

HOLMES DECLARATION EXHIBIT B

Grubbs, Deborah

From: Steve Schimmel [steve@google.com]
Sent: Tuesday, November 21, 2000 11:27 AM
To: rob@digitalenvoy.net
Subject: Re: Google geolocation bid request

Rob,

Hope to get a full response out by end of day.
Until then, I have a quick question:
Do your bids include updates?

Thanks,
Steve

Rob Friedman wrote:

- > Thanks for the feedback Steve. I appreciate Google's reasoning regarding
- > PR--it makes a lot of sense. We can certainly live without the press
- > release.
- >
- > The fee that I quoted earlier would be for "all you can eat"
- > metro-targeting-you can use it for everything and there is no volume cap.
- > Again we can talk about possible trade-offs (maybe for advertising or
- > something, if it makes sense). Additionally, we can also talk about a
- > graduated payment scale as your use increases (maybe one rate for use in
- > advertising only, additional for use in the search engine when you decide to
- > implement that)-don't know, just a thought. As for other granularities,
- > we can probably cut the price in half, if you were just interested in
- > country targeting (unlimited use). BTW, it seems that you should at least
- > use country targeting for your "Google in your Language" feature. I think
- > that it would add a lot to be able to show a Japanese user his or her native
- > language when he or she first hit your site rather than have to choose it
- > from a menu. Anyway, my that's just my two cents.
- >
- > We definitely view Google as a very important customer-especially since it
- > is the unofficial search engine of Digital Envoy (we all use it because it
- > is so fast). <grin>
- >
- > Let's talk on Monday!!
- >
- > Have a good weekend.
- >
- > Cheers,
- >
- > Rob
- >
- > Rob Friedman

- > Chief Business Envoy
- > Digital Envoy
- > rob@digitalenvoy.net
- > 678 474-9766 (ext 202)

> -----Original Message-----

- > From: Steve Schimmel [mailto:steve@google.com]
- > Sent: Friday, November 17, 2000 8:22 PM
- > To: Rob Friedman
- > Subject: Re: Google geolocation bid request

> << File: steve.vcf >> Rob,

- > Thanks for getting back to me.
- > I wanted to respond here, but Ill give you a call (probably Monday).
- > [please feel free to respond via email before the call].

- > We will probably, eventually use your product in all the ways
- > mentioned..That
- > being said, we will most likely just use it for advertising targeting for a
- > while (but like to have flexibility).

- > We like the ability to go down to the city level, but want to get your bids
- > for
- > if we used it at the different levels of granularity.

> As for volume, we do not want to have to deal with forecasting usage, so we
> would want to consider it on an "all you can eat" basis.

- > We definitely appreciate your attitude and desire to be flexible.

- > I do want to let you know our hard stance on PR.
- > Google is first and foremost a technology company. As such, all information
- > regarding technology sources is to be treated as confidential by Google
- > (you'll
- > notice that we dont have any type of site vendor or contributors page- our
- > "partners" page is really a partial customer list).
- > As the leading search technology vendor, competitors constantly try to
- > discover
- > how we do what we do. If we go outside our company for
- > technology/expertise, we
- > treat this knowledge as one of our competitive advantages. I'm sure this is
- > a
- > position you can understand, especially given the current competitive
- > landscape
- > in search!
- > That being said, we would not restrict you from mentioning Google when you
- > list
- > your clients, and perhaps we may act as a reference account to non-search
- > prospective clients.

> I look forward to speaking with you,

>

> Steve

>

> Rob Friedman wrote:

>

>> Steve,

>>

>> One thing I neglected to ask is how Google would be using our service. I

>> was assuming that you'd be using NetAcuity to help determine relevant

> search

>> results, tailor language on your site for foreign users, as well aiding in

>> targeting your new advertising push. Also, I assumed that you'd need

>> information down to the city-level. These uses are reflected in the price

> I

>> quoted.

>>

>> Note that our prices vary based on our customer's use of our technology,

> the

>> approximate number of hits to be processed per month, and the granularity

> of

>> information needed (country, region and/or city-level). Please let me

> know

>> if my assumptions were incorrect.

>>

>> Again, please feel free to give me a call at 678 474-9766 (ext 202) to

>> discuss our products further.

>>

>> Cheers,

>>

>> Rob

>>

>> Rob Friedman

>> Chief Business Envoy

>> Digital Envoy

>> (678) 474-9766

>> rob@digitalenvoy.net

>>

>> -----Original Message-----

>> From: Steve Schimmel [mailto:steve@google.com]

>> Sent: Wednesday, November 15, 2000 6:29 PM

>> To: rob@digitalenvoy.net

>> Subject: Google geolocation bid request

>>

>> Rob,

>>

>> I wanted to introduce myself.

>> I am in the Strategic Alliances group here at Google.

>> I am assisting Matt Cutts in getting a geolocation service for us.

>>

>> We have narrowed down potential alternative vendors for this service,

>> and have included you in our finalists.

>>

>> At this point, I would like to get your best bid on providing us with
>> geolocation services for a 6 month contract (with the option to renew
>> for an additional 6 months at same terms).

>>

>> I want to make sure I understand the full cost, so please also indicate
>> if there are additional items required (ie. if we must purchase any
>> hardware from you, etc).

>>

>> I appreciate your timely response.

>>

>> Sincerely,

>>

>> Steve