



# Processor Approach Comparison Sheet

**For Business Owners**

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Honest comparison of direct wallet vs payment processor approaches for UK businesses accepting Bitcoin.

## Honest Comparison: Direct Wallet vs Payment Processor

Factor	Direct Wallet	Payment Processor
Who handles the payment?	You (manually)	Automated service
Fees	Network fee only (tiny)	Typically 0.5–1% per transaction
Settlement	BTC to your wallet	Sterling to your bank (usually)
Accounting complexity	High — you track everything	Lower — processor may provide records
Setup difficulty	Low — just a wallet app	Medium — account setup required
Customer experience	Staff-intensive	QR code, smooth, automated
Price risk	You bear it (if holding BTC)	Usually none (auto-sell)
Chargeback risk	None	None (Bitcoin is irreversible)
Control	Full	Partial (depends on processor)
Dependency	None	Third-party required
Best for	BTC-native businesses	Most mainstream UK businesses

### Direct Wallet — Pros and Cons

Pros	Cons
No third-party fees beyond tiny network fees	You bear all accounting and tax complexity
Full control over your Bitcoin	Manual record-keeping required for every transaction
No account setup with a processor	You manage security (private keys, wallet access)
Good fit for BTC-native or crypto-aware businesses	Price risk if you hold BTC; staff need to be trained on the process

### Payment Processor — Pros and Cons

Pros	Cons
Automatic sterling settlement (predictable cash flow)	Transaction fee (0.5–1%)
Simplified accounting (transaction records provided)	Third-party dependency — your processor must be operational
Customer experience is smooth and familiar	Less control over the technical side
No need to hold BTC if you don't want to	Some processors have limited Lightning support

### Factors to Consider

- How much volume are you expecting? (Low: either works. High: processor saves accounting time)

- Do you want to hold Bitcoin as a treasury asset? (Yes → direct wallet. No → processor)
- How technically confident is your team? (Low → processor. Comfortable with BTC → direct wallet)
- Do you need instant sterling settlement? (Yes → processor with auto-sell)
- Do you already have an accountant who handles crypto? (Yes → direct wallet more viable)

## Common UK-Suitable Processors

Processor	Auto-sell to GBP?	Lightning?	Notes
<b>BTCPay Server</b>	Yes	Yes	Self-hosted option; open source
<b>CoinGate</b>	Yes	Yes	Good for smaller merchants
<b>BitPay</b>	Yes	Yes	Widely used; established
<b>Revolut Business</b>	Yes	Via app	Good if you already use Revolut

## Recommendation Summary

If...	Choose...
You want the simplest, most mainstream option	Payment processor with auto-sell
You're BTC-native and want full control	Direct wallet
You want to test Bitcoin acceptance with minimal setup	Direct wallet (single wallet app)
You're processing dozens of BTC payments per week	Payment processor (accounting benefits)
You want to hold BTC as a business asset	Direct wallet (or partial hold)
You have a small margin business	Direct wallet (lower fees)

### → Next Step

Assess your business's volume, technical confidence, and whether you want to hold BTC — then choose your approach and set up your account.

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