

To: Elizabeth Holmes[eholmes@theranos.com]
From: Sunny Balwani
Sent: Tue 6/11/2013 5:45:04 AM
Importance: Normal
Subject: Fwd: demo next tuesday (6/11) @ noon
Received: Tue 6/11/2013 5:45:07 AM

Very frustrating

Sent from my iPad

Begin forwarded message:

From: Daniel Young <dyoung@theranos.com>
Date: June 10, 2013 10:39:43 PM PDT
To: Sunny Balwani <sbalwani@theranos.com>, Daniel Edlin <dedlin@theranos.com>
Subject: RE: demo next tuesday (6/11) @ noon

Right now, we are not planning on running anything on the ML, unfortunately. The general chemistry and ELISA assays are not performing adequately for a demo at the moment.

From: Sunny Balwani
Sent: Monday, June 10, 2013 8:35 PM
To: Daniel Young; Daniel Edlin
Subject: FW: demo next tuesday (6/11) @ noon

Given ML doesn't have cyto, what are we planning on running on ML?

From: Michael Craig
Sent: Monday, June 10, 2013 7:47 PM
To: Daniel Edlin; Christian Holmes; Daniel Young; Samartha Anekal
Cc: Sunny Balwani; Jeffrey Blickman
Subject: RE: demo next tuesday (6/11) @ noon

FYI: I've just finished getting the DeviceOS installed (with the Normandy app), and properly running the Null protocol, on Mobilelabs 4 and 8.

Thanks,

Michael.

From: Daniel Edlin
Sent: Monday, June 10, 2013 6:47 PM
To: Christian Holmes; Daniel Young; Samartha Anekal; Michael Craig
Cc: Sunny Balwani; Jeffrey Blickman
Subject: RE: demo next tuesday (6/11) @ noon

Hi all,

For tomorrow's demo, as listed below, we'd like to have a minilab, and either a 4s or monobay, with the Normandy shell uploaded (whichever works better).

Daniel/Sam – can you please let Michael know which devices are going to be used and please also let him know if the personalization file has been uploaded to the cloud?

Sam indicated that the devices are capable of running a CBC. Michael can you please run 5 practice tests on each device to make sure that they are able to do so.

Please let me know if you have any questions. All devices will need to be set up in interview room #1 (standard demo room) by **10AM (not noon) tomorrow.**

Thanks,
Dan

From: Christian Holmes

Sent: Thursday, June 06, 2013 10:09 PM
To: Daniel Edlin; Daniel Young; Samartha Anekal
Subject: RE: demo next tuesday (6/11) @ noon

Thanks – about 20 minutes ago he said he didn't care ☺ good to know

From: Daniel Edlin

Sent: Thursday, June 06, 2013 10:08 PM
To: Christian Holmes; Daniel Young; Samartha Anekal
Subject: RE: demo next tuesday (6/11) @ noon

Just caught up with Sunny. He definitely wants to have a minilab, and then either a 4s or monobay (whichever is working better)

Thanks

From: Christian Holmes

Sent: Thursday, June 06, 2013 10:06 PM
To: Daniel Young; Samartha Anekal
Cc: Daniel Edlin
Subject: RE: demo next tuesday (6/11) @ noon

No preference – whatever you think is best for the panel/tests that are chosen

From: Daniel Young

Sent: Thursday, June 06, 2013 10:04 PM
To: Christian Holmes; Samartha Anekal
Cc: Daniel Edlin
Subject: RE: demo next tuesday (6/11) @ noon

Sure. Any preference for device type (monobay, minilab, 4s)?

From: Christian Holmes

Sent: Thursday, June 06, 2013 10:03 PM
To: Daniel Young; Samartha Anekal
Cc: Daniel Edlin
Subject: demo next tuesday (6/11) @ noon

Daniel and Sam – Sunny mentioned that he'd like to run a demo during an exec meeting next Tuesday (runs from 12-2 PM in our office here). He didn't mention specific tests or devices, and said that we can run whatever panel the team thinks is best (so assume CBC or something common). This is a bit vague at this point but wanted to put it on your radar. We'll follow up with additional info as we get it.

Thanks