

**To:** Elizabeth Holmes[eholmes@theranos.com]  
**From:** Daniel Edlin  
**Sent:** Fri 8/23/2013 12:49:30 AM  
**Importance:** Normal  
**Subject:** FW: THERANOS Limited Objective Experiment (LOE)  
**Received:** Fri 8/23/2013 12:49:31 AM

Marty,

Thank you for outlining the process for gaining support for our LOE and for your recommendation below.

We will remain focused on being able to begin this program with USCENTCOM with the hopes of addressing the unmet medical needs we have the opportunity to fulfill with the technology we have invented. As we continue to develop the work we have already customized for our program, we look forward to working with you to make sure that all the necessary planning – including training personnel in theater – is in place to successfully implement our infrastructure at the appropriate time.

Looking ahead to 2014, we would be able to deliver all of our equipment to theater and begin testing by August 1<sup>st</sup>. As we prepare for that date, we will keep you informed of our progress and if an earlier delivery date is possible.

In line with your suggestion, we'd appreciate if you would please let us know if there is anyone in particular we should reach out to at the Army Medical Research and Development command should we need to initiate discussions and solicit support for a potential evaluation with that division.

Please let us know if you need anything else from our end, and we look forward to working with you toward executing our LOE.

Best regards,  
Dan

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**From:** Drake, Martin A Mr CIV USAF USCENTCOM C CJ8-ST [mailto:martin.drake@centcom.mil]  
**Sent:** Sunday, August 11, 2013 10:40 AM  
**To:** Daniel Edlin  
**Cc:** Connell, Mark A Lt Col MIL USAF USCENTCOM C CJ8-ST; Depew, Robert D JR Lt Col MIL USAF USCENTCOM C CJ8-ST; 'viking.follstad@'; Calderala, Dan G Mr CIV USAF USCENTCOM C CJ8-STTI  
**Subject:** Re: THERANOS Limited Objective Experiment (LOE)

Thanks for your understanding of the fiscal constraints and processes we must execute to conduct a LOE in CENTCOM's theater of operations.

In order for us to request resources in FY14 to conduct this LOE we will require a firm commitment from you when THERANOS will be available, in theater, and ready for test. Please pick a date in calendar year 2014 when you know beyond doubt you will be ready to test. That's the date we will backwards plan against and use in our request for support. And as we discussed there are no guarantees that resources will be available to conduct our LOE. Our request will compete with all the other requests our funding sources will be receiving. Because of this I encourage you to reach out to the Army Medical Research and Development command and solicit their support. They are the DoD medical arm that deals with developing medical technologies.

I look forward to working with you in the future.

Marty

Marty

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**From:** Daniel Edlin [mailto:dedlin@theranos.com]  
**Sent:** Saturday, August 10, 2013 12:17 AM  
**To:** Drake, Martin A Mr CIV USAF USCENTCOM C CJ8-ST  
**Subject:** RE: THERANOS Limited Objective Experiment (LOE)

Marty,

Thanks very much for your time on the phone yesterday and for the background you provided on what would be needed to be able to continue with our LOE as planned.

We believe we have the opportunity to make a real impact on combat zone care with the systems we have developed, which is why we have been so deeply committed to working with USCENTCOM in theater and to all the associated work we have been doing for this program.

I want to let you know that we will do whatever it takes to make our LOE successful together.

Please do let us know if there is anything we can do now to assist you in the upcoming application process. As mentioned, our objective has been to be able to deliver the equipment to theater by the end of the year; however, in the interest of providing a conservative delivery date we can definitively plan toward with a buffer to prevent the need for any extensions, we are working on an outside date and will send accordingly. If there is a certain timeframe by which you will need this for the application process please let us know.

Thanks again for your support, and we look forward to being in touch.

Best regards,  
Dan

**Daniel P. Edlin**

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**From:** Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST [<mailto:martin.drake@centcom.mil>]

**Sent:** Wednesday, August 07, 2013 11:01 AM

**To:** Daniel Edlin

**Subject:** Re: THERANOS Limited Objective Experiment (LOE)

I'll have to dual task. I'm in Central Time Zone. Let's do 1300 your time 1200 my time, Thursday 8 Aug.  
Suggest you call my bberry to initiate the call. My bberry is:

I look forward to talking with you then.

Marty

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**From:** Daniel Edlin [<mailto:dedlin@theranos.com>]

**Sent:** Wednesday, August 07, 2013 12:34 PM

**To:** Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST

**Subject:** RE: THERANOS Limited Objective Experiment (LOE)

Mr. Drake,

I'll available this Thursday, 8/8 from 1300-1500 EDT, and on Friday, 8/9 from 1300 – 1400 EDT.  
Please let me know if either day/time works for you and I'll send out a meeting request.

Thank you,

Dan

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**From:** Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST [<mailto:martin.drake@centcom.mil>]

**Sent:** Wednesday, August 07, 2013 7:45 AM

**To:** Daniel Edlin

**Subject:** Re: THERANOS Limited Objective Experiment (LOE)

What day/time would work for you?

Marty

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**From:** Daniel Edlin [<mailto:dedlin@theranos.com>]

**Sent:** Wednesday, August 07, 2013 03:39 AM

**To:** Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST

**Subject:** RE: THERANOS Limited Objective Experiment (LOE)

Mr. Drake,

Would you be available for a phone call this week to follow up on the below? I've received some feedback internally and was hoping to discuss it with you.

Thank you and I look forward to connecting on this.

