



September 15, 2021

Susan Bladholm, Founder
Frog Ferry
902 SW Shaker Place
Portland, OR 97225

Dear Susan,

Bytemark, a Siemens company, is a globally recognized innovator and leader in providing account-based fare payment and Mobility-as-a-Service (MaaS) solutions to cities and agencies around the world. Specifically, a number of your peers and partners across the country have implemented Bytemark's solutions such as NY Waterway, King County Metro, and San Francisco Bay Ferries – and just recently we were awarded by the State of Michigan to provide EUPTA with their new payment system for that ferry system.

These partners and others have discovered that our comprehensive Bridge Solution provides a full "Plan, Book & Pay"™ ecosystem that supports multi-modal trip planning with full payments – additionally, we are also able to be your Merchant of Record and provide rock bottom processing support.

With having a local presence in Portland, we've been following the progress of Frog Ferry over the past several years and have seen how private sector companies and individuals have accelerated your ability to show the feasibility of a ferry service for the Portland metropolitan area.

In effort to help you launch a successful Pilot Project of one vessel between Cathedral Park and RiverPlace docks, we would like to support you in providing "at no charge," and subject to a mutually agreeable limited license agreement, our Passage and Transact solutions throughout this Pilot duration. This contribution should help you provide a match for your FTA Passenger Ferry Grant Program application.

The Bytemark team is standing by to learn how we can partner with you, ensuring your Customer Experience and Community Outreach plans are brought to life, providing an engaging and compelling experience for your passengers via our ticketing platform.

With best wishes for a successful FTA grant award,

A blue ink handwritten signature, appearing to read "Eric Reese", written over a blue horizontal line.

Eric Reese
President / CEO