

Message

From: Joan Braddi [Redacted]@exchange.corp.google.com]
Sent: 6/6/2007 12:31:09 AM
To: Sergey Brin [Redacted]@google.com]; Omid Kordestani [Redacted]@google.com]; Eric Schmidt [Redacted]@google.com]
CC: Jeff Shardell [Redacted]@google.com]
Subject: FW: Apple update

I left another message for Phil (we have been playing phone tag). Here is the message Jeff communicated to their team yesterday based on our discussion at Deal Review.

Joan

From: Jeff Shardell [Redacted]@google.com]
Sent: Monday, June 04, 2007 4:30 PM
To: Omid Kordestani
Cc: Joan Braddi
Subject: Re: Apple update

Omid,

Regarding what I communicated to Apple (Brian Croll), I first spent time explaining the concept of incremental revenue and wanted him to understand it was important for us to determine how much ADDITIONAL revenue we were making because of this deal. I explained how many of the people using their browser would already be typing in www.google.com so this uptick/incremental number was very important to us and could be determined by a trial.

I then told him we have two options, depending on whether or not Apple will give us default placement:

- 1) No default placement - no revenue share on Safari/Windows.
- 2) Yes default placement - we will share in revenue under the current contract. We wanted to let it run until the end of the year so we could see how it performs and see how the renewal should be structured. To simplify, if they give us default placement, absolutely nothing needs to happen with regard to the existing Agreement since both parties are covered.

Let me know if you have any other questions.

Jeff

On 6/4/07, Omid Kordestani <[Redacted]@google.com> wrote:
Hi jeff,

Please send me a few bullets on what exactly you communicated so that I can keep everyone on the same page.

Thanks

Omid

----- Original Message -----

From: Jeff Shardell <[Redacted]@google.com>
To: Sundar Pichai; Sergey Brin; Omid Kordestani; [Redacted]@google.com.AIM:jnbraddi <[Redacted]@google.com.AIM:jnbraddi>

Ex. No.

UPX0072

1:20-cv-03010-APM

Redacted

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GOOG-DOJ-03515216

Sent: Mon Jun 04 12:32:49 2007

Subject: Apple update

FYI I just spoke w apple and delivered the message as discussed. They are digesting and will get back shortly.

Jeff

Sent using BlackBerry