

Subject: Book Publisher Update
Date: Sat, 23 Jan 2010 16:22:27 -0800
From: Eddy Cue <cue@apple.com>
To: Steve Jobs <sjobs@apple.com>
Message-ID: <88CADBD3-EB70-4DC6-80F9-9D1C3FC884C6@apple.com>

None were signed today though all publishers worked on them. At this point, there are no material issues with the agreements but that can obviously change until they get signed. The process is very slow because they have never done an agreement like this and given all the issues they have had with their existing partners, they want to make sure they don't make a huge mistake. In addition, all these guys use external lawyers to review what their internal ones do so it makes everything slower. I know we are way past where we should be with them getting signed, but I am pushing them really hard (even to the point of killing the deal). I hope we can get signed tomorrow because all of them at this point are really close. In my mind, I have an absolute drop-dead of Mon!

â~š Simon & Schuster

We have gone through two red lines today. We expect their final version late tonight. I have also talked to the CEO, Carolyn, several times today and there are no issues.

â~š Penguin

No change here, he is waiting for the others to sign. We have executables ready to sign but he wants an assurance that he is 1 of 4 before signing (not in the contract).

â~š MacMillan

We just got a redline from them so we are about to go through it. I also talked to the CEO, John, several times today and there are no issues.

â~š Hachette

Got the redline at noon and just finished a face to face meeting. Both sides believe we are done so we are sending a clean version by late tonight to the CEO. He will have a call with France in the morning.

X Harper Collins

I reached out to him and told him we had 4 done and he should really re-consider. Here was his response -

Congratulations. You've accomplished a lot in a week or two.
I will discuss with my team tomorrow. I can't promise that anything will change.
Is four out of six enough for you to launch the store? I'd assume so.

I am not going to answer him since they are not signed yet, but maybe he will change his mind with the news and Murdoch pushing.

X Random House

No conversations are occurring but will try one more time when i have 4 signatures in hand.

--- Eddy

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