IN THE UNITED STATES DISTRICT COURT FOR THE DISTRICT OF COLUMBIA

United States of America, et al.,

Case No. 1:20-cv-03010-APM

Plaintiffs,

v.

Google LLC,

Judge: HON. AMIT P. MEHTA

Defendant.

State of Colorado, et al.,

Case No. 1:20-cv-03715-APM

Plaintiffs,

v.

Google LLC,

Judge: HON. AMIT P. MEHTA

Defendant.

NON-PARTY MICROSOFT CORPORATION'S STATUS REPORT REGARDING THIRD PARTY DISCOVERY

In accordance with this Court's Minute Orders dated June 29, 2021 and July 12, 2021 in the above-captioned cases, Non-Party Microsoft Corporation ("Microsoft") submits the following Status Report summarizing the state of discovery and Microsoft's position regarding Defendant Google LLC's ("Google") subpoena to Microsoft dated April 13, 2021 (the "Subpoena").

INTRODUCTION

On July 21, 2021, following negotiations with and in response to a request from Google, Microsoft made a comprehensive proposal for its production of documents in compliance with Google's 120-request Subpoena by proposing search strings, custodians, date ranges, and a date

¹ See Subpoena to Produc. Docs., Information, or Objects or to Permit Inspection of Premises in a Civil Action (Apr. 13, 2021) (attached hereto as Exhibit A).

by which substantial completion of Microsoft's productions would occur (the "Proposal").² In its Proposal, Microsoft offered to search and collect documents from the files of twenty-seven custodians, which would yield an estimated 1.45 million documents³ based on Microsoft's testing of its proposed search terms.⁴ The sole issue Google has since informed Microsoft should be the subject of the Companies' instant cross-submissions centers on the number and identity of Microsoft custodians to be searched.

The twenty-seven custodians identified in Microsoft's Proposal comprise key and representative strategic thinkers and decision-makers from the relevant businesses and timeframes at Microsoft. As of this filing, however, and while failing to articulate any specific reasons why, Google has proposed Microsoft search from and provide information concerning *twenty-eight* additional custodians, bringing the total number of potential custodians to *fifty-five*. Google's position poses an unreasonable and undue increase in Microsoft's burden given the significantly expanded volume of documents Microsoft would have to search, collect, process, review and produce. Despite multiple requests, Google has to date declined to offer specific reasons as to why each of the twenty-eight additional custodians are necessary, how its demand for this number of custodians properly avoids undue burden and expense on Microsoft or, at base, how Microsoft's Proposal of twenty-seven custodians is insufficient when the proportionality of the claims, defenses, and Microsoft's burdens as a non-Party in this case are taken into account. Per

² See Letter from Caroline Simons, Orrick, Herrington & Sutcliffe, LLP, to Benjamin M. Greenblum, Williams & Connelly LLP (July 21, 2021) (attached hereto as Exhibit B).

³ This is the figure prior to de-duplication, which cannot take place until the documents have been collected and processed.

⁴ See Exhibit B.

the Court's July 12 Order, Microsoft respectfully makes the following submission to provide the Court with an update of its overall Proposal and the Companies' negotiations to date.

Since receipt of its first subpoena in this case on January 26, 2021, Microsoft has been diligently working to comply and has negotiated in good faith with all of the Parties to search for, review, and produce responsive documents and data. On April 13, 2021, Google served Microsoft with a Subpoena consisting of 120 separate document, data and information requests, a number of which include multiple subparts and many of which seek "all documents" going back more than a decade. (See Exhibit A). In an effort to comply with the Subpoena in accordance with the applicable rules and the Court's Orders, while balancing against the significant and undue burden the full scope of the Subpoena represents, Microsoft offered to meet and confer with Google both prior to and after serving its Objections and has negotiated in good faith throughout the process. Despite the multiple meet-and-confer teleconferences Microsoft and Google (together, the "Companies") have held since April 13, 2021, the progress Microsoft has

