ToolGPA

NOVEMBER 2026

Vymo

The Insider's Guide

Sales and collections CRM for banks, insurers and lenders



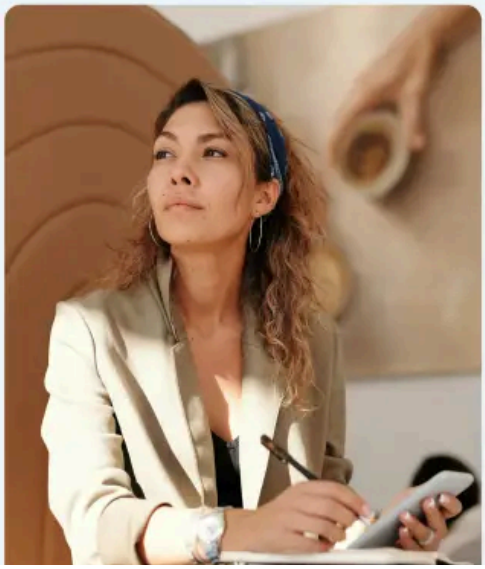
Every plan, grade, refund rule and rival among CRM tools, read from Vymo's own pages.

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

1.8
GPA

Transforming Sales & Collections for Financial Institutions

Vymo



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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 Vymo's own pages, its app-store listings and our grades. Every fact in it is on Vymo'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 16 of the 116 other CRM tools we grade

Vymo is a sales engagement and distribution management platform for financial institutions such as banks, insurers and lenders. It covers lead and activity management for direct sales teams, tools for off-roll agents and partner sellers, and a separate product for collections.

To get you started, here are **7 things to know about Vymo**, taken from its own pages and our grades.

> **An enterprise rollout with integrations to connect, and it does not state which phones it runs on.**
>
> From our grade for ease of use

1 **Best for a sales and collections CRM for large lenders and insurers**

Vymo is a sales, partner and collections CRM aimed at large banks, insurers and lenders, with a long list of enterprise integrations.

2 **It runs on Web**

Web.

3 **SalesIQ**

Lead and activity management for direct sales forces, with prioritization and guided next steps for sellers and managers.

4 **PartnerIQ**

Manages off-roll agents and third-party sellers across a distribution network.

5 **CollectIQ**

Workflows for debt recovery, from pre-delinquency management through post-delinquency follow-up.

6 **A 1.8 GPA, above 16 of 116**

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

7 **Keep it**

To replace Vymo you would be making connections to other products, each kept working as those products change. That is not a weekend's work, with an AI app builder or without one.

Vymo at a glance

PRICING Paid	FREE PLAN No
FREE TRIAL None stated	RUNS ON Web
MADE BY Vymo	CATEGORY CRM Software
OUR GRADE 1.8 GPA, weak	

The report card

Best for a sales and collections CRM for large lenders and insurers

Vymo is a sales, partner and collections CRM aimed at large banks, insurers and lenders, with a long list of enterprise integrations. No price is published and the vendor cites 70-plus enterprise customers, so it is not aimed at small teams.

TOOLGPA REPORT CARD	Vymo	Graded Nov 13, 2026
SUBJECT	GRADE	COMMENT
Value for money	C	No price on record; the site sends you to the sales team. With nothing to compare against the category's $29 middle, it sits at the ordinary grade.
Free plan and trial	F	No free plan and no trial on record, so the first step is a demo or a quote.
Features	C	Sales, partner and collections modules and industry-specific versions for banks and insurers. It is a narrow, vertical job, and the pages show only the sales-led view.
Ease of use	C	No store rating on record. An enterprise rollout with integrations to connect, and it does not state which phones it runs on.
Platforms and integrations	B	Web, with Salesforce, Vtiger, Dynamics, Google, Office 365, WhatsApp, Zoom and Teams links. The mobile platforms are not stated.
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 Vymo is for

