ToolGPA

NOVEMBER 2026

Ytel

The Insider's Guide

Browser-based outbound sales dialer with number health tools

Every plan, grade, refund rule and rival among business phone systems, read from Ytel's own pages.

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

1.8
GPA



Contents

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

02 What it costs
Every plan, the free plan, ways to pay less and how prices have moved

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

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

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

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

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

ToolGPA put this guide together from Ytel's own pages, its app-store listings and our grades. Every fact in it is on Ytel'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 12 of the 77 other business phone systems we grade

Ytel is a cloud calling platform aimed at outbound sales teams. It combines a multi-line and predictive dialer with spam-label monitoring, inbound routing, outbound texting and AI voice agents. Agents work from a browser, and pricing is quoted after a demo.

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

> "
>
> **No prices are published, and agents need Chrome and a headset.**
>
> From our report card of Ytel

1 **Best for an outbound sales dialer in the browser**

Ytel is a browser-based dialer for outbound sales teams, with power and predictive dialing and number health checks.

2 **It runs on Web**

Web.

3 **Power and predictive dialing**

Dials multiple lines at once and calls ahead based on predicted agent availability to cut idle time between conversations.

4 **Number health**

Detects numbers carriers have labeled as spam-likely and cycles them out of rotation until the label is fixed.

5 **Live call monitoring**

Managers can listen in, whisper to the rep or barge into live calls to coach without leaving the dashboard.

6 **A 1.8 GPA, above 12 of 77**

That is against the other business phone systems we grade, on value, the free plan, features, ease of use and platforms.

7 **Keep it**

To replace Ytel you would be making phone numbers and calls carried over the phone network. That is not a weekend's work, with an AI app builder or without one.

Ytel at a glance

PRICING Paid	FREE PLAN No
FREE TRIAL None stated	RUNS ON Web
MADE BY Ytel	CATEGORY Business Phone Systems
OUR GRADE 1.8 GPA, weak	

The report card

Best for an outbound sales dialer in the browser

Ytel is a browser-based dialer for outbound sales teams, with power and predictive dialing and number health checks. No prices are published, and agents need Chrome and a headset.

TOOLGPA REPORT CARD	Ytel	Graded Nov 13, 2026

SUBJECT	GRADE	COMMENT
Value for money	C	No prices published; the site routes visitors to a demo.
Free plan and trial	F	No free plan and no free trial is offered on the pages we read.
Features	C	Power and predictive dialing, number health, call monitoring, inbound routing, AI voice agents and CRM sync. It does the dialing job fully, which is a smaller job than an office phone system.
Ease of use	C	No store rating on record. Agents work in Chrome with a headset, and the team sets up dialing and CRM sync.
Platforms and integrations	B	Web only, with Salesforce, HubSpot and Zoho connections.
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 Ytel is for

- ✓ Fits if you run outbound sales calls from Salesforce, HubSpot or Zoho
- ✓ Works for teams who worry about their numbers being flagged as spam

Who it is not for

- ✗ Skip it if you want a posted price, as it's a demo or pricing request
- ✗ Not for you if you want desk phones and extensions, as it's built around outbound dialing
- ✗ Watch out: agents need Chrome and a headset, and no desktop or mobile apps are listed
- ✗ Too light for inbound-heavy offices

Good to know

Good for

- ✓ Outbound sales and lead-follow-up teams that dial high volumes
- ✓ Teams whose answer rates suffer from numbers flagged as spam-likely

Worth knowing

- ⓘ No prices are published; the site routes visitors to a demo or pricing request, so pricing is unverified here.
- ⓘ Agents need a Chrome browser and a headset; no desktop or mobile apps are listed on the pages we read.
- ⓘ It is built around outbound dialing, not an office phone system with desk phones and extensions.

What it costs

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

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

"

No prices published; the site routes visitors to a demo.

From our grade for value for money

We could not confirm Ytel's current prices from its own site, so this guide lists no plans. ytel.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

Browser-based outbound sales dialer with number health tools. Here is what it does, as its own site describes it, and what it covers: AI agents, business phone line, sMS marketing, call tracking.

> **Power and predictive dialing, number health, call monitoring, inbound routing, AI voice agents and CRM sync.**
>
> From our grade for features

Power and predictive dialing

Dials multiple lines at once and calls ahead based on predicted agent availability to cut idle time between conversations.

Number health

Detects numbers carriers have labeled as spam-likely and cycles them out of rotation until the label is fixed.

Live call monitoring

Managers can listen in, whisper to the rep or barge into live calls to coach without leaving the dashboard.

Inbound routing

Skills-based routing and IVR send inbound calls to the right agent, and every agent gets a dedicated number.

AI voice agents and outbound SMS

AI voice agents take calls without a human agent, and automated texts can be sent at scale alongside calling.

CRM sync and STIR/SHAKEN

Logs call data to CRMs such as Salesforce, HubSpot and Zoho, and the vendor says it supports STIR/SHAKEN caller ID verification.

Where it runs

Web

What it works with

Salesforce HubSpot Zoho

Ytel is made by Ytel.

