

EXHIBIT O

F

January 22, 2004

Andrew C Byrnes
AByrnes@hewm.com
Direct (650) 324-7021
Main (650) 324-7000
Fax (650) 324-0638

Via Facsimile & U.S. Mail

05392.0150

Christine P. Sun
Keker & Van Nest LLP
710 Sansome Street
San Francisco, CA 94111-1704

Re: Overture Services, Inc. v. Google Inc.: Discovery Issues

Dear Christine:

This letter confirms our telephone conversation yesterday regarding damages discovery. As a compromise, Overture proposed that the parties set a date certain after the claim construction hearing, *e.g.*, April 1, 2004, on which they would exchange damages discovery. You stated that you would consider the proposal and respond either in the affirmative or with a counterproposal today if possible. I look forward to your response.

In addition, I have not received any response from you regarding the two additional outstanding discovery issues set forth in my January 12 letter. Unless notified otherwise, I will assume that Google will produce responsive documents, excluding source code, regarding AdSense as well as "search logs" and related documents on February 13.

Further, it is my understanding that you agreed to provide Overture's counsel with any documents received in response to Google's third party subpoenas. Please confirm that Google has provided to Overture all documents received to date.

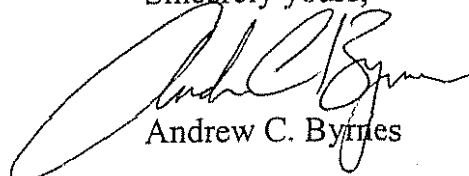
Finally, please advise as to whether, under the terms of the Supplemental Protective Order re Outside Counsel Only Source Code, Google will permit Overture to have separate copies of Google's source code at the offices of Brinks Hofer and Heller Ehrman. Such an arrangement would be significantly more convenient and cost-effective for Overture, and would not prejudice Google.

HellerEhrman
ATTORNEYS

Christine P. Sun
January 22, 2004
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Thank you for your prompt consideration of these matters. Please do not hesitate to contact me if you have any questions.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Andrew C. Byrnes". The signature is fluid and cursive, with a large initial "A" and "B".

Andrew C. Byrnes

cc: Jason C. White, Esq.

Facsimile Transmittal

HellerEhrman
ATTORNEYS

275 Middlefield Road
Menlo Park, CA 94025-3506
Main (650) 324-7000
Fax (650) 324-0638

To: Christine P. Sun, Keker & Van Nest
Telephone: (415) 391-5400 **Fax:** (415) 397-7188

To: Jason C. White, Brinks Hofer Gilson & Lione
Telephone: (312) 321-4225 **Fax:** (312) 321-4299

From: Andrew C. Byrnes
Telephone: (650) 324-7021
Direct Fax: (650) 324-6078

No. of Pages: 3 (including cover)
Date: January 22, 2004

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Message:

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