

## Alternative Payments vs. ConnectBooster

# Why more MSPs are choosing Alternative Payments over ConnectBooster

From 30-day delays to 8-day payouts. From manual reconciliation to auto-matched deposits. From frustration to support that answers in under 10 minutes.



▲ Capterra 5.0    Ⓢ 4.7



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# Alternative Payments vs ConnectBooster: What's Better for MSPs?

Choosing the right AR platform isn't about features—it's about outcomes. This side-by-side comparison shows how switching to Alternative Payments transforms the way MSPs manage cash flow, reconciliation, client experience, and operational efficiency.

## What Changes When You Switch



Cashflow Acceleration	Average days to payment	8 days	19–30 days
	Autopay adoption	87% in 60 days	31% in 6 months
	Failed payment recovery	Automated retry logic	Manual follow-up
	Days Sales Outstanding (DSO)	6 days when paid through portal	Typical: 30+ days even with portal
	Client payment experience	"So intuitive, clients figure it out"	"Clients need training"
Total Cost of Ownership	Platform fees	Flat monthly pricing	Platform + per-dollar fees
	ACH transaction fees	Free	\$0.35 + \$20/month
	Credit card fees	2.9% (can be passed to client)	3–3.5% (hits your P&L)
	Hidden charges	None	NSF fees, chargebacks, gateway fees
	Typical savings	75–80% reduction	Baseline (expensive)
Acct & Reconciliation Integrity	Deposit matching	95% auto-matched	Manual matching required
	Time saved on reconciliation	12–15 hours/month	Time sink
	QuickBooks sync	Rock solid	"Known issues" reported
	Accounting integrations	12 deep integrations	5–6 basic integrations
	Contact + billing sync	Auto-enabled, no approval loops	Manual re-auth required, often breaks
Scalability for Growth & M&A	PSA coverage	ConnectWise, Autotask, Halo, SuperOps	No Halo or SuperOps support
	Multi-entity support	Included	Single-entity only
	Consolidation reporting	Real-time, in-platform	Export to Excel
	Enterprise accounting (NetSuite, Intacct)	Deep support	Basic/limited
	White-label client portal	Included	Not available
Support & Innovation	Support response time	<10 minutes average	1–2 weeks typical
	Features launched in 2024	20+	0
	Development focus	MSP-first, payments second	Kaseya-first, MSP second
	MSP satisfaction	4.9/5 Channel Program, 4.7/5 G2	4.2/5 Channel Program, 4.5/5 G2
Op Intelligence	AR Insights dashboard	Key AR metrics at a glance (DSO, overdue %, platform usage)	Basic reporting
	Invoice aging visibility	Real-time aging, overdue trends, and platform vs. offline splits	Manual exports
	Payment behavior overview	Tracks how, when, and where clients pay	Not available
	Collections help	Insights + optional recovery service	DIY follow-up only

# 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
- ✓

White-glove onboarding with a dedicated success manager
- ✓

Prebuilt templates to notify clients of the new portal
- ✓

PSA and accounting system integration done for you
- ✓

Typical go-live: 7–14 business days
- ✓



No downtime, no lost payments, no surprises



"I delayed switching for 9 months dreading the transition—it took 11 days. Easiest migration I've ever done for any system."