- ✓ Fits if you run sales or collections at a bank, insurer or lender
- ✓ Works for large field teams that need to plug into existing enterprise systems

Who it is not for

- ✕ Not for you if you are a small business, as the customers cited are enterprises
- ✕ Skip it if you want a price list, since none is published
- ✕ Watch out: the pages do not say which operating systems the mobile experience runs on
- ✕ Not for you if you sell outside finance, as it is built for financial institutions

Good to know

Good for

- ✓ Banks and insurers running large field and branch sales teams
- ✓ Financial institutions managing agents and third-party sellers
- ✓ Lenders that need collections workflows next to sales

Worth knowing

- ⓘ No prices are published: the site directs visitors to get a quote from the sales team.
- ⓘ It is built for large financial institutions; the vendor cites 70+ enterprise customers, not small businesses.
- ⓘ The pages read do not state which operating systems the mobile experience runs on.

What it costs

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

Vymo's current pricing could not be confirmed from its own site.

> **No price on record; the site sends you to the sales team.**
>
> From our grade for value for money

We could not confirm Vymo's current prices from its own site, so this guide lists no plans. vymo.com has them.

What it does

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

1

Place it runs: Web

Sales and collections CRM for banks, insurers and lenders. Here is what it does, as its own site describes it, and what it covers: AI features, sales pipeline, workflow automation, reports.

> **Sales, partner and collections modules and industry-specific versions for banks and insurers.**
>
> From our grade for features

SalesIQ

Lead and activity management for direct sales forces, with prioritization and guided next steps for sellers and managers.

PartnerIQ

Manages off-roll agents and third-party sellers across a distribution network.

CollectIQ

Workflows for debt recovery, from pre-delinquency management through post-delinquency follow-up.

Industry solutions

Packaged setups for agency, bancassurance, branch banking, retail lending, unified sales and collections.

Enterprise integrations

The integrations page lists single sign-on, other CRMs, cloud telephony, eKYC providers, HRMS and payment gateways.

Where it runs

- Web

What it works with

- Salesforce
- Vtiger
- MS Dynamics
- Google Suite
- Office 365
- WhatsApp
- Zoom
- MS Teams

Vymo is made by Vymo.

PART 04 · STANDING

Where it stands

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

16/116

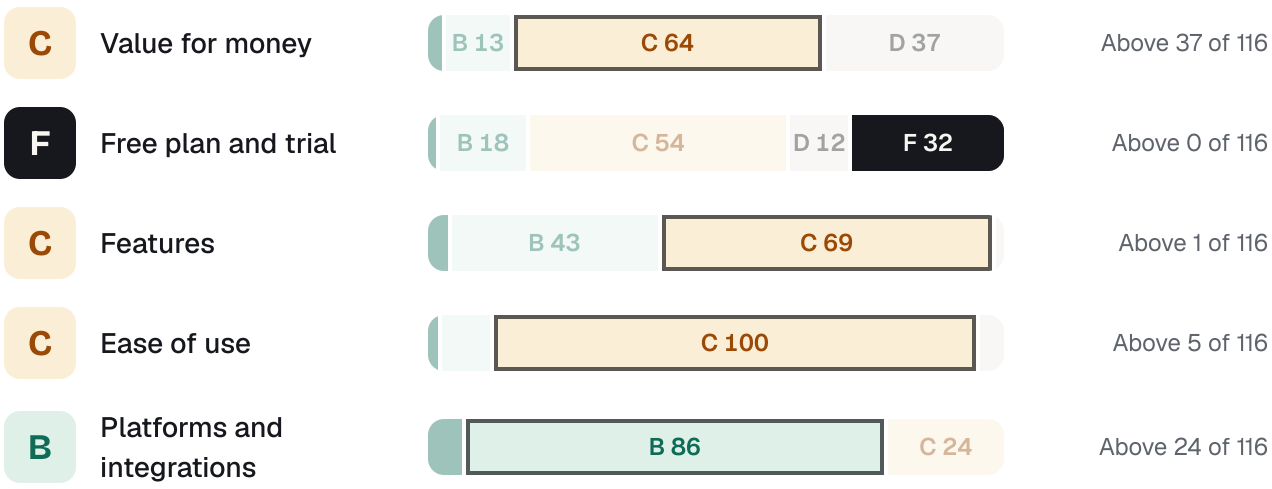
Other CRM tools it is graded above

Vymo's GPA of 1.8 is higher than 16 of the 116 other CRM tools we grade, and level with 20.

