Aletrnative vs. Flexpoint

Why more MSPs are choosing Alternative Payments over FlexPoint

From defaulting to card fees to encouraging ACH. From support delays to real conversations. From wondering where your money went to getting paid the next day.

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
Flat, Transparent Pricing	✅ Yes	❌ No
ACH Transaction Fees	$0.00	$0.25–$1.00 per txn
Credit Card Fees	2.9% (Visa/MC), 3.5% (Amex)	3% - 3.5% + $0.30/txn
Pass CC Fees to End-Customer	✅ Yes (optional)	Yes (with fixed pricing option)
BNPL / Financing	✅ 3%–8% depending on term	1.5%–15% depending on term
Refunds (Automated)	✅ Yes	❌ No
Collections Assist	✅ Yes	❌ Not included
Custom Auto-Pay Rules	✅ Yes	✅ Yes
Multi-location Support	✅ Yes	✅ Yes
Client Insights / Dashboards	✅ Yes	Basic reporting only
Custom Branding / Domains	✅ Yes	✅ Yes (additional fee)
Subscription Fee	Starts at $199/month	$200–$250/month
Customer Portal	✅ Yes	✅ Yes
Quoting Integration	✅ Yes	❌ Not supported
ACH Payout Speed	As fast as next day (1–3 business days)	3–5 business days (can vary)
Credit Card Payout Speed	1 business day	1 business day
Support	Dedicated, MSP-specific support	Standard business support
Integrations (Accounting)	QBO, QBD, Xero, FreshBooks, NetSuite, Intacct, Dynamics CRM	QBO, Xero
Integrations (PSA)	ConnectWise, Autotask, HaloPSA, SuperOps	ConnectWise, Autotask, HaloPSA, SuperOps
SOC 2 Type II Compliance	✅ Yes	❌ No
Engineering Team	Full in-house	Partial/ outsourced development
Guest Checkout	✅ Yes	✅ Yes
Chargeback/Dispute Reconciliation	✅ Yes	❌ No
Invoice Reminders	✅ Yes	✅ Yes
Automated Reporting	✅ Yes	✅ Yes
End-Customer UX	Intuitive, transparent, fee-aware	Payment flow defaults to card, fee clarity varies

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

TeamLogicIT
Your Technology Advisor

"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

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

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

VALIANT

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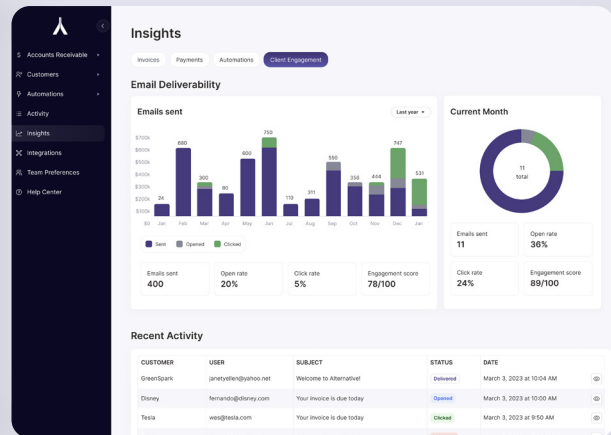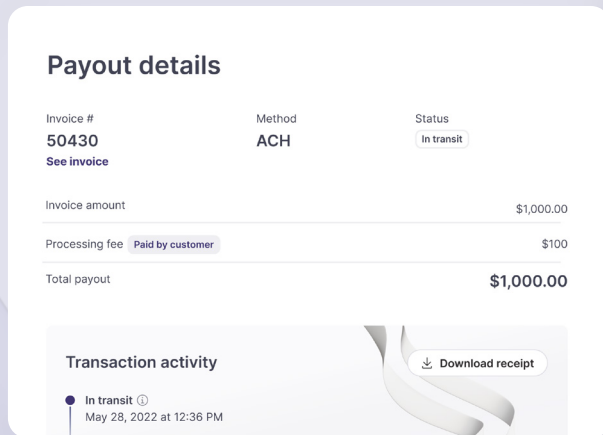
We don't just give you software. We guide you through the switch, every step of the way.

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

How It Works Under the Hood

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.
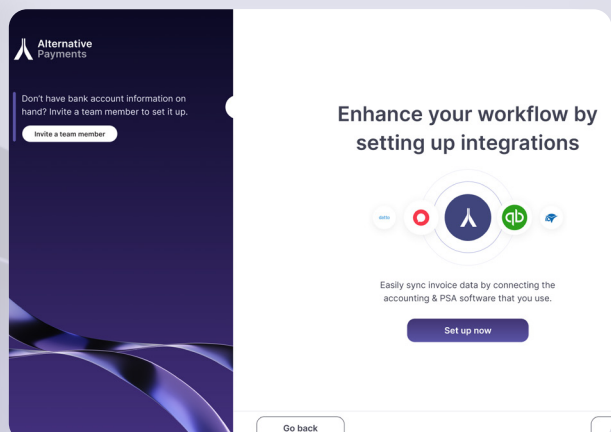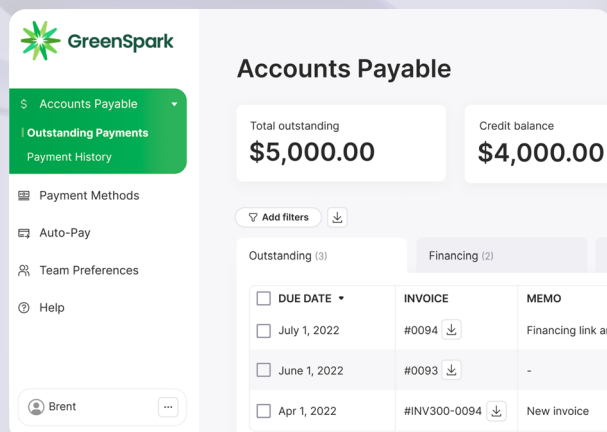

Auto-Matched Deposits

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

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.

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.

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.

Visit us at https://www.alternativepayments.io

Alternative Payments