Where it stands

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

12/77

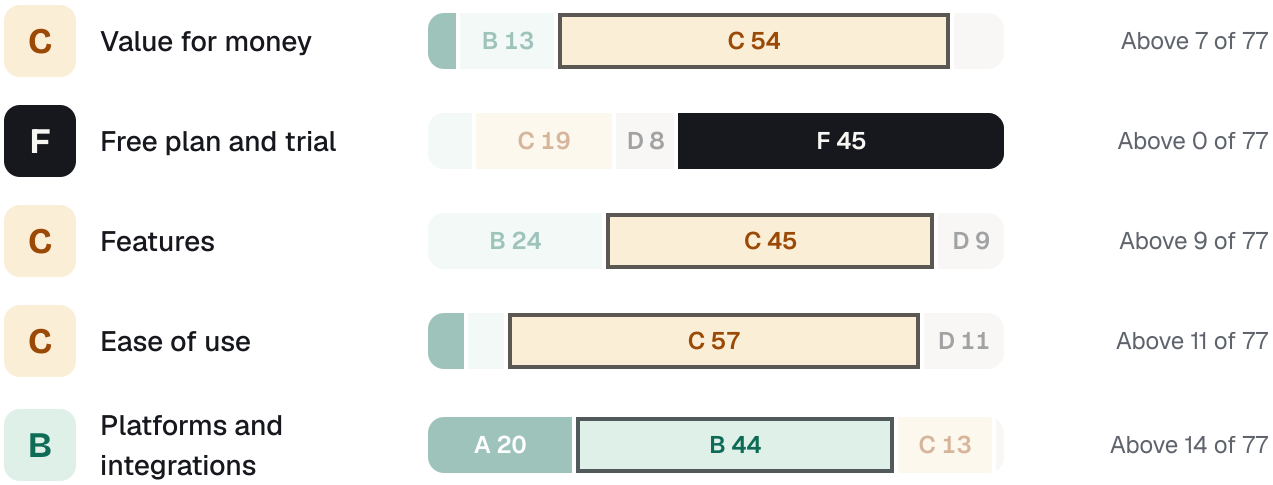
Other business phone systems it is graded above

Ytel's GPA of 1.8 is higher than 12 of the 77 other business phone systems we grade, and level with 15.

It stands best on platforms and integrations (B, above 14 of 77) and worst on free plan and trial (F, above 0).

Each grade against the category

Every bar is all 78 business phone systems we grade, cut by the letter each got. Ytel'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 Ytel you would be making phone numbers and calls carried over the phone network. 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: 50 of the 77 other business phone systems grade higher.

What you could not

- ✕ Phone numbers and calls carried over the phone network.
- ✕ Texts to thousands of numbers, registered with the carriers.
- ✕ An AI agent, with the models and the safeguards behind it.
- ✕ Phone numbers that change for each visitor so every call is traced to its source.
- ✕ People on the other end: coaches. No app builder makes those.

What this rests on. Ytel'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



Kixie, Readymode, JustCall, Aloware and CallHippo

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

2.2 GPA

Kixie

Free trial

Calling and texting platform for sales teams that work in a CRM.

- Only Kixie lists a browser extension.
- Ytel also covers AI agents, sMS marketing and call tracking.
- Kixie also covers business texting.

Ytel and Kixie compared in full

1.4 GPA

Readymode

From $199/mo

Cloud predictive dialer with a built-in CRM for outbound call teams.

- Ytel also covers AI agents, sMS marketing and call tracking.
- Readymode also covers reports.

Ytel and Readymode compared in full

2.4 GPA

JustCall

Free trial · from $29/mo

Cloud phone and SMS system for sales and support teams.

- Only JustCall lists macOS, Windows, iOS and Android apps.
- Ytel also covers AI agents, sMS marketing and call tracking.
- JustCall also covers transcription and business texting.

Ytel and JustCall compared in full

2.2 GPA

Aloware

Free trial · from $30/mo

Cloud calling and texting for sales and support teams.

- Only Aloware lists macOS, Windows, iOS and Android apps.
- Only Aloware lists a browser extension.
- Ytel also covers AI agents.

Ytel and Aloware compared in full

2.6 GPA

CallHippo

Free trial · from $19/mo

Virtual phone system with regional calling plans and a dialer suite.

- Only CallHippo lists macOS, Windows, iOS and Android apps.
- Only CallHippo lists a browser extension.
- Ytel also covers AI agents, sMS marketing and call tracking.

Ytel and CallHippo compared in full

PART 06 · QUESTIONS

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 Ytel free?

No. Ytel is a paid product.

What platforms does Ytel work on?

Ytel is available on Web.

Does Ytel have an Android app?

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

Does Ytel have an iPhone app?

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

Is Ytel open source?

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

What does Ytel integrate with?

Ytel's listing names Salesforce, HubSpot and Zoho. A listing names up to eight integrations, so it may connect to more.

Who makes Ytel?

Ytel is made by a company of the same name.

What are the alternatives to Ytel?

The closest alternatives to Ytel in our directory are Kixie, Readymode, JustCall, Aloware and CallHippo.

How does Ytel compare with other business phone systems?

Ytel's GPA of 1.8 is higher than 12 of the 77 other business phone systems we grade, and level with 15.

Could I make my own version of Ytel?

To replace Ytel you would be making phone numbers and calls carried over the phone network.

Where this guide comes from

The prices, plans, platforms and features were read from Ytel'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 Ytel'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 Ytel. Prices change, so check ytel.com before you buy.

ytel.com/

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

Ytel, kept up to date

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

toolgpa.com/tools/ytel

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

Know someone choosing between business phone systems?

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

ToolGPA elsewhere: youtube.com/@toolgpa

See our other guides

The best-graded business phone systems after Ytel, each with an Insider's Guide of its own.

Business Phone Systems Insider's Guide

Every one of the 78 business phone systems we grade, compared

Zadarma Insider's Guide

Cloud PBX and virtual numbers in 110+ countries, free to start

3.2 GPA

Grasshopper Insider's Guide

Virtual business number on your own phone, priced per account

3.0 GPA

RingCentral Insider's Guide

Cloud phone system with texting, fax, video meetings and team chat

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