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Vol. IX, Tab 46 - Ex. 8 - Email from Emily White

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On Tue, Mar 25, 2008 at 1:53 PM, Susan Humphries <susan.humphries@google.com> wrote:

Hi Emily,

Sounds good. I can be the point person for APLA DSO as we are coordinating with them as well.

I think Q2 should concentrate on the things you mentioned plus pitch and adoption numbers (which can be tied to revenue).

Let's sync up tomorrow morning to discuss. I scheduled something on calendar at 10:30.

Thanks,
Susan

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On Tue, Mar 25, 2008 at 1:30 PM, Emily Willis <emily@google.com> wrote:

A quick heads up that David Fischer is taking responsibility for Omid-level OKRs around the Quest tool. Namely he's looking for cross-channel OKRs on 1) quality of suggestions 2) coverage of suggestions and 3) revenue. Idea is to set Q2 targets and tracking and rev. up in Q3 even more assuming things go well. A few questions to follow up for this group:

A. Mike/Susan - can you reach out to the contacts in bold below (think this covers the "project managers" for all channels, all regions) and start working on proposed targets for 1) 2) and 3) above? Plan is to meet next Thursday to review the proposal with a larger group (see B.)

B. Set up a 1 hr mtg (KRI - will need your help) on Thursday of next week (Fischer will be in Dublin) to review the OKR proposal with a larger group as well as touch on progress to date. Proposed participants below:

- PM: Richard H., Nick F., Prashant F., Clay (optional: Deep, Marie, David Thacker?)
- DSC: Penny Price, Ben Growell, Dennis Woodside, Andy Hackston, Sato-san (P)
- OSO: Mike M, Susan H., Adele Cosper, Alice Mensergh, Sanjaya, Claire Johnston (optional: John H)

If you are ok with the above, we should move to get this on calendar and I'll seed an email to the group with the background.

Thanks

Emily

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On Wed, Mar 5, 2008 at 12:26 PM, Richard Holdon <richard@google.com> wrote:

Folks,