

**From:** "Narasimhan, Sundar" <Sundar.Narasimhan@sabre.com> on behalf of "Narasimhan, Sundar" <sundar.narasimhan@sabre.com>  
**Sent:** Fri, 16 Nov 2018 14:13:14 -0600 (CST)  
**To:** "Shirk, Dave" <Dave.Shirk@sabre.com>  
**Subject:** Wanted to send you a quick update re. FLX / Phocuswright

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Hi, Dave – you’ll possibly hear more from Sean/others etc. who met w/ folks at Phocuswright but intellectually I found the position that Philippe Chereque (Amex/GBT) articulated – kinda interesting to think about. He asked “are you buying FLX to a. kill them, b. as an IT play to airlines or c. are you actually going to facilitate GDS economics to be rethought – because we would not be in favor of c..”.

Also had good meetings w/ Hopper / other OTAs – and not so great meeting w/ Google (w/ Rodrigo and Wade) that I’ll tell you about when we chat next. There were also opportunities we should examine more closely (Connexpay in payments, and a couple of others).

Roshan also mentioned that Ben’s presentations to dnata went well.. Will get a dump from Cem re. Westjet and others too – hopefully the coaching is helping and we’ll get the “rest of the org should pull from research” model you wanted to see happen!!

I know you must be extremely busy – but Lori found us some time to chat on Monday, hoping to connect.

-Sundar

**PLAINTIFF EXHIBIT  
PX501**