SpotOn vs ShopLaunch — 2026

2026 comparison · $0 or $55 a station, a 2-year term, and a higher card rate · checked 11 Nov 2026

SPOTON, 3 YRS POS ESSENTIALS

$2,730

$55/mo × 36 + a $750 station software and hardware only

SPOTON, 3 YRS WITH CORE BUNDLE

$7,410

adds $50/mo + 0.20% of volume at $40,000/mo of card sales

SHOPLAUNCH, ONCE

$199

Page, menu, QR, posters. No station, no term.

All-In: $0 a station with hardware included, 2.79% + 20¢ card present and 3.79% + 20¢ keyed, processing minimums, 2-year minimum term. POS Essentials: $55 a station, hardware $995 (often $750), 2.45% + 15¢ with Amex at 3.19%, 3.45% + 15¢ keyed. Online ordering is the Core Bundle at $50/mo plus 0.20% of card volume, capped at $200. Changing processor: $995 and the licence doubles.

Side by side

	SpotOn	ShopLaunch
List price	$0 a station (All-In) or $55 a station (Essentials)	**$49 / $199 / $499, once**
Hardware	Included on All-In; $750–$995 a station on Essentials	**None**
Card rates	2.79% + 20¢ All-In · 2.45% + 15¢ Essentials	**We process nothing**
Keyed / online	3.79% + 20¢ All-In · 3.45% + 15¢ Essentials	**n/a — no payments**
Term	2 years on All-In; the terms page says month to month	**No contract**
Online ordering	Core Bundle: $50/mo + 0.20% of volume, capped at $200	**Not offered**
Changing processor	$995 conversion fee; the software licence doubles	**Nothing to convert**
The website	Part of the custom quote	**Built for you in 24 hours**
Time to live	Install scheduled; implementation quoted separately	**24 hours**

Ask SpotOn these before you sign

- Is my term month to month or two years? Your own pages say both — put it on the order form.
- What is the monthly processing minimum on All-In, in dollars?
- What is the implementation fee, per location?
- Do the $995 conversion fee and doubled licence apply to my agreement?

What $199 buys, delivered in 24 hours

A mobile page on a real URL (hours, prices, photos, tap-to-call, directions) · a digital menu with one QR code per table, print-ready · three print-ready posters (window hours, counter QR, menu board) · five Instagram posts with captions · an edit key so you change prices yourself. $49 is the page alone; $499 builds a menu of up to 60 items and 30 days of small updates. No subscription, no commission, no hardware.

ShopLaunch Studio · shoplaunch-app.pages.dev/vs/spoton
One form, five minutes, live the next business day. Payments by Polar Software, Inc. (merchant of record). ShopLaunch does not sell POS hardware, card processing, reservations or online ordering with payment.

Sources: SpotOn's published 2026 pricing (public knowledge base, updated 24 Oct 2026) and spoton.com/solutions/payment-processing, read 11 Nov 2026. The term conflict, the first-year hardware clawback and the $995 conversion fee: celermerchants.com/pos-comparison/spoton-pos-pricing, 17 Sep 2026, quoting SpotOn's point-of-sale terms. The $99 and $135 bundles printed by Capterra are not on SpotOn's current page.