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Figueira Decl. Tab
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From: "Jeff Nathenson" <jeffn@google.com>
Cc:
Bcc:
Received Date: 2007-09-18 12:05:53 GMT
Subject: Now's the time to define who are your tier 1 and tier 2 partners for Q4.

Redacted Pursuant to
Protective Order at
Request of Defendants

To prepare the ground for Q4 OKRs, I need everyone to provide me with their
hit list for Q4, and whether those partners are considered tier 1 or tier
2. I've attached the slide with the definition of tier 1 and 2 with

definitions. Please e-mail me the information, and I will include it in the
slide. Keep in mind that we will only be focussing on markets where we are
localizing or are already localized. So that means we only need to look at
Germany and Russia in terms of new additions. If for some reason Israel and
the Czech Republic happen, we will deal with it later.

Attachments:

Q4 OKRs.ppt

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PLAINTIFF'S
Exhibits
FOR IDENTIFICATION
Alaba
DATE: 10/1/07

000001-01655883







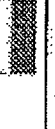


Definitions of Tier 1 and Tier 2 Partners

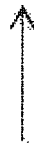
Tier 1		Tier 2	
mil, an dngW	Eros Fij	mil, an dngW	Eros Fij
<p>↑</p> <p>Sporting organizations and clubs with international recognition.</p>		<p>↑</p> <p>Premier League.</p>	



EMEA Tier 1 Video Content Partners

(black = promotional 1st phase; green = Exemplar of 1st red = (available, pending)

Country	Existing Tier 1 Partners	Major Tier 1 Targets
Pan-EMEA Global	[Redacted]	[Redacted]
UK/IR 	[Redacted]	[Redacted]
FR 	[Redacted]	[Redacted] Federation (Roland Garros) [Redacted] French Tennis
IT 	[Redacted]	[Redacted]
DE 	[Redacted]	[Redacted]
ES 	[Redacted]	[Redacted]
NL 	[Redacted]	[Redacted]
PL 	[Redacted]	[Redacted]
RU 	[Redacted]	[Redacted]
TR 	[Redacted]	[Redacted]



EMEA Tier 2 Video Content Partners



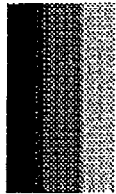



(black = promotional 1st phase; green = commercial; red = lawsuit pending)

Country	Existing Tier 2 Partners	Tier 2 Targets
Par-EMEA/ Global	[Redacted]	[Redacted]
UK/IR	[Redacted]	[Redacted]
FR	[Redacted]	[Redacted]
IT	[Redacted]	[Redacted]
DE	[Redacted]	[Redacted]
ES	[Redacted]	[Redacted]
NL	[Redacted]	[Redacted]
PL	[Redacted]	[Redacted]
RU	[Redacted]	[Redacted]
TR	[Redacted]	[Redacted]

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Prospects for ?? Commercial Deals in Q4 EMEA

Country	Tier 1	Tier 2
Pan-EMEA/ Global		
UK/IR		
DE		
FR		
ES		
IT		
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