Message	
From:	Michael Murphy Redacted @google.com]
Sent:	11/11/2020 8:37:45 PM
То:	Kristin Reinke Redacted@google.com]; Philipp Schindler Redacted@google.com]; Jerry Dischler
	Redacted@google.com]; Halimah DeLaine Prado Redacted@google.com]; Don Harrison Redacted@google.com]
CC:	Prabhakar Raghavan Redacted @google.com]; Joan Braddi Redacted @google.com]; Deal_review
	Redacted@google.com]; Redacted @google.com; Adrienne McCallister Redacted @google.com]; Yuki
	Richardson Redacted@google.com]; Kate Lee Redacted@google.com]; Jamie Rosenberg Redacted@google.com];
	Anna Kartasheva Redacted@google.com]; Steve Fieler Redacted@google.com]; Richard Turner
	Redacted@google.com]; Marie Mackey Redacted @google.com]
Subject:	Re: BC Deal Review: Agenda for Thursday, November 12th at 11 AM PST

Hi BC constituents,

Upon request, we've rescheduled the carrier RSA topic to BC next week (Thursday 11/19). We've released tomorrow's hold on your calendar.

Philipp, Kristin, Don, Jerry - friendly reminder that there is one additional topic pending your review via email in your inboxes: [BC Deal Review] Email Approval Requested: Feet on Street.

Please feel free to let me know if you have any questions or concerns.

Best regards, Mike

On Tue, Nov 10, 2020 at 6:14 PM Michael Murphy Redacted @google.com > wrote: Privileged and Confidential

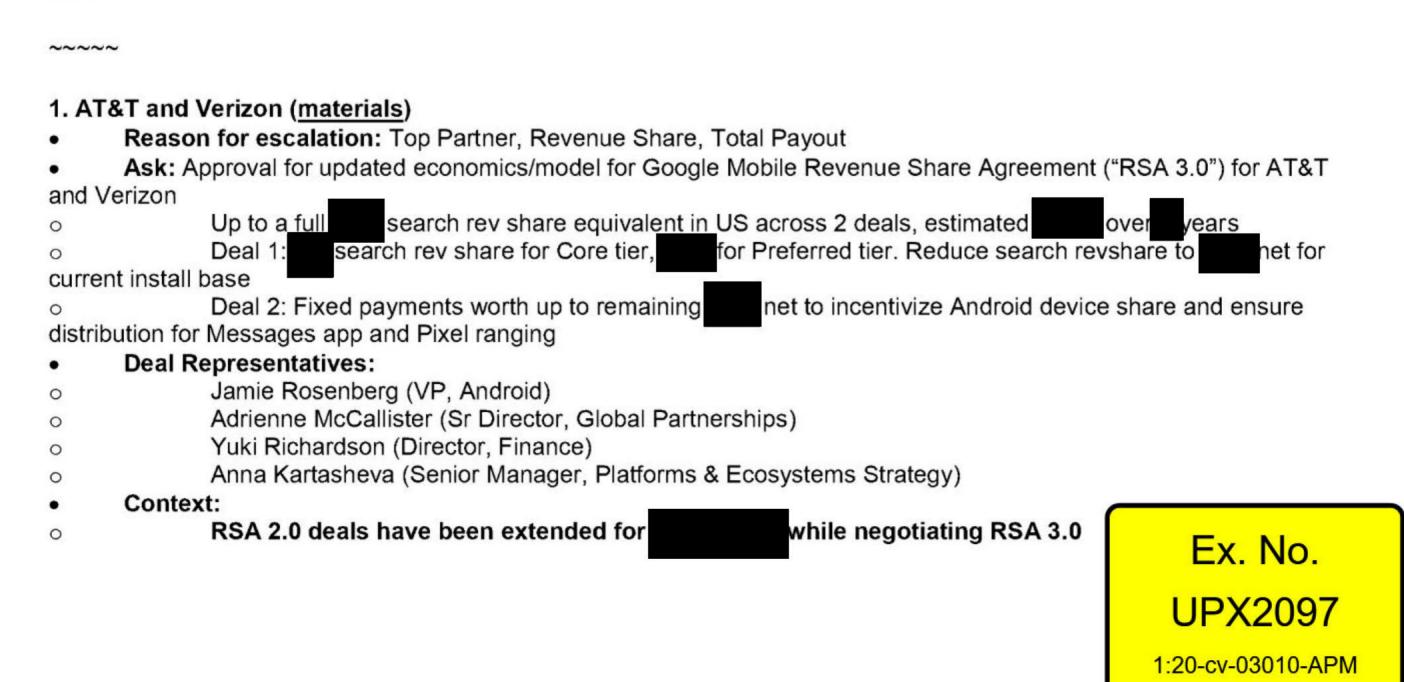
Philipp, Halimah, Jerry, Kristin, Don,

We have one topic scheduled for BC review Thursday, a proposed update to the partnership approach for the Revenue Share Agreements (RSAs) with AT&T and Verizon.

Best regards,

Mike

Redacted



REDACTED FOR PUBLIC FILING

GOOG-DOJ-21527742

0	Deal 1 combines previously approved Optimized tier and Preferred Device configuration into one
revshare tier	

• Both deals are expected to be signed by Carrier concurrently (but note there is no contingency between the deals being contemplated).

Rationale:

• The new structure will help improve the health of the Android ecosystem in the US while ensuring the carrier is incented to improve their performance metrics across Android

 Breaking out into two deals enables Google to right-size search revenue share specific to Search & Assistant placement obligations

 Google is at a critical phase with respect to Messaging in the US. With uncertainty around the Cross Carrier Messaging Initiative (CCMI), moving decisively with AT&T and Verizon will help secure distribution

 Pixel distribution will help Google achieve its top 5 priorities for 2021, and US Carriers' commitment to Pixel benefits the Android ecosystem

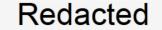
0



- Michael Murphy
- Deal & Spend Governance | Global Lead Redacted@google.com



- Michael Murphy
- Deal & Spend Governance | Global Lead Redacted@google.com



REDACTED FOR PUBLIC FILING

GOOG-DOJ-21527743