ToolGPA

NOVEMBER 2026

Willo

The Insider's Guide

Asynchronous video interviews and candidate screening



Every plan, grade, refund rule and rival among hiring and applicant tracking tools, read from Willo's own pages.

Made by Willo Technologies Ltd · checked Nov 12, 2026 · toolgpa.com

2.0
GPA

willo®

#1 Candidate Screening Platform

Hire confidently at scale



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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 Willo's own pages, its app-store listings and our grades. Every fact in it is on Willo'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 21 of the 48 other hiring and applicant tracking tools we grade

Willo is a candidate screening platform built around asynchronous interviews, where candidates answer video, audio, written or multiple choice questions. It adds AI summaries and transcripts, scorecards and identity checks. It is sold as an annual Enterprise contract or as pay-as-you-go Lite roles.

> "
>
> **Questions and invites to set up for each role.**
>
> From our grade for ease of use

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

1 **Best for recorded video interviews for screening**

Willo is a video interview tool where candidates record answers to your questions.

2 **Paid plans start at $59 a month**

As its pricing page puts it: $59 per live role / month, no contract.

3 **It runs on Web**

Web.

4 **Question types**

Video, audio, written, multiple choice and identity questions, with a library of assessments.

5 **Willo Intelligence**

AI tools for transcription, summaries, follow-up questions and insights on candidate responses.

6 **Scorecards and benchmarks**

Custom scorecards let several reviewers rate candidates.

7 **A 2.0 GPA, above 21 of 48**

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

8 **Keep it**

Nothing Willo does is plain enough to make in a weekend. The 4 things listed below take a company.

Willo at a glance

PRICING Paid, from $59 per live role / month, no contract	FREE PLAN No
FREE TRIAL None stated	RUNS ON Web
MADE BY Willo Technologies Ltd	CATEGORY Hiring & Applicant Tracking
OUR GRADE 2.0 GPA, fair	

The report card

Best for recorded video interviews for screening

Willo is a video interview tool where candidates record answers to your questions. Lite is $59 per live role a month with no contract and 5 roles at most. The AI features, ATS links and SSO are Enterprise only, from $3,799 a year.

TOOLGPA REPORT CARD	Willo	Graded Nov 12, 2026

SUBJECT	GRADE	COMMENT
Value for money	B	$59 per live role a month on Lite with no contract, inside the category's cheaper quarter, but Enterprise starts at $3,799 a year, about $317 a month.
Free plan and trial	F	No free plan and no trial on the pages read.
Features	C	Question types, scorecards, invites, ID checks and an API. It does that screening job, but it is not a full applicant tracker.
Ease of use	C	No rating on record. Questions and invites to set up for each role.
Platforms and integrations	B	Web only, with Workday, Greenhouse, Lever, Workable, Zapier and an API, mostly on Enterprise.
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 Willo is for

- ✓ Fits if you screen many candidates with the same questions before live interviews
- ✓ Works for teams that want no annual contract

Who it is not for

- ✗ Tight if you stay on Lite, as it is 5 live roles, 5 users and 150 assessed candidates per role
- ✗ Pricey if you need the AI, ATS links or SSO, as they are Enterprise only
- ✗ Watch out: ID, right-to-work and background checks are add-ons on Lite
- ✗ Skip it if you want a trial, as none is shown

Good to know

Good for

- ✓ Teams screening many candidates before live interviews
- ✓ Occasional hirers who want pay-as-you-go roles

Worth knowing

- ⓘ The Enterprise price is a starting figure; the exact quote needs a demo.
- ⓘ Willo Intelligence AI features, ATS integrations, SSO and 12+ month retention are Enterprise-only, as listed.
- ⓘ ID, right-to-work and background checks are add-ons on Lite.
- ⓘ The price toggle also lists GBP, EUR and AUD; the figures here are the USD ones.

What it costs

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

$59
A month to start

Willo is a paid product, starting at $59 per live role / month, no contract.

> **No free plan and no trial on the pages read.**
>
> From our grade for free plan and trial

WILLO LITE

$59

per live role / month, pay as you go

Up to 5 live roles and 5 users, with 150 assessed candidates per live role. No annual contract.

WILLO ENTERPRISE

$3,799

per year, billed annually, from; longer terms cost less

Custom live roles and users, ATS integrations, SSO, 12+ months data retention and a customer success manager. Quote through a demo; payable monthly or quarterly.

Read from willo.video on Nov 12, 2026.

Ways to pay less

NONPROFIT

50% off for non-profits

Willo offers a 50% discount to non-profits through an application.

Stated on willo.video

ANNUAL DISCOUNT

Longer Enterprise terms

Billed annually, the 2-year term saves 10% and the 3-year term saves 15% versus a 1-year term.

Stated on willo.video

What it does

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

1

Place it runs: Web

Asynchronous video interviews and candidate screening. Here is what it does, as its own site describes it, and what it covers: public API, AI features, transcription.

"

Question types, scorecards, invites, ID checks and an API.

From our grade for features

Question types

Video, audio, written, multiple choice and identity questions, with a library of assessments.

Willo Intelligence

AI tools for transcription, summaries, follow-up questions and insights on candidate responses.

