and returns to $395 a seat from 9 Nov, yet the plan cards still showed $199 on 13 Nov.
- ⓘ Credits pay for finding prospects, verifying emails and upgraded message writing; the credit price is not shown.
- ⓘ Email sending is an optional add-on on Starter; Plus and Growth include 1,000 email messages a month.
- ⓘ Valley Done-For-You, a managed service at $1,499 a month, was not accepting new users and had a waitlist.

PART 02 · PRICING

What it costs

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

$149

A month to start, for each person

Valley is a paid product with a free trial, starting at $149 per seat / month, billed quarterly ($199 billed monthly).

STARTER

$149

per seat / month, billed quarterly ($199 billed monthly)

LinkedIn only: prospecting, research, messages in your voice, campaigns, unified inbox, ICP scoring and a copilot. Email sending is an add-on.

PLUS

$249

per seat / month, billed quarterly ($299 billed monthly)

LinkedIn and email: 1,000 email messages a month, priority Slack support, an onboarding call, a customer success manager and email waterfall enrichment.

GROWTH

$499

per seat / month, billed monthly

Everything in Plus with $300 in extra credits every month for prospect discovery and enrichment. A quarterly price was not shown.

SCALE

Custom

Custom pricing for teams of five seats or more, through sales.

Trying it first

7-day trial for eligible new subscribers; a payment method is required

Read from joinvalley.co on Nov 13, 2026.

Ways to pay less

ANNUAL DISCOUNT

Save with quarterly billing

Starter drops from $199 to $149 a seat a month and Plus from $299 to $249 when billed quarterly.

Stated on joinvalley.co

What it does

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

1

Place it runs: Web

AI outbound platform for signal-based LinkedIn and email outreach. Here is what it does, as its own site describes it, and what it covers: public API, AI features, shared inbox, AI agents, reports.

> **Buyer signals, research, LinkedIn and email sequences and a shared inbox.**

From our grade for features

Buyer signals

The site lists hiring signals, job-change alerts, funding rounds, and LinkedIn post and profile engagers, including those of competitors.

Research and personalized messages

Valley researches each prospect and writes messages in your voice; drafts can be reviewed and edited before sending.

LinkedIn and email sequences

LinkedIn campaigns and follow-ups run on every plan; email can be combined in the same sequence from a connected Gmail or Microsoft inbox.

Unified inbox and analytics

Replies are managed in one inbox, with campaign analytics, ICP scoring and a copilot called Scout.

CRM, API and MCP

Integrations include HubSpot and Claude through MCP, plus an API.

Where it runs

Web

What it works with

HubSpot
Claude
Gmail
Microsoft 365
Slack

Valley is made by Valley.

Where it stands

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

18/81

Other cold outreach tools it is graded above

Valley's GPA of 1.8 is higher than 18 of the 81 other cold outreach tools we grade, and level with 10.

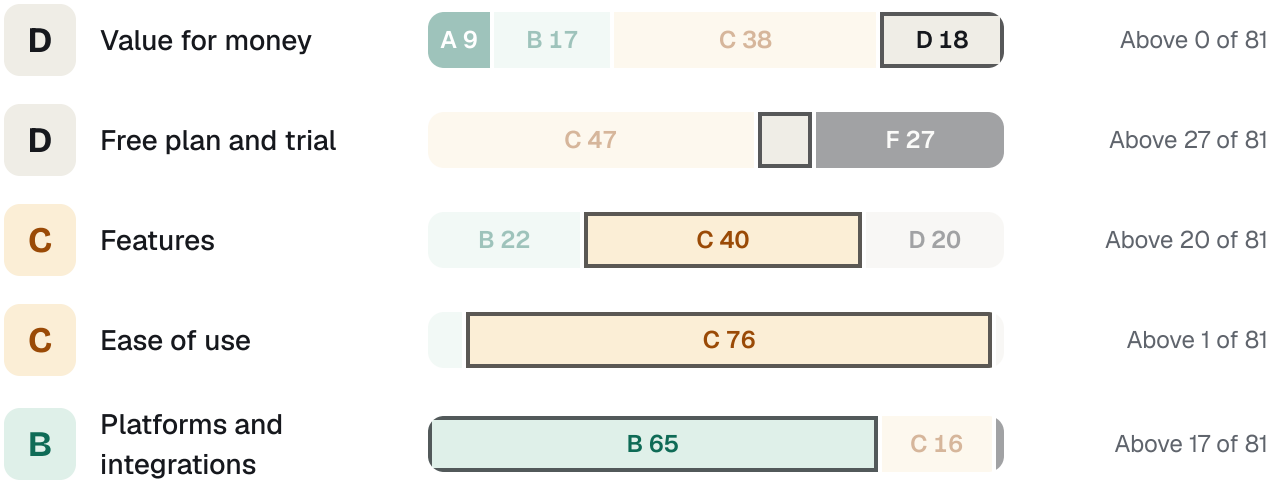
It stands best on platforms and integrations (B, above 17 of 81) and worst on value for money (D, above 0).

Its paid plans start at $149 a month for each person, against a middle price of $39 for the category: 67 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.

