

From: Vineet Gupta <vineet.gupta@sun.com>
Sent: Thu Oct 23 2008 15:12:45 PDT
To: Jonathan Schwartz <jis@sun.com>
CC: Brian Sutphin <brian.sutphin@sun.com>
Subject: Re: STATUS : MS TB Side. -- call to Eric S. at G
Attachments:

Importance: Normal
Priority: Normal
Sensitivity: None

Jonathan,

They will check with Andy if he is going to send his proposal to us today.

However, his proposal more than likely is going to be about buying out Java.

So - would be fine calling Eric S. in the morning around G losing US - and that they are welcome to bid on ROW or countries outside of US and a WW deal on Chrome.

-Vineet

Vineet Gupta wrote:

- > I have been setting expectation that you see three parts to the
- > Distribution Services deal: TB for US, TB for ROW, and additionally
- > Chrome. And that (G) is at half the competition. So Android
- > discussion was supposed to cover the Gap. And if they could not cover
- > the Gap (thru an Android proposal) then TB would more than likely go
- > to MSFT.
- >
- > I have told them you will be reviewing our discussion (around Android)
- > today/tomorrow for a decision by Friday. So best would be Friday
- > with a call to Eric.
- >
- > However, I have been setting expectation with Andy - that we want to
- > solve the Android issue independent of the TB deal. He is on same page
- > with that.
- >
- >

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-
- > Now regarding the Android discussion - Eric, Jeet and myself -
 - > proposed a joint collaboration on the on a single stack that combined
 - > Java and Android into a single platform (Linux+JVM+dalvik
 - > extensions+Java APIs+Android APIs+Android Apps) - available thru
 - > Apache license - and having a single AppStore jointly owned. And Sun
 - > would provide JavaFX as soln on top and would run Commercial part of
 - > the AppStore.
 - >

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA
TRIAL EXHIBIT 2070
CASE NO. 10-03561 WHA
DATE ENTERED _____
BY _____
DEPUTY CLERK

> Now Andy - wants the entire eco-system to be available for free - i.e.
> no connections to monetization - as he sees his charter to enable an
> eco-system that makes mobile eco-system adopt web paradigm quickly
> with an open OS(Vs MSFTs like on desktop).
>
> He turned the conversation into " our strategies and directions on
> mobile ecosystem (developers, platform, app store, etc) are exactly
> same -- butu his mission is no monetization (as their monetization is
> orthogonal to eco-system) - and ours is monetization of parts of
> eco-system. So how about a JV on this - how about we buy Java?"
>
> So he will talk to Eric S. and give us a proposal - and he did ask
> what it would cost - and we stated that it was best for Eric to call
> you/Brian.
>
> So either we find a way to work together - or they become our biggest
> competition with Android (with our Java ecosystem as part of it- and
> all points provided for free - with Googles' ad engine, apps and
> control obviously) - and we fight thru Sun's Java/JavaFX/AppStore and
> loose alliance of OEMs/SPs. Then of course there is the IP/Patents
> hammer...

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>
> Sorry for being verbose...
>
> -Vineet
>
> Jonathan Schwartz wrote:
>> When should I notify Google? I would like to do so...
>>
>> On Oct 22, 2008, at 9:57 PM, Vineet Gupta wrote:
>>
>>> Sorry - was at Google (Android discussion - we should chat about
>>> that one as well...) and then was getting it thru our
>>> process/systems and all approvals.
>>>
>>> We are signed on both sides - though we will fax them a copy back
>>> tomorrow by 10:00am.
>>>
>>> - Vineet
>>>
>>>
>>>
>>> Jonathan Schwartz wrote:
>>>> can you send me confirmation of both signatures...
>>>>
>>>> thanks,
>>>> js
>>>>
>>>> On Oct 22, 2008, at 7:22 PM, Brian Sutphin wrote:
>>>>
>>>>> great job, vinny. you're a sales stud.