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⁵ While the April 13 Subpoena from Google is at issue in this submission, Microsoft has been the subject of several subpoenas in the above-captioned litigations. The United States Department of Justice ("DOJ") served Microsoft with an initial subpoena on January 26, 2021 and additional subpoenas on April 20, 2021, June 21, 2021 and July 26, 2021, respectively. On February 24, 2021, the State of Illinois served Microsoft with a subpoena on behalf of itself and other state plaintiffs, including, *inter alia*, the State of Colorado and the State of Nebraska. Google served Microsoft with an initial subpoena on April 13, 2021 and additional subpoenas on June 28, 2021 and July 19, 2021, respectively. The eight subpoenas served on Microsoft to date are hereinafter referred to as the "Subpoenas."

⁶ On May 28, 2021, Microsoft served its objections and responses to the Subpoena ("Objections"). In the service cover email, Microsoft designated both the Subpoena and its Objections as "Highly Confidential" pursuant to the Protective Orders entered in this case. *See* E-mail from Haley P. Tynes, Orrick, Herrington & Sutcliffe LLP, to Benjamin M. Greenblum, Williams & Connelly LLP (May 28, 2021) (on file with author and recipient); *see also* Stipulated Protective Ord. ¶¶ 2-9, Dec. 21, 2020, ECF No. 84; *see also* Stipulated Protective Ord. ¶¶ 2-9, Jan. 1, 2021, ECF No. 98. Microsoft subsequently downgraded these designations to "Confidential" in response to a request made by Google and in an effort to further negotiations in good faith.

made to date, and the ongoing negotiations the Companies are engaged in, Google has persisted in making certain threshold demands of Microsoft that represent significant burden and, moreover, build delay into the process. For example, Google has demanded that Microsoft *create* documents when it learned that Microsoft could not meet its demand for historical documents that Microsoft does not possess nor maintain in the ordinary course of business. Microsoft also has repeatedly requested that Google consider approaches that would expedite document productions and allow for more productive negotiations, such as identifying its priority document requests to facilitate an orderly sequence for negotiating and resolving competing proposals for search terms while reviewing and producing documents in parallel. Google has declined to do so.

As Microsoft has consistently maintained throughout the Companies' negotiations and in its Objections, it is willing to test, search for, collect, review, and produce responsive, non-privileged documents that are relevant and proportional to the claims and defenses at issue in the Parties' litigations. To date, Microsoft has not categorically refused to produce documents, information, or data from any particular custodian, or for any particular date range, or with respect to any category of documents, despite the overbreadth of the Subpoena—which seeks "any and all documents" relating to virtually the entirety of Microsoft's search and search advertising businesses spanning 2000 to present—and the large volume of materials Microsoft produced to

date,⁷ most of which Google has had in its possession since at least February 17, 2021.⁸ But Google has not seriously considered or accepted *a single* one of the proposals set forth by Microsoft, and further has not justified why Microsoft's proposed search terms or custodians—in addition to the 400,000-plus documents Microsoft has already produced during the Investigations and the numerous productions of data and documents Microsoft has made to date—present an insufficient universe for its defenses.⁹ In the interests of advancing the process, Microsoft has continued to proactively search for, collect, review and produce documents and data responsive to the Subpoena while the Companies continue to negotiate. Microsoft welcomes the Court's guidance with respect to the Companies' differing positions on custodians in order to facilitate the process while giving appropriate consideration to avoid any undue burden and expense on Microsoft as a non-Party.

⁷ The large majority of these materials were produced during the investigations underlying the above-reference litigations ("Investigations") and in response to the DOJ's Civil Investigative Demand to Microsoft, No. 30236, dated March 23, 2020 ("DOJ CID"), the Office of the Attorney General of Texas' Civil Investigative Demand to Microsoft dated April 29, 2020 ("TX CID"), and the State of California Office of the Attorney General and Department of Justice's Subpoena to Produce Documents and Tangible Things dated August 10, 2020 ("CA CID") (collectively, the "CIDs" unless otherwise specified).