Best regards,

Dan

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**From:** Daniel Edlin

**Sent:** Tuesday, July 30, 2013 11:06 PM

**To:** 'Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST'

**Cc:** Elizabeth Holmes; Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST; Connell, Mark A Lt Col MIL USAF USCENTCOM CCJ8-ST; Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI; Calderala, Dan G Mr CIV USAF USCENTCOM CCJ8-STTI; Scharringhausen, Brett T Mr CIV USAF USCENTCOM CCJ8-STDJ; Mavity, Mark E Col MIL USAF USCENTCOM CCSG-A

**Subject:** RE: THERANOS Limited Objective Experiment (LOE)

Mr. Drake,

Thank you for your note. We have been working to determine a date in line with your question below as we want to make sure we provide you with timelines that we can definitively plan toward in the context of obligations we have previously committed ourselves to as a company.

We appreciate your understanding and I will be in touch shortly with additional details.

Best regards,

Dan

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**From:** Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST [<mailto:martin.drake@centcom.mil>]

**Sent:** Thursday, July 25, 2013 12:36 PM

**To:** Daniel Edlin

**Cc:** Elizabeth Holmes; Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST; Connell, Mark A Lt Col MIL USAF USCENTCOM CCJ8-ST; Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI; Calderala, Dan G Mr CIV USAF USCENTCOM CCJ8-STTI; Scharringhausen, Brett T Mr CIV USAF USCENTCOM CCJ8-STD; Mavity, Mark E Col MIL USAF USCENTCOM CCSG-A

**Subject:** RE: THERANOS Limited Objective Experiment (LOE)

Thanks for the response. I understand your investment and appreciate what you have achieved thus far. Hopefully working with us help better define how the average user 'sees' your product and your investment is not 'lost'. But we too have been investing in the planning and execution of the LOE.

Unless the equipment was already in theater today, I would be hard-pressed to find the resources to execute the LOE to an acceptable level to be able to make a meaningful determination of military utility. Our on-again / off-again approach to deploying this capability for experimentation has caused us to reach the culmination point this FY. Some of the special authorities and permissions we need to conduct the experiment have or are very near expiring. Obtaining new authorities and/or extending them will take time and more resources. The remaining time left in this FY to put this experiment back on track is not in our favor. And unfortunately there are no funds programmed for FY14 to conduct an experiment with your equipment.

All that said, I'm willing to take a last peek at whether we can salvage this LOE. With absolute certainty when will you have a full-up system in the hands of our users in-theater ready to conduct the experiment?

Marty

MARTIN A. DRAKE, DAFC  
Chief, Science & Technology &  
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US Central Command (CCJ8-ST)  
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; DSN

SIPR Tanberg: IP: ; Phone:  
SVOIP:

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**From:** Daniel Edlin [<mailto:dedlin@theranos.com>]

**Sent:** Thursday, July 25, 2013 2:51 PM

**To:** Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST

**Cc:** Elizabeth Holmes; Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST; Connell, Mark A Lt Col MIL USAF USCENTCOM CCJ8-ST; Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI; Calderala, Dan G Mr CIV USAF USCENTCOM CCJ8-STTI; Scharringhausen, Brett T Mr CIV USAF USCENTCOM CCJ8-STD; Mavity, Mark E Col MIL USAF USCENTCOM CCSG-A

**Subject:** RE: THERANOS Limited Objective Experiment (LOE)

Mr. Drake,

Thank you very much for your note, and we appreciate all of the work that you and your team have been doing to support our test efforts with USCENTCOM. We have put a significant amount of resources and invested heavily in preparing for this deployment, and have been customizing both our equipment and technology to meet the specific requirements of our LOE and the IRB we have in place for this. We remain focused on being able to provide you with an infrastructure that can address many of the unmet medical needs faced in theater.

Please note that we would not need you to commit any funding toward this program or additional resources going forward.

We hope that we will still be able to deploy our equipment as planned given all of the work we have already done together and the amount of time that has gone into preparing for this.

Thanks again for your continued support, and we hope to have the opportunity to implement a successful evaluation experiment for USCENTCOM in the near future.

Best regards,

Dan

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**From:** Drake, Martin A Mr CIV USAF USCENTCOM CCJ8-ST [<mailto:martin.drake@centcom.mil>]

**Sent:** Wednesday, July 24, 2013 11:44 AM

**To:** Elizabeth Holmes

**Cc:** Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST; Connell, Mark A Lt Col MIL USAF USCENTCOM CCJ8-ST; Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI; Calderala, Dan G Mr CIV USAF USCENTCOM CCJ8-STTI; Scharringhausen, Brett T Mr CIV USAF USCENTCOM CCJ8-STDl; Mavity, Mark E Col MIL USAF USCENTCOM CCSG-A

**Subject:** THERANOS Limited Objective Experiment (LOE)

Ms Holmes,

I am the Science Advisor with US CENTRAL COMMAND (USCENTCOM). General Mattis charged our Command Surgeon and me to conduct an investigation into the comparative benefits of your technology and approach over legacy methods and equipment. We have been unable to push your equipment to theater so that we could conduct a proper experiment. Regrettably the window of opportunity is closing for me to be able to continue to dedicate resources to this experiment. Funding is expiring and personnel are being re-directed to other ongoing projects.

Should at some point in the future you feel THERANOS is ready to market to the US Military, I suggest your first contact be with USA Medical Research and Materiel Command (USAMRMC). USAMRMC has both a Research & Development Division and Medical Acquisition Division. They have experience in evaluating medical capabilities suitable for military use; plus they have the added benefit of being chartered to acquire promising technology where appropriate.

Thank you for working with our team. If you have questions, do not hesitate to contact me directly. Good luck in your future endeavors.

Marty

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