

## Alternative Payments vs. Flexpoint

# Why more MSPs are choosing Alternative Payments over FlexPoint

MSPs are losing money and time with FlexPoint's hidden fees, slow ACH processing, and basic support. Here's why 600+ MSPs have made the switch.



Alternative  
Payments

 Capterra 5.0  4.7



FlexPoint

 Capterra -  -

# Alternative Payments vs FlexPoint: What's Better for MSP?

Switching platforms isn't just about features—it's about fixing what's not working. Here's how Alternative Payments compares to FlexPoint where it counts.

Features	Alternative Payments	FlexPoint
Pricing & Fees	Flat, Transparent Pricing	✓
	ACH Transaction Fees	\$0.00
	Credit Card Fees	2.9% (Visa/MC), 3.5% (Amex)
	Pass CC Fees to End-Customer	(Optional)
	BNPL / Financing	3%-8% depending on term
	Subscription Fee	Starts at \$199/month
	Chargeback/Dispute Reconciliation	✓
	Refunds (Automated)	✓
	Collections Assist	✓
	Custom Auto-Pay Rules	✓
Product Capabilities	Multi-location Support	✓
	Client Insights / Dashboards	✓
	Invoice Reminders	✓
	Automated Reporting	✓
	SOC 2 Type II Compliance	✓
	Custom Branding / Domains	✓
	Customer Portal	✓
Customization	Guest Checkout	✓
	End-Customer UX	Intuitive, transparent, fee-aware
	ACH Payout Speed	As fast as next day (1-3 business days)
Payouts	Credit Card Payout Speed	1 business day
	Quoting Integration	✓
	Integrations (Accounting)	QBO, QBD, Xero, FreshBooks, NetSuite, Intacct, Dynamics CRM
Integrations	Integrations (PSA)	ConnectWise, Autotask, HaloPSA, SuperOps
	Support	Dedicated, MSP-specific support
Team	Engineering Team	Full in-house
		Partial/ outsourced development

# Switching Is Easier Than You Think

Hundreds of MSPs have moved to Alternative Payments. If you're thinking about switching, you're not alone. We've helped teams of all sizes move fast and migrate cleanly—without disrupting cash flow.

We don't just give you software. We guide you through the switch, every step of the way.

## Here's how we do it:

- ✓ PCI-compliant migration of ACH and credit card data
- ✓ Prebuilt templates to notify clients of the new portal
- ✓ Typical go-live: 7–14 business days
- ✓ White-glove onboarding with a dedicated success manager
- ✓ PSA and accounting system integration done for you
- ✓ No downtime, no lost payments, no surprises

## Real Results, Real MSPs

These aren't just nice quotes. They're outcomes our partners are experiencing every day.

"We had a holiday weekend issue and the CEO of Alternative Payments called me personally to help fix it. That just doesn't happen elsewhere."

**Gary Allen, TeamLogic IT**  
Utah Valley



"Our collections used to take a month. Now they're done in about 10 days. It's hands-off, seamless, and completely changed how I spend my time."

**Keith Willis, CEO,**  
ECX Systems



"Our collections used to take a month. Now it's 10 days—and I don't touch a thing. Everything updates automatically from the client to our bank to QuickBooks to ConnectWise."

**Jeremy Roth, CEO,**  
S1 Technology



"If you take into account our monthly flat fee for Alternative versus the fluctuating fees we had before, we saved between 75 and 80 percent."

**Stephen Kaupp, Valiant Technology**



# How It Works Under the Hood

### Payout details

Invoice # <b>50430</b>	Method <b>ACH</b>	Status <b>In transit</b>
Invoice amount \$1,000.00		
Processing fee <b>Paid by customer</b>	\$100	
Total payout	<b>\$1,000.00</b>	

**Transaction activity**

**In transit** May 28, 2022 at 12:36 PM

[Download receipt](#)

### Auto-Matched Deposits

Our reconciliation logic matches 95% of deposits automatically, even across payment types. No clearing accounts. No manual merges. Just clean books and faster close.



### Accounts Payable

Total outstanding <b>\$5,000.00</b>	Credit balance <b>\$4,000.00</b>
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DUE DATE	INVOICE	MEMO
July 1, 2022	#0094	Financing link an
June 1, 2022	#0093	-
Apr 1, 2022	#INV300-0094	New invoice

### Client-Friendly Portal

No logins needed to pay. Autopay setup in two clicks. End clients can manage multiple entities, pull invoice history, and pay how they want—without calling your team.

We built Alternative Payments to give MSPs control, clarity, and confidence across every part of their AR workflow. Here's how it all works together—without the friction.

### Insights

Email Deliverability

**Emails sent**



**Current Month**



**Recent Activity**

CUSTOMER	USER	SUBJECT	STATUS	DATE
GreenSpark	jane@spark.com	Welcome to Alternative!	Delivered	March 3, 2023 at 10:04 AM
Disney	fernando@disney.com	Your invoice is due today	Delivered	March 3, 2023 at 10:00 AM
Tesla	wen@tesla.com	Your invoice is due today	Closed	March 3, 2023 at 9:50 AM
Train	hank@train.com	Your payment is overdue	Resent	March 3, 2023 at 9:50 AM

### Behavior-Based Insights

Know who's about to pay late—before they do. Our platform learns from client behavior and flags risk, so you can take action early and protect your cash flow.

### Alternative Payments

Don't have bank account information on hand? Invite a team member to set it up.

[Invite a team member](#)

**Enhance your workflow by setting up integrations**



Easily sync invoice data by connecting the accounting & PSA software that you use.

[Set up now](#)

### True PSA + Accounting Sync

We sync deeply with ConnectWise, Autotask, Halo, and SuperOps—and your accounting system. No re-auth loops. No broken syncs. Just alignment between tools, finally.