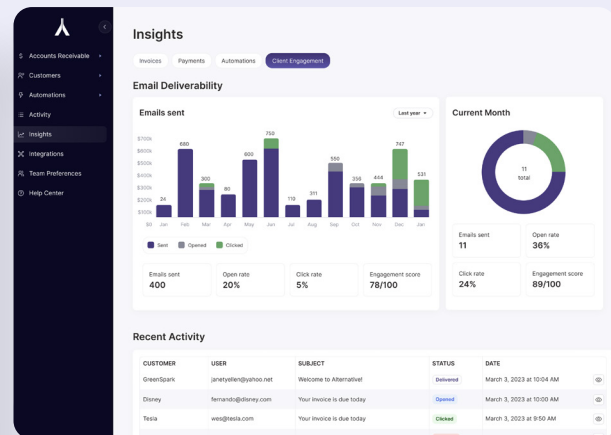
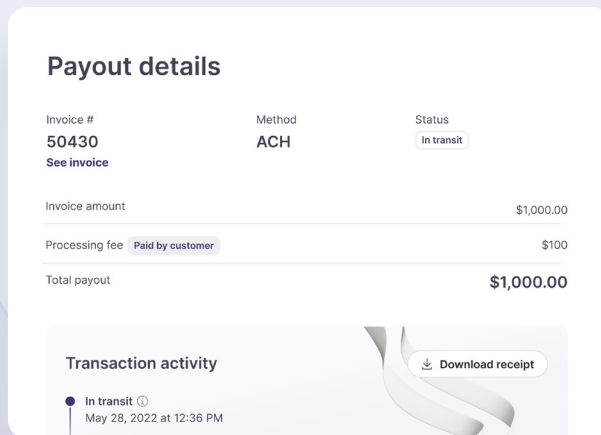
— Eric Peterson, Owner, Simple Communications

## What MSPs Who Switched Are Saying

	Before	After	Results
 VALIANT	"Multiple fluctuating bills from ConnectBooster, gateway fees, processing fees. Never knew what we'd pay each month."	"We saved between 75–80% of our monthly processing and platform fees. One predictable bill. Reconciliation that used to take hours now happens automatically."	<b>80% cost reduction, automated reconciliation</b>
 TECHNOLOGY	"Paper checks, manual deposits, visiting the bank. Collections took all month. I was doing all the AR myself."	"Invoices sent, paid via ACH, auto-hits our bank, and updates QuickBooks. Seamless. Collections down from 30 days to under 10."	<b>90% autopay adoption, 67% faster collections</b>
 Northwest Techs	"ConnectBooster was actually two entities – portal and processor. Finger pointing, payment failures, some clients I just couldn't process payments for."	"My bookkeeping team saves hours. Deposits handled automatically by QuickBooks Online. I always get exactly the invoice amount deposited regardless of payment method."	<b>Reconciliation just works—every payment tracked, every fee accounted for.</b>

# 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.

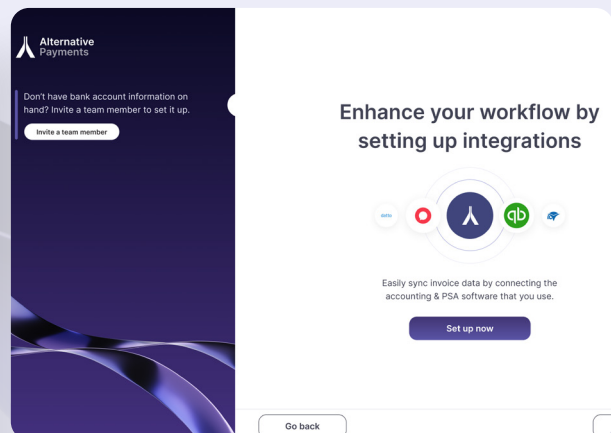
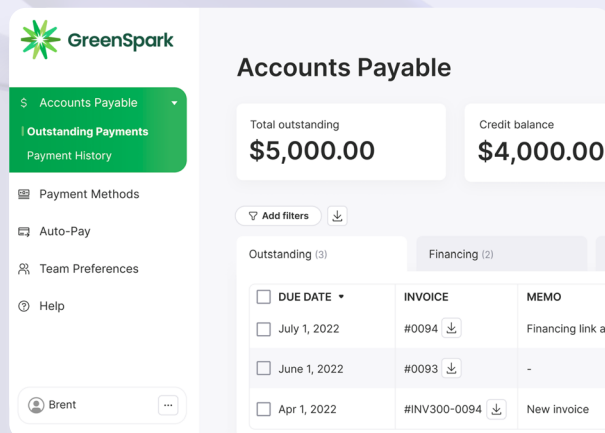


## Auto-Matched Deposits

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.