



ONSHARP

Senate Industry, Business and Labor Committee
Testimony in Support of SB 2333 on behalf of Joe Sandin with Onsharp
Chairman Jerry Klein

2/8/2021

Chairman Klein and members of the Senate Industry, Business and Labor Committee:

My name is Joe Sandin and I am the President and CEO of Onsharp, headquartered in Fargo, ND. I am writing this letter to confirm my support for Senate Bill No. 2333.

We are a technology firm that builds custom web and mobile applications for businesses across the Midwest and across the country. I started the business over 20 years ago as a college sophomore and have been blessed to build a team of 25+ technology professionals, most of whom live in the local area.

As an app development company, we have built hundreds of web app for our customers in many industries such as banking & finance, agriculture, manufacturing, and utilities. It is quite common that these apps include some form of payment processing, whether that be buying physical goods, digital goods, subscriptions, or other goods and services. On the web, there are many options for providing our customers with a way to charge their customers using a merchant account, where our customer simply pays typical merchant fees of 2-5% per transaction. There is freedom and there is choice.

When it comes to mobile app development, the same cannot be said. The app store owners require companies to process payments through their exclusively controlled payment models, models that take 20-30% of the cut of the revenues from the companies we build apps for. This causes many of our customers to either have to increase their prices to cover the fees, leave payment functionality out of their apps (tarnishing the user experience), or not build apps at all.

The payment platform options in mobile app development should be no different than in web development. Do the web browsers force you to process payments through their proprietary means? No. Thus, developers of mobile apps should have the ability to handle payment processing within their apps however they choose.

Sincerely,

Joe Sandin
President & CEO
Onsharp, Inc.