⁸ On February 17, 2021, Microsoft served its confidentiality re-designation production on Google, which consisted of more than 360,000 documents and 180 GBs of data. *See* E-mail from Haley P. Tynes, Orrick, Herrington & Sutcliffe LLP, to John Schmidtlein et al., Williams & Connelly LLP (Feb. 17, 2021) (on file with author and recipient). It is Microsoft's understanding that the DOJ completed its production of Investigation Materials (as defined in the Protective Orders entered in this case) to Google on February 19, 2021 (*see* Joint Status Report, Feb. 23, 2021, ECF No. 111), the Plaintiff States completed their production of Investigation Materials on February 1 (*see id.*), and the Colorado Plaintiff States completed their production of Investigation Materials on March 8, 2021 (*see* Joint Status Report, March 28, 2021, ECF No. 124).

⁹ Since receipt of the Subpoenas, Microsoft has served more than 15 productions of documents and data responsive to Google's subpoena.

MICROSOFT'S POSITION

It is Microsoft's position that it has offered a comprehensive search term proposal in response to Google's Subpoena and consisting of an appropriate number of custodians that (i) takes into account Google's proposals and the Companies' negotiations to date, and (ii) strikes the appropriate balance between producing documents that Google has requested as relevant to its defenses proportional to the needs of the case, and avoiding undue burden on Microsoft.

Between July 5-9, 2021, the Companies reached a series of agreements on:

- Searching the timeframe for which documents were previously searched, collected and produced in response to the CIDs (*i.e.*, March 2018 through March 2020);¹⁰
- Provision of organizational charts;¹¹ and
- Transmittal of a search term proposal, custodian proposal and proposed substantial completion deadline by July 21, 2021. 12

Despite the meaningful compromises that Microsoft has made and Microsoft's transmittal of a comprehensive proposal on July 21, Google has refused to agree to Microsoft's custodian proposal on the basis that it did not include *all* of the custodians that Google has proposed to date. Indeed, it is Microsoft's understanding that Google intends to include in its cross-submission

¹⁰ See Email chain between Benjamin M. Greenblum et al., Williams & Connelly LLP, and Haley P. Tynes, et al., Orrick, Herrington & Sutcliffe LLP (July 8, 2021) (on file with author and recipient). ("July 8 Agreement").

¹¹ See id. With respect to organizational charts, the July 8 Agreement provided the following: "Regarding the issue of organizational charts and information regarding potential custodians, further to our call this evening, . . . Microsoft will provide an assortment of pre-2018 organizational charts that it has located and Google reserves the right to propose (following review of the documents and other information provided to date) requests for additional information[] . . . based on an understanding that certain of the org charts date back to years such as 2003."

¹² See Email from Benjamin M. Greenblum, Williams & Connelly LLP, to Haley P. Tynes, et al., Orrick, Herrington & Sutcliffe LLP (July 9, 2021) and response from Haley P. Tynes, Orrick, Herrington & Sutcliffe LLP, to Benjamin M. Greenblum et al., Williams & Connelly LLP (July 9, 2021) (attached hereto as Exhibit C) ("July 9 Agreement").

additional custodians that Google has proposed for the first time since Microsoft's July 21 Proposal, including as recently as today. Rather than working towards a compromise that would address and ameliorate Microsoft's concerns regarding burden, Google has only expanded Microsoft's burden by demanding additional organizational information and declining to articulate specific reasons as to why Microsoft's Proposal of July 21, 2021 is inadequate.

Microsoft believes the most productive and expeditious way to approach compliance with the Subpoena is for the Companies to work cooperatively to identify a set of additional documents and data that Google would need for its defenses in these actions—in a proportional manner and while balancing Microsoft's burden as a non-party—after Google has reviewed and evaluated (i) the significant productions Microsoft has already made in the underlying Investigations and in the above-captioned litigations and (ii) Microsoft's search term and custodian Proposal of July 21, 2021. To that end, this submission addresses Microsoft's Proposal to provide the Court with necessary context to evaluate the Companies' respective positions on custodians.

