

Message

From: Joan Braddi [Redacted]@exchange.corp.google.com]
Sent: 6/8/2007 5:37:47 PM
To: Jeff Shardell [Redacted]@google.com]; Sundar Pichai [Redacted]@google.com]
Subject: FW: FW: Extension term length

Jeff:

Pls ensure the language is clear wrt default – ensure there are not 2 versions of the browser for example (ie an option with Y to get around the default and payment issue). Talk to me for more details but we need this covered in the extension for protection as Apple has not been clear with their strategy and we are afraid they will cover their “choice” option which nets no payment from us in a form that looks like default but is really choice.

Joan

From: Sundar Pichai [mailto:Redacted@google.com]
Sent: Friday, June 08, 2007 10:29 AM
To: Joan Braddi
Cc: Omid Kordestani; Sergey Brin; Jeff Shardell; Eric Schmidt; Jonathan Rosenberg; Marissa Mayer
Subject: Re: FW: Extension term length

This is great - Thanks Sergey, Joan and Omid! I will work with the team to make sure we get good data here on Windows safari and we should re-engage them well in advance before the term expires so that we have more time next round.

Sundar

On 6/8/07, **Joan Braddi** [Redacted]@google.com> wrote:
Sergey - Look like your email hit the spot. Well done.

Apple has accepted the terms we proposed earlier this week (which were very generous from Google to begin with).

Jeff - can you pls drive the amendment process for this extension?

Joan

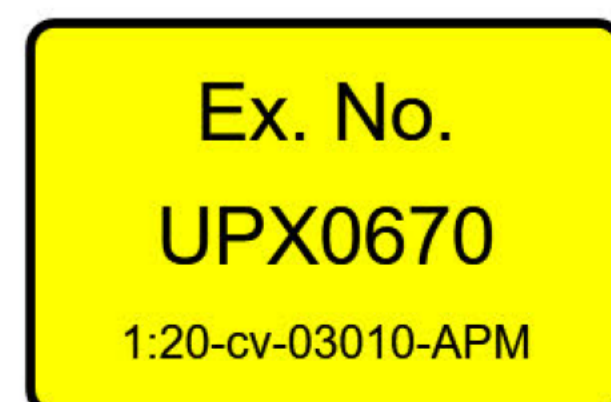
-----Original Message-----

From: Philip Schiller [mailto:Redacted@apple.com]
Sent: Friday, June 08, 2007 9:16 AM
To: Joan Braddi
Subject: Re: Extension term length

Hi Joan,

We will move forward to extend the deal with the terms you proposed.

I will ask our team to work on a draft amendment. The easiest way that I see to do this is with a Redacted extension to the entire deal and then the additional times just for Mac and iPhone.



Thanks,

Phil

On Jun 6, 2007, at 6:19 PM, Joan Braddi wrote:

>
> Phil:
>
> In our effort to bridge the gap in term length extension desired by
> Apple, we wish to propose the following:
>
> - Mac Safari browser - Google as Default search provider-
> extend term length by ^{Redacted} from current term (until ^{Redacted} 2009).
> - iPhone search - Google as Default search provider - term ^{Redacted}
> **Redacted** 2010.
> - Windows Safari browser - Google as Default search provider
> - test period **Redacted** 2007 or until ^{Redacted} 2008.
>
> Google and Apple will work together to figure out how incremental
> value is measured based on data collected from Windows browser.
>
> Phil - Google is very interested in extending our working
> relationship with Apple. We could have done this better if we had
> more time and not just a few days to consider the extension and the
> added products. This extension gives us another ^{Redacted} months with our
> current Mac Safari relationship; adds the iPhone to the scope of
> the agreement and for a term of ^{Redacted} yrs from now and gives us both
> one year to test the Windows browser for Apple users.
>
> Please call me if you have any questions.
>
> Best regards,
> Joan
>

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Sundar Pichai
Google, Inc.

Voice: **Redacted**
Email: ^{Redacted}@[google.com](mailto:Redacted@google.com)