

From: Giard, Jeff
To: Goo, Michael
Sent: 9/3/2020 8:40:27 PM
Subject: FW: Search negotiation status
Attachments: 2020 Search Summary of Terms (8-21-20) v1.6.pptx

Jeff Giard

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From: "Jeff Giard" <Redacted@t-mobile.com> <Redacted@T-Mobile.com>
Date: Wednesday, September 2, 2020 at 8:21 AM
To: "Staneff, Matt" <Redacted@T-Mobile.com>, "Draper, Dow [ESG]" <Redacted@sprint.com>, "Young, Jason" <Redacted@t-mobile.com>
Subject: Search negotiation status

Hi Matt,

Since we didn't get a chance to meet on this here is a quick status on the search negotiations.

Google usually has a couple of main objectives they try to accomplish in these search deals. Last time their focus was on Google Assistant and security updates. This time around the DOJ investigation and market trends have changed the dynamic. Their objectives in this agreement are focused on improving Android market share trends and trying to prevent DOJ penalties related to anticompetitive business practices.

This has resulted in our ability to get Google to include the following structural changes to the terms so far.

1. Redacted
2. Redacted
3. Redacted

A few of our key proposals that we are still negotiating are:

1. Higher rev share – Redacted
Redacted
2. A guarantee to not withhold GMS certification if we choose to use an alternative search provider for an Android handset
3. Redacted

I have attached a quick summary of key deal points and each of our positions as of today. We expect a new redline back from Google this week.

It would be helpful if you could reenforce the strategic nature of our relationship with Hiroshi and how that should be reflected in our Search deal.

Ex. No.
UPX0292
1:20-cv-03010-APM

Redacted

Please let me know if you have any questions.

Jeff Giard

VP, Strategy and Business Development

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