

CRM COMPARISON

monday CRM vs Tailr CRM

Why Automation Limits Matter for
Outbound Teams

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monday CRM vs Tailr CRM: Why Automation Limits Matter for Outbound Teams (2026)

Short answer: monday CRM is a good choice if your company already runs on monday.com boards and your sales automation needs are light. Outbound teams that process dozens of replies a day can exceed the Standard plan's 250 automation actions per month quickly and need Pro. Tailr CRM has no automation cap and turns cold-email replies into assigned leads with follow-ups at a flat monthly price.

Key takeaways

- monday CRM costs about **\$12 (Basic)**, **\$17 (Standard)** and **\$28 (Pro)** per seat per month, billed annually, with a **3-seat minimum**.
- Standard includes **250 automation actions per month**; Pro includes **25,000**.
- Illustration: 30 positive replies a day with 4 automated steps each is roughly **2,600 actions a month**, ten times the Standard cap.
- For 10 users on Pro, monday CRM is about **\$3,360** a year; Tailr CRM Team is about **\$790** in year one on the yearly plan, with no setup fee.

The automation cap, explained in one example

Step that runs for each positive reply	Actions
Create the lead item from the reply	1
Assign an owner	1
Notify the owner	1
Set a follow-up date	1
Per reply	~4

monday CRM pricing in 2026

Plan	~Per seat/month (annual)	Automation actions/month	Year one, 10 users
Basic	\$12	Not included	~\$1,440
Standard	\$17	250	~\$2,040
Pro	\$28	25,000	~\$3,360
Tailr CRM Team (up to 15 users)	\$79/month flat	No cap	~\$790

Capacity planning: automation actions by reply volume

Positive replies per day	Actions per month (approx.)	monday Standard (250)	monday Pro (25,000)	Tailr CRM
10	~880	Over cap	Fits	No cap
30	~2,640	Over cap	Fits	No cap
60	~5,280	Over cap	Fits	No cap
100	~8,800	Over cap	Fits	No cap

Quick answers

What happens when monday CRM runs out of automation actions?

Automations stop running until the next month or until you upgrade. For a sales team that relies on automations to assign leads and create follow-ups, that means those steps fall back to manual work.

Is monday CRM good for cold email teams?

It can work for low volumes, especially for teams already using monday.com. High-volume outbound teams usually need the Pro plan for automation capacity, and they still need to connect their sending tool so replies become items on the board.

Does Tailr CRM limit automations?

No. Lead creation from replies, assignment, follow-up tasks, nudges and digests run on every plan without a monthly action cap.

Can I move from monday CRM to Tailr CRM?

Yes. Export your boards to Excel or CSV. During your free trial, Shawn helps you import them, set up your stages and connect your tools on 1:1 onboarding calls; for complex moves there is an optional done-for-you migration (from \$299).

Is there a free trial of Tailr CRM?

Yes, 14 days free, no card needed.

How many automation actions does an outbound team use in monday CRM?

It depends on how your automations are built. As an illustration, about four automated steps per positive reply (create, assign, notify, set a follow-up) at 30 replies a day over 22 working days is roughly 2,640 actions a month, more than ten times the Standard plan's 250 and well within Pro's 25,000.

Start your 14-day free trial

<https://tailr.b2bxclusive.com/start>

Full guide with sources: <https://b2bxclusive.com/blog/tailr-crm-vs-monday-crm/> · By Subhendu J Shawn, founder of B2BXclusive.