2027 / B2B SALES TOOLS

SalesQL Alternatives

An elegantly organized field guide to ten lead-generation, email-finding, and LinkedIn prospecting platforms.

10	10+	2027
ALTERNATIVES	PRICE POINTS	UPDATED EDITION

The shortlist

The original article highlights PhantomBuster, Tomba and Findymail as general-purpose options; Closely and Waalaxy for automation; and Anymail Finder for economical verified-email discovery.

Source: Tara Roger, DigitalTech360
digitaltech360.com/salesql-alternatives/

This edition is a redesigned, editorially condensed guide—not a verbatim reproduction. Prices, trial details and feature claims reflect the source article and should be checked with vendors.

AT A GLANCE

Compare the options

Entry prices and free allowances as listed in the source comparison table. Different billing structures and credit definitions may limit direct comparison.

PLATFORM	STARTING PRICE*	FREE ALLOWANCE
SalesQL	$29.25 / month	50 credits / month
PhantomBuster	$56/mo	50 credits
Anymail Finder	$29/mo	100 credits
Closely	$39/mo	No free credits
Tomba	$49/mo	75 credits
Findymail	$41/mo	25 credits
GrowMeOrganic	$39/mo	100 credits
Waalaxy	$19/mo	No credits listed
UpLead	$99/mo	5 credits
Kendo Email Finder	$39 once	50 credits/mo
PipiLeads	$9.95/mo	50 credits/mo

* Some prices represent annually billed monthly rates; Kendo lists a one-time purchase. The source also contains differing prices or allowances in certain detailed sections. Vendor pricing may change.

Choose by priority

Broad automation: PhantomBuster, Closely or Waalaxy. Email verification: Anymail Finder, Tomba or Findymail. Contact databases: UpLead or GrowMeOrganic. Budget entry: PipiLeads or Kendo.

THE DEEP DIVE

10 platforms, clearly explained

01 PhantomBuster

BEST FOR Lead extraction & automation

Strong for cross-platform data collection, LinkedIn workflows, and automated outreach.

Why consider it: Broad automation and enrichment; versatile integrations.

Trade-off: Complex for first-time users; LinkedIn account risk.

Article entry price: $56/mo | Free allowance: 50 credits

02 Anymail Finder

BEST FOR Verified email discovery

Focused email finder supporting name, company and LinkedIn searches plus bulk lookups and API.

Why consider it: Verification-oriented billing; useful bulk features.

Trade-off: Fewer native integrations; signup restrictions may apply.

Article entry price: $29/mo | Free allowance: 100 credits

03 Closely

BEST FOR Multichannel outbound

Pairs contact discovery with automated LinkedIn messaging, email sequences and scheduling.

Why consider it: End-to-end prospecting and multichannel campaigns.

Trade-off: Trial does not include contact credits.

Article entry price: $39/mo | Free allowance: No free credits

04 Tomba

BEST FOR Email finding & enrichment

Provides email and phone discovery, verification, domain searches, and company enrichment.

Why consider it: Broad enrichment functions; browser extension.

Trade-off: Pricing structure may not suit every volume.

Article entry price: $49/mo | Free allowance: 75 credits

05 Findymail

BEST FOR Verified B2B contacts

Combines verified email finding, phone data, CRM enrichment and AI-led prospect discovery.

Why consider it: Verified-email focus; duplicates not charged.

Trade-off: Small entry-level free allowance.

Article entry price: $41/mo | Free allowance: 25 credits

06 GrowMeOrganic

BEST FOR Database & outreach suite

Combines B2B contact lookup, LinkedIn extraction, campaigns and email warm-up.

Why consider it: Wide feature set with automation and exports.

Trade-off: Learning curve and reported support/data issues.

Article entry price: $39/mo | Free allowance: 100 credits

07 Waalaxy

BEST FOR LinkedIn outreach

Automates LinkedIn sequences and supports email outreach, lead lists and team workflows.

Why consider it: Straightforward campaign automation and analytics.

Trade-off: Email credits can be restrictive.

Article entry price: $19/mo | Free allowance: No credits listed

08 UpLead

BEST FOR B2B contact database

Searchable company/contact database with verification, technographics and buyer-intent capabilities.

Why consider it: Detailed B2B filters and verification.

Trade-off: Higher starting cost; regional coverage gaps.

Article entry price: $99/mo | Free allowance: 5 credits

09 Kendo Email Finder

BEST FOR LinkedIn email finder

Browser-based email discovery with domain lookup, verification and bulk searches.

Why consider it: One-time credit packs; quick workflow.

Trade-off: Interface and support limitations; uneven coverage.

Article entry price: $39 once | Free allowance: 50 credits/mo

10 PipiLeads

BEST FOR Budget email discovery

Social and LinkedIn email searches, verification, simple list building and exports.

Why consider it: Low initial price; accessible workflow.

Trade-off: Limited coverage and weaker phone/platform support.

Article entry price: $9.95/mo | Free allowance: 50 credits/mo

DECISION FRAMEWORK

Make your shortlist

A short evaluation process often reveals more than the headline credit price.

01 Define the workflow

Separate email discovery from LinkedIn automation, outreach sequencing, database enrichment and CRM sync. A platform strong in one area may be weaker in another.

02 Test the same prospect sample

Compare coverage, validation rate, duplicate handling, export quality and contact freshness across the same set of leads.

03 Calculate effective costs

Include annual commitments, expiration or rollover of credits, API usage, account seats and the cost of invalid contact data.

04 Check compliance and platform risk

Review privacy requirements, outbound-email regulations and LinkedIn automation restrictions before deployment.

Editorial bottom line

For email verification, start with Anymail Finder, Findymail or Tomba. For automated LinkedIn outreach, assess Closely and Waalaxy. For data-heavy prospecting and cross-platform workflows, compare PhantomBuster, GrowMeOrganic and UpLead. Test against your own target audience before making an annual commitment.

ABOUT THIS EDITION

Based on “SalesQL Alternatives: Best Lead & Email Finder Tools (2027)” by Tara Roger, DigitalTech360.
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