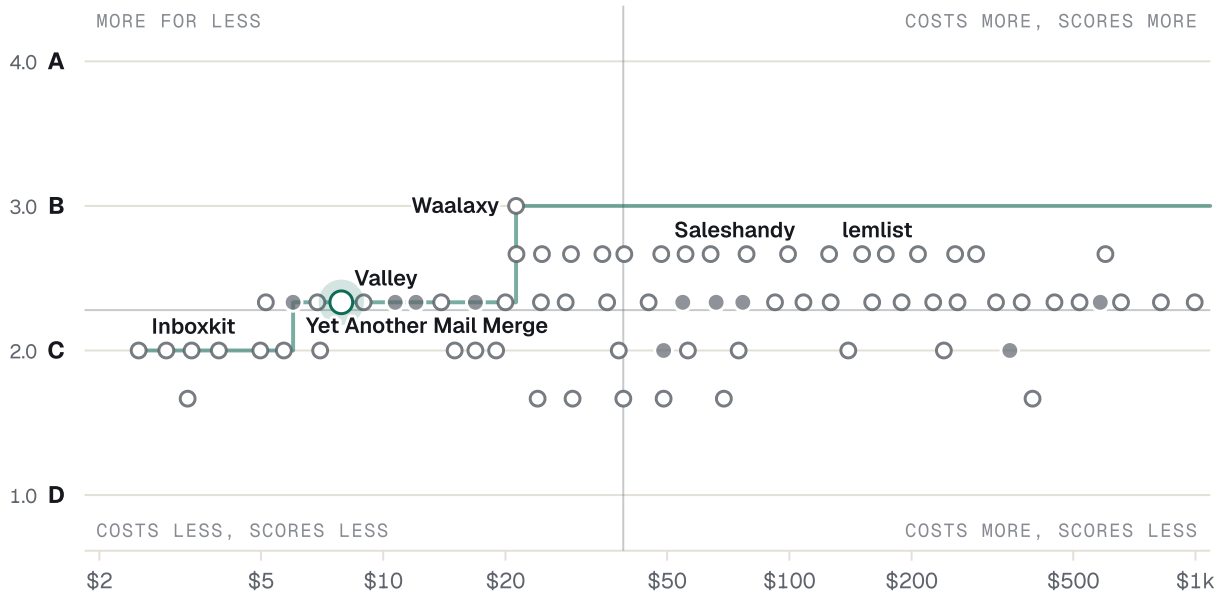
Each grade against the category

Every bar is all 82 cold outreach tools we grade, cut by the letter each got. Valley'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. Valley 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 Valley 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: 53 of the 81 other cold outreach tools grade higher. It costs $1,788 a year.

What you could make

- Reports: an app builder makes this well.

What you could not

- An AI agent, with the models and the safeguards behind it.

- One mailbox that several people work at once.
- It is priced for each person, which means accounts and billing for a team.
- It plugs into other products, HubSpot, Claude and Gmail among them, and has an API.

What this rests on. Valley'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



Gojiberry, Kakiyo, HeyReach, Amplemarket and AiSDR

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

2.0 GPA

Gojiberry

Free trial · from $99/mo

AI prospecting agent that finds buyers from signals and contacts them.

- Only Gojiberry lists a browser extension.
- Valley also covers reports.
- Gojiberry also covers email campaigns.

Valley and Gojiberry compared in full

1.6 GPA

Kakiyo

Free trial · from €125/mo

AI agent that runs LinkedIn outreach conversations.

- Valley also covers shared inbox and reports.

Valley and Kakiyo compared in full



2.2
GPA

HeyReach

Free trial · from $64/mo

LinkedIn outreach across many sender accounts, billed per sender.

- Valley also covers AI agents and reports.

Valley and HeyReach 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.
- Valley also covers shared inbox and reports.
- Amplemarket also covers email campaigns.

Valley and Amplemarket compared in full



2.0
GPA

AiSDR

Paid

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

- Valley also covers shared inbox and reports.
- AiSDR also covers email campaigns.

Valley 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 Valley free?

No, Valley is a paid product, but you can try it first. 7-day trial for eligible new subscribers; a payment method is required.

How much does Valley cost?

Valley lists 4 plans. Starter: $149 per seat / month, billed quarterly ($199 billed monthly).

What platforms does Valley work on?

Valley is available on Web.

Does Valley offer any discounts?

Valley publicly lists the following: Save with quarterly billing.

Does Valley have an Android app?

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

Does Valley have an iPhone app?

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

Is Valley open source?

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

Does Valley have an API?

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

What does Valley integrate with?

Valley's listing names HubSpot, Claude, Gmail, Microsoft 365 and Slack.

Who makes Valley?

Valley is made by a company of the same name.

What are the alternatives to Valley?

The closest alternatives to Valley in our directory are Gojiberry, Kakiyo, HeyReach, Amplemarket and AiSDR.

How does Valley compare with other cold outreach tools?

Valley's GPA of 1.8 is higher than 18 of the 81 other cold outreach tools we grade, and level with 10.

Is Valley good value for money?

ToolGPA grades Valley D for value for money. Its paid plans start at $149 a month for each person, against a middle price of $39 for the category: 67 of the 73 others that charge start lower.

Could I make my own version of Valley?

To replace Valley 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 Valley'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 Valley'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 Valley. Prices change, so check joinvalley.co before you buy.

joinvalley.co/pricing

joinvalley.co

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

Valley, kept up to date

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

toolgpa.com/tools/valley

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, "Valley: The Insider's Guide",
checked Nov 13, 2026.
https://toolgpa.com/tools/valley
```

Know someone choosing between cold outreach tools?

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

ToolGPA elsewhere: youtube.com/@toolgpa

See our other guides

The best-graded cold outreach tools after Valley, 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 Valley'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. Valley is a trademark of its owner, and this guide is not made, paid for or approved by Valley. Prices and plans change: check joinvalley.co before you buy.