

Message

From: Sidney Lee [Redacted]@google.com]
Sent: 9/9/2020 11:11:15 PM
To: Jim Kolotouros [Redacted]@google.com]; Christopher Li [Redacted]@google.com]; Toru Kawamura [Redacted]@google.com]
Subject: Fwd: Android OEM Revenue Share 3.0

----- Forwarded message -----

From: Erum Rahman <[Redacted]@google.com>
Date: Fri, May 29, 2020 at 12:35 AM
Subject: Re: Android OEM Revenue Share 3.0
To: Nicholas Vu <[Redacted]@google.com>
Cc: Victor Padron <[Redacted]@google.com>, Jacklyn Wilson <[Redacted]@google.com>, Christopher Li <[Redacted]@google.com>, Sidney Lee <[Redacted]@google.com>

Thanks All

Adding for 5:30pm on June 8th for now.:)

On Thu, May 28, 2020 at 9:34 AM Nicholas Vu <[Redacted]@google.com> wrote:
Parisa can match:

- Mon 6/8 - 5:30pm-6pm PT
- Thu 6/11 - 4:30pm-5pm, 5:30pm-6pm PT

Nicholas Vu | Administrative Business Partner | [Redacted]@google.com | [Redacted]

On Thu, May 28, 2020 at 9:20 AM Victor Padron <[Redacted]@google.com> wrote:
Hi Erum,

Matt can match all three as well.

June 8, 5pm-6pm
June 11, 4:30pm, 5:30pm

Best,
Victor

On Thu, May 28, 2020 at 9:16 AM Jacklyn Wilson <[Redacted]@google.com> wrote:
All three work for my group. Thank you, Erum!

Cheers,
Jackie

Jacklyn Wilson | Administrative Business Partner | [Redacted]@google.com | [Redacted]

Ex. No.
UPX0608
1:20-cv-03010-APM

Date: Thu, May 28, 2020 at 2:36 AM

Subject: Re: Android OEM Revenue Share 3.0

To: Jim Kolotouros <Redacted@google.com>, Erum Rahman <Redacted@google.com>, Darby Brennan <Redacted@google.com>, Matt Waddell <Redacted@google.com>, Parisa Tabriz <Redacted@google.com>

Cc: Donald Harrison <Redacted@google.com>

LOL. In all seriousness, I had understood there were some scenarios where this may not be the case, but glad to hear I was wrong!

Yes, a chat with you, Chris and Sidney sounds great. +Erum Rahman can help schedule. Let's include +Darby Brennan +Matt Waddell and +Parisa Tabriz from my end please.

Thanks!

A.

On Thu, 28 May 2020 at 14:32, Jim Kolotouros <Redacted@google.com> wrote:
uh oh...

Don: I think that somebody forgot to tell Anil that Sundar authorized the removal of Chrome from GMS a few months ago... How do you suggest we break the news? Oops, I included Anil on the thread!

Anil: kidding aside, we never deviate from MADA obligations and Chrome distribution via GMS. No exceptions. But let's set-up some time to walk you through the OEM/regional commitments via RSA. We can include Chris and Sidney from my team as well.

Will that work?

On Wed, May 27, 2020 at 6:30 PM Anil Sabharwal <Redacted@google.com> wrote:
Fantastic! Would love to learn more at some point (which OEMs, countries, etc) - let me know if it would be OK to setup a time.

Were there any devices/countries where Chrome is no longer distributed as part of GMS? Also happy for you to answer that question live if preferred.

Thanks again!

A.

On Thu, 28 May 2020 at 09:46, Jim Kolotouros <Redacted@google.com> wrote:
342M !!

On Wed, May 27, 2020 at 3:41 PM Donald Harrison <Redacted@google.com> wrote:
??

----- Forwarded message -----

From: **Anil Sabharwal** <Redacted@google.com>

Date: Wed, May 27, 2020 at 3:33 PM

Subject: Re: Android OEM Revenue Share 3.0

To: Donald Harrison <Redacted@google.com>

- others

Congrats! I didn't see Chrome in your list of apps where hotseat was secured. Any details there you can share?

On Thu, 28 May 2020 at 08:11, Donald Harrison <Redacted@[google.com](mailto:Redacted@google.com)> wrote:

I wanted to send out a quick note to recognize the closure of a truly "One Google" effort that was made possible by hundreds of Googlers across multiple product areas: the counter-signature of revenue share agreements with most of our major Android OEM partners, including Redacted

Redacted

The scope and impact of each deal varies in terms of i) length, ii) products/services covered, and iii) commitments measured in pre-load, placement, default and discoverability. But here is a quick summary of how many devices in total were projected (pre-Covid - we will share more as soon as we have certainty around post-Covid numbers) to be covered over the combined deals over the next few years:

- Redacted devices with core Search and Assistant protections
- Redacted devices with Discover (-1 screen)
- Redacted devices with dedicated Assistant buttons
- Redacted devices with enhanced letter updates

Here is the rundown of devices where distribution, enhanced discoverability and defaults were secured (i.e. prominent placement on the Hotseat, DHS, and +1 screens):

- Search (Lens, News, Podcast, Gboard): Redacted
- Comms Suite (Messages, Dialer, Contacts, Duo): Redacted
- Productivity (Google One, Files, D/S/S, Calendar): Redacted
- Payments (Google Pay): Redacted
- IoT (Home, Fit): Redacted
- Incremental dedicated SUW screens to promote Google services: Redacted devices

Thank you to everyone who contributed to make this happen. Every function and PA played a role in helping land each deal and there are a lot of folks left off this distribution who played a huge role - feel free to forward on with my thanks (and apologies). I'd like to specially recognize the P&E OEM Partnerships team under Jim K., including Sidney Lee, Chris Li, Toru Kawamura and their teams, along with Kate Lee from Legal and Yuki Richardson from Finance (and their respective teams), for being the tip-of-the-spear and leading the revenue share engagement with these OEM's and coordinating the huge army of support behind them.

Thank you!
Don

Redacted