It stands best on platforms and integrations (B, above 24 of 116) and worst on free plan and trial (F, above 0).

Each grade against the category

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



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 Vymo you would be making connections to other products, each kept working as those products change. 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: 80 of the 116 other CRM tools grade higher.

What you could make

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

What you could not

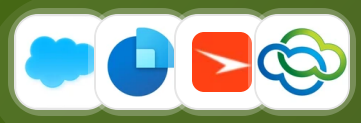
- Connections to other products, each kept working as those products change.
- AI features, unless you pay a model provider for each request yourself.
- What a company asks for before it lets staff use something: single sign-on.

What this rests on. Vymo'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.

PART 05 · ALTERNATIVES

The alternatives

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



Salesforce, Microsoft Dynamics 365 Sales, Creatio and Vtiger

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

2.8 GPA

Salesforce

Free plan · from $25/mo

CRM platform for sales teams with AI agents and a free 2-user suite.

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

Vymo and Salesforce compared in full

2.2 GPA

Microsoft Dynamics 365 Sales

Free trial · from $65/mo

Microsoft's sales CRM with Copilot and prebuilt sales agents.

- Only Microsoft Dynamics 365 Sales lists iOS and Android apps.
- Microsoft Dynamics 365 Sales also covers AI agents.

Vymo and Microsoft Dynamics 365 Sales compared in full

1.8
GPA

Creatio

From $40/mo

No-code platform with sales, marketing and service CRM products.

- Vymo also covers reports.
- Creatio also covers marketing automation, no-code and help desk.

Vymo and Creatio 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 has a free plan. Vymo does not.
- Only Vtiger lists iOS and Android apps.
- Vtiger is open source and self-hostable, according to its own site.

Vymo and Vtiger compared in full

Quick answers

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

10

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 Vymo free?

No. Vymo is a paid product.

What platforms does Vymo work on?

Vymo is available on Web.

Does Vymo have an Android app?

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

Does Vymo have an iPhone app?

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

Is Vymo open source?

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

What does Vymo integrate with?

Vymo's listing names Salesforce, Vtiger, MS Dynamics, Google Suite, Office 365, WhatsApp, Zoom and MS Teams.

Who makes Vymo?

Vymo is made by a company of the same name.

What are the alternatives to Vymo?

The closest alternatives to Vymo in our directory are Salesforce, Microsoft Dynamics 365 Sales, Creatio and Vtiger.

How does Vymo compare with other CRM tools?

Vymo's GPA of 1.8 is higher than 16 of the 116 other CRM tools we grade, and level with 20.

Could I make my own version of Vymo?

To replace Vymo you would be making connections to other products, each kept working as those products change.

Where this guide comes from

The prices, plans, platforms and features were read from Vymo'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 Vymo's own pages on 13 November 2026. vymo.com home page loaded empty, so its page at /us/ was used to confirm the product is still offered; no price appears there. 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 Vymo. Prices change, so check vymo.com before you buy.

vymo.com/
vymo.com/us/
vymo.com/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

Vymo, kept up to date

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

toolgpa.com/tools/vymo

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

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

ToolGPA elsewhere: youtube.com/@toolgpa

See our other guides

The best-graded CRM tools after Vymo, 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 Vymo'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. Vymo is a trademark of its owner, and this guide is not made, paid for or approved by Vymo. Prices and plans change: check vymo.com before you buy.