A) July 9 Agreement

On July 9, the Companies agreed:

No later than July 21, 2021,

- 1. Microsoft will transmit to Google counterproposals, if any, as to the 36 of 43 search strings that Google proposed to Microsoft on May 27, 2021 and to which Microsoft has not responded.
- 2. Microsoft will transmit to Google a proposal for the custodians across which it will run its custodial searches, including a response as to the 18 custodians Google proposed but about whom Microsoft has not yet responded.
- 3. Microsoft will transmit to Google a proposed substantial completion deadline for Microsoft's production to Google. Microsoft may seek to condition that proposed substantial completion deadline on the date by which Microsoft and Google reach agreement on custodial search parameters.

Microsoft further agrees that Google may request, and that Microsoft shall provide, deconstructed hit reports with respect to Google's proposed search strings, provided, that Google agrees that it will not request more than 20 permutations of each of 40 different search strings, provided further that Google may redistribute permutations amongst such search strings for a total of 800 different permutations. ¹³

B) Search Terms

Pursuant to the Companies' July 9 Agreement, Microsoft provided its Proposal to Google on July 21, 2021. The Proposal is estimated to result in searching and collecting approximately 1.45 million documents¹⁴ across the files of 27 current and former Microsoft employees.¹⁵

Google has not yet responded to the substance of Microsoft's most recent Proposal because it maintains that its review is ongoing. Given there is no real dispute that Microsoft's Proposal is likely to yield documents that are responsive to Google's Subpoena requests, and to avoid delay, Microsoft has begun collecting and processing documents pursuant to its Proposal to Google. As Microsoft has repeatedly stated, it welcomes Google's feedback on why it considers Microsoft's Proposal to be deficient beyond the fact that it reduces the number of hit counts

¹³ Exhibit C.

¹⁴ This figure is pre-de-duplication of the review set.

¹⁵ In addition to Microsoft's proposed search terms and custodians, the Proposal also identified eight requests in the Subpoena for which Microsoft had produced documents gathered via targeted collections (go-and-gets) and for which it was also proposing to run search terms. To date, Google has not accepted the sufficiency of those targeted collections. Microsoft remains willing to gather materials conducive to such targeted collections and is in the process of doing so for certain requests.

¹⁶ See Letter from Caroline Simons, Orrick, Herrington & Sutcliffe LLP, to Benjamin M. Greenblum, Williams and Connolly LLP (July 25, 2021) (attached hereto as Exhibit D).

returned as compared to Google's original proposed search terms, for which the overbreadth is made clear by the estimated universe of *over 15 million* documents that resulted.

As Microsoft has conveyed during the Companies' meet and confers, Microsoft's Proposal is based on Microsoft's understanding of its own businesses and is validated by the similar process Microsoft has already engaged in during the Investigations¹⁷ and the resultant universe of 400,000 documents that Microsoft has already produced on the same subject matters to the Parties. The Companies' competing approaches¹⁸ toward search terms and Google's refusal to compromise has hampered the Companies' ability to make meaningful progress toward agreement.¹⁹

C) Custodians

¹⁷ Microsoft has directed Google to email correspondence with the DOJ, which Microsoft produced and Google has in its possession. This correspondence provides insight into search term negotiations between the DOJ and Microsoft.

¹⁸ Microsoft has made various suggestions to facilitate an orderly expedition of the discovery process. Microsoft has requested that Google provide a list of priority requests for the Companies to focus their efforts on–a request that is not dissimilar from one Google itself has made of plaintiffs here. *See* Joint Status Report, at 21, May 24, 2021, ECF No. 135. Microsoft has requested Google's position on what it believes is to be a reasonable burden for Microsoft to bear with respect to volume, and specifically, whether Google can provide an approximate volume of document hits the Companies can work towards while they revise the search terms in an effort to move this process along. Microsoft has asked Google to limit certain of its Requests to center around specific transactions, custodians, and/or time periods for which Google needs documents to support its defenses so that Microsoft can work towards providing those documents to Google in an expeditious manner. Microsoft has asked Google to identify materials it needs that would not have been covered by and/or included in the substantial productions it has made to date. Google has rebuffed each of Microsoft's proposals on the basis that *Google* has shouldered similar burdens and requirements, as one of the Parties in this case.