Scorecards and benchmarks

Custom scorecards let several reviewers rate candidates.

Invites and languages

Email and SMS invites, in 18+ languages, with deadline management.

Identity and right-to-work checks

ID, right-to-work and background check credits come with Enterprise and are add-ons on Lite.

Open API and ATS integrations

Enterprise lists native ATS connections; Lite lists Zapier and Integrately.

Where it runs

Web

What it works with

Workday
SAP SuccessFactors
Oracle
Greenhouse
iCIMS
Lever
Workable
Zapier

Willo is made by Willo Technologies Ltd.

Where it stands

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

21/48

Other hiring and applicant tracking tools it is graded above

Willo's GPA of 2.0 is higher than 21 of the 48 other hiring and applicant tracking tools we grade, and level with 8.

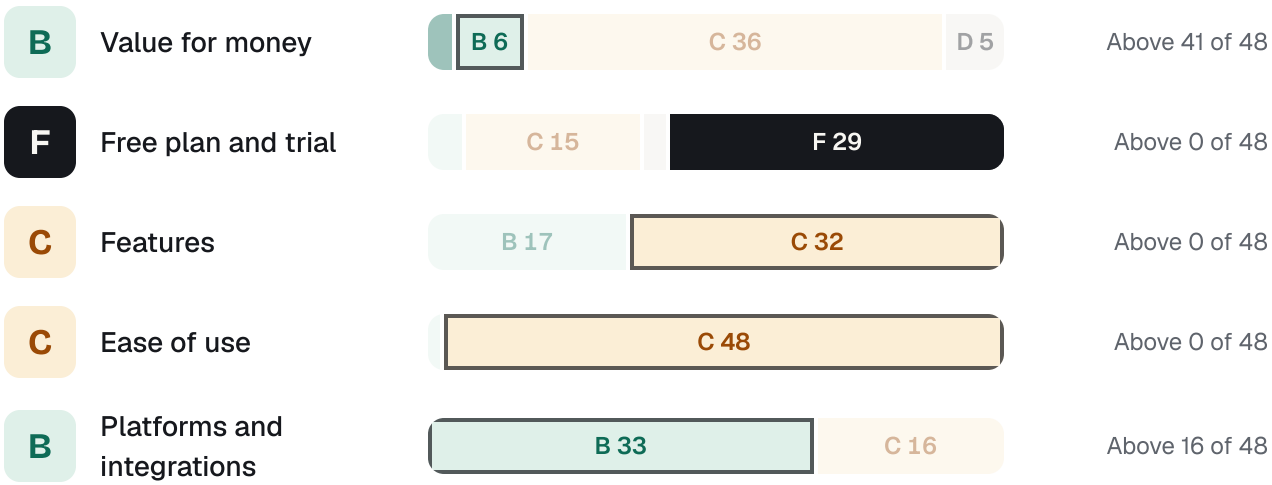
It stands best on value for money (B, above 41 of 48) and worst on free plan and trial (F, above 0).

Its paid plans start at $59 a month, against a middle price of $84.17 for the category: 5 of the 25 others that charge start lower.

On features, ease of use and platforms it scores 2.3 out of 4. 2 tools score higher and cost less.

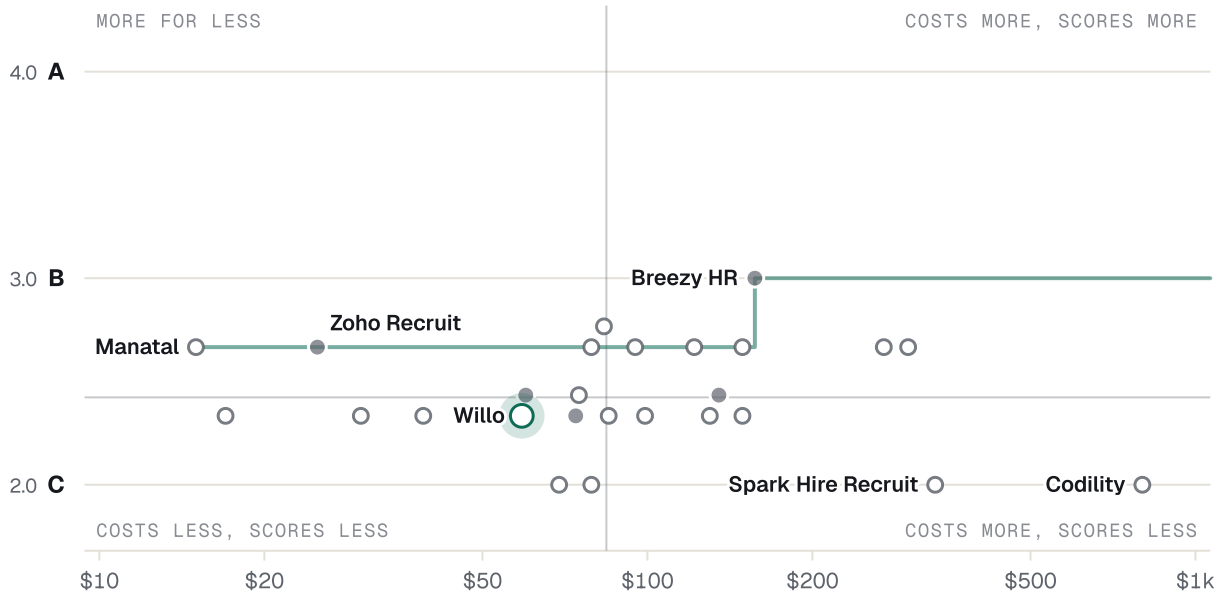
Each grade against the category

Every bar is all 49 hiring and applicant tracking tools we grade, cut by the letter each got. Willo's own letter is outlined.



