
From: Jon Tinter ^{Redacted}@microsoft.com>
To: Satya Nadella ^{Redacted}@microsoft.com>
CC: Jon Tinter ^{Redacted}@microsoft.com>
Sent: 12/15/2019 3:16:01 PM
Subject: Please read before Samsung meeting - Search and Browser partnership ideas

Jon Tinter has shared a OneDrive for Business file with you. To view it, click the link below.

 Samsung - SANE Partnership Opportunities.docx

Satya,

Sending to just you vs. broader group because this is sensitive topic from Samsung.

We need to take a different approach to how we talk to them about search and browser. Right now we are stuck. I have gotten some pretty candid feedback from the Samsung team that DJ has clearly heard your desire to do something here, but they don't want to make a big move because of the partnership with Google but DJ is too polite to say no. He keeps pushing it down to his team who are getting increasingly frustrated with the topic. The attached paper provides a little bit more detail on the dynamic.

I have spent sometime outlining a more pragmatic short term approach that gets us working with them on search, browser, ads, and news now while leaving the door open for a bigger deal in the future. The ideas are also outlined in the paper.

I welcome your thoughts on this.

-Jon

Ex. No.

UPX0302

1:20-cv-03010-APM