¹⁹ Despite the catch-22 Microsoft finds itself in with respect to the bulk of documents requested by Google, it has nevertheless produced both documents and data responsive to the Subpoena in an effort to further negotiations as the Companies confer on search term-related topics.

Microsoft's Proposal of July 21 included twenty-seven custodians, including eight of the nineteen proposed by Google as of the July 9 Agreement. (*See* Exhibit B). However, since July 9, Google has proposed even more custodians in addition to the original nineteen. In the past nine days, in fact, Google has proposed *seventeen* additional custodians, including nine on July 19, 2021, five on July 26, 2021, and three today, July 27, 2021.²⁰ Google has not explained why it believes that searching these additional twenty-eight proposed custodians (and any yet-to-benamed custodians, which Google has reserved the right to continue to propose) is necessary to yield key, representative, and relevant documents that Microsoft's proposed custodians would fail to capture. Moreover, Google's request for this large number of additional custodians, without specific justification, fails to account for the fact that each additional custodian whose files Microsoft will need to search, review and produce incrementally and unduly increases the burden imposed on Microsoft. It is Microsoft's position that its current proposal of twenty-seven custodians reflects a reasonable universe of documents from which to search, collect, process, review, and produce, while balancing against Microsoft's burden as a non-Party.

D) Organizational Charts and Information Concerning Proposed Custodians

It is Microsoft's position that it has generated and produced information sufficient for Google to evaluate the sufficiency of Microsoft's Proposal. In a good faith effort to facilitate negotiations, Microsoft has responded to Google's demands for documents sufficient to show historic organizational structure by generating and producing human resources files reflecting the direct manager and skip-level manager for certain identified current and former employees,

²⁰ See Letter from Benjamin M. Greenblum, Williams and Connelly LLP, to. to Caroline Simons and Haley P. Tynes, Orrick, Herrington & Sutcliffe LLP (July 19, 2021) (on file with author and recipient)); see also Email exchange between Benjamin M. Greenblum, Williams & Connelly LLP, and Haley P. Tynes, et al., Orrick, Herrington & Sutcliffe LLP (July 26-27, 2021) (on file with author and recipient).

covering 2009 through present. To date, Google has determined these reports are insufficient to provide the information requested. Microsoft has also produced an assortment of documents it discovered in its files that reflect organizational structure between 2003 and 2012, as part of its diligent efforts to identify information responsive to Google's request for organizational charts pre-dating 2018. Additionally, Microsoft has offered to provide additional human resources reports for certain key individuals, to be discussed with Google, that would list the direct reports for that person. As of this evening, Google has not accepted Microsoft's offer to generate and provide these additional reports.

E) Production Timing

Finally, Microsoft has informed Google that it anticipates substantially completing its production of non-privileged, responsive documents by October 20, 2021, assuming that the Companies agree on a reasonable proposal by the end of July. Google has not indicated its position on Microsoft's proposed substantial completion date. While the companies continue to negotiate, however, Microsoft has continued to search, review, and produce data and documents responsive to the Subpoena to facilitate the expeditious transmittal of relevant documents to the Parties, including both targeted go-and-get productions as well as custodial searches.

²¹ See Exhibit B.

CONCLUSION

With respect to the forgoing, Microsoft welcomes the Court's guidance as to the appropriate burden for non-Party Microsoft to bear in this litigation, and in response to the Subpoena, in light of its already-substantial productions to date and its comprehensive Proposal of July 21, 2021.

Dated: July 27, 2021

Respectfully Submitted,

/s/ Caroline Simons

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CERTIFICATE OF SERVICE

I hereby certify that I electronically filed the NON-PARTY MICROSOFT CORPORATION'S STATUS REPORT REGARDING THIRD PARTY DISCOVERY (under seal) with the Clerk of Court for the United States District Court for the District of Columbia by using the CM/ECF system on July 27, 2021. I further certify that a copy of the sealed document and a copy of the Notice of Electronic Filing (NEF) were served via mail to the following counsel:

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