Price against what you get

Each dot is one of 26 hiring and applicant tracking tools. Further left costs less; higher up scores better on features, ease of use and platforms. Willo 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

Nothing Willo does is plain enough to make in a weekend. The 4 things listed below take a company.

It costs $708 a year.

What you could not

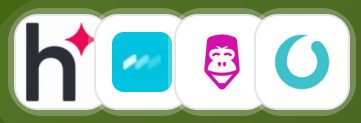
- Speech turned into text you can trust.
- It plugs into other products, Workday, SAP SuccessFactors and Oracle among them, and has an API.
- AI features, unless you pay a model provider for each request yourself.

- ✕ Sharing with other people, which means accounts and invitations.

What this rests on. Willo'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



HireVue, Harver, TestGorilla and Paradox

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

1.6 GPA

HireVue

Paid

AI-assisted video interviewing and assessments for hiring teams.

- Willo also covers transcription.
- HireVue also covers skills tests.

Willo and HireVue compared in full

1.6 GPA

Harver

Paid

Pre-hire assessments and volume hiring software.

- Willo also covers transcription.
- Harver also covers skills tests.

Willo and Harver compared in full

2.2
GPA

TestGorilla

Free plan · from $74/mo

Skills tests, AI interviews and candidate sourcing for hiring teams.

- TestGorilla has a free plan. Willo does not.
- Willo also covers transcription.
- TestGorilla also covers skills tests.

Willo and TestGorilla compared in full

1.8
GPA

Paradox

Paid

Conversational ATS and hiring assistant for high-volume employers.

- Willo also covers transcription.
- Paradox also covers reports, applicant tracking and chatbots.

Willo and Paradox compared in full

PART 06 · QUESTIONS

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 Willo free?

No. Willo is a paid product, starting at $59 per live role / month, no contract.

How much does Willo cost?

Willo lists 2 plans. Willo Lite: $59 per live role / month, pay as you go.

What platforms does Willo work on?

Willo is available on Web.

Does Willo offer any discounts?

Willo publicly lists the following: 50% off for non-profits; Longer Enterprise terms.

Does Willo have an Android app?

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

Does Willo have an iPhone app?

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

Is Willo open source?

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

Does Willo have an API?

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

What does Willo integrate with?

Willo's listing names Workday, SAP SuccessFactors, Oracle, Greenhouse, iCIMS, Lever, Workable and Zapier.

Who makes Willo?

Willo is made by Willo Technologies Ltd.

What are the alternatives to Willo?

The closest alternatives to Willo in our directory are HireVue, Harver, TestGorilla and Paradox.

How does Willo compare with other hiring and applicant tracking tools?

Willo's GPA of 2.0 is higher than 21 of the 48 other hiring and applicant tracking tools we grade, and level with 8.

Is Willo good value for money?

ToolGPA grades Willo B for value for money. Its paid plans start at $59 a month, against a middle price of $84.17 for the category: 5 of the 25 others that charge start lower.

Could I make my own version of Willo?

Nothing Willo does is plain enough to make in a weekend. The 4 things listed below take a company.

Where this guide comes from

The prices, plans, platforms and features were read from Willo'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 Willo'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 Willo Technologies Ltd. Prices change, so check willo.video before you buy.

willo.video/pricing

PART 07 · ABOUT

About ToolGPA

Who made this guide, what else is on the site, and how to cite it

5,038

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**.

5,038
tools graded

95
categories

739
price changes on record

579
apps priced in 12 countries

What else is on toolgpa.com

Willo, kept up to date

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

toolgpa.com/tools/willo

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, "Willo: The Insider's Guide", checked
Nov 12, 2026. https://toolgpa.com/tools/willo
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Know someone choosing between hiring and applicant tracking tools?

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

ToolGPA elsewhere: youtube.com/@toolgpa

See our other guides

The best-graded hiring and applicant tracking tools after Willo, each with an Insider's Guide of its own.

Hiring & Applicant Tracking Insider's Guide

Every one of the 49 hiring and applicant tracking tools we grade, compared

Manatal Insider's Guide

Low-cost per-user ATS and recruitment CRM with AI candidate matching

2.8 GPA

Breezy HR Insider's Guide

Flat-priced applicant tracking with a free one-job plan

2.6 GPA

JOIN Insider's Guide

Multiposting and applicant management priced per open job

2.6 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 Willo'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. Willo is a trademark of its owner, and this guide is not made, paid for or approved by Willo Technologies Ltd. Prices and plans change: check willo.video before you buy.