



February 16, 2018

Town Manager Kevin Burke  
6401 E. Lincoln Dr.  
Paradise Valley, AZ 85253

Dear Town Manager Burke,

My name is Paul Vidal and I'm the General Manager in Arizona for ofo US, the global pioneer of dockless bike-sharing. I'm writing to share with you information about ofo and its industry leading operations.

As you may know, dockless bike-sharing systems allow users to park shared bikes anywhere legally allowed, locking and unlocking them with a mobile app. The scalability and flexibility of the dockless bike-sharing model has been good for residents and visitors. This is why it is being embraced at an amazing rate in cities across the US and around the world.

I'm writing to let you know that we are excited to provide our dockless bike sharing service in the cities we are able to operate including Scottsdale, Mesa and Tempe to the thousands of fans that flock to the region for spring training. During this time, much of our rebalancing efforts will focus on the stadiums and nearby hotels to ensure fans have a convenient way to get to their destination. We have worked with several stadiums, nearby business owners, hotels and stakeholders to prepare for spring training.

We are reaching out to let you know that you may see some of our yellow ofo bikes end up in your city as users may take them outside of our service areas. If you see any bikes within your city limits that are causing any issues, you can contact our team at [support@ofobike.com](mailto:support@ofobike.com)

For any questions, feel free to contact me or my colleagues on the ofo team. Ofobike's policy and government relations contact in the region is Servando Esparza, [servando@ofobike.com](mailto:servando@ofobike.com) and the external affairs contact is Stefan Winkler and you can reach him at [stefan.winkler@ofobike.com](mailto:stefan.winkler@ofobike.com)

We look forward to being a part of spring training in the region and helping make the spring training experience special.

Sincerely,

**Paul Vidal**  
General Manager, Arizona  
ofo US  
e. [paul.vidal@ofobike.com](mailto:paul.vidal@ofobike.com)