

To: 'Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST'[james.sommer@centcom.mil]; 'Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA'[christine.l.murphy@centcom.mil]; Christian Holmes[cholmes@theranos.com]
Cc: 'Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI'[eric.a.follstad@centcom.mil]; Elizabeth Holmes[eholmes@theranos.com]
From: Daniel Edlin[/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=DANIEL EDLIN]
Sent: Wed 2/27/2013 6:00:03 PM (UTC)
Subject: RE: ship date update

10472

Mr. Sommer,

Thank you for your note. Any additional information you may have as to how the Sequestration will affect the LOE would be very useful, particularly if there are any firm dates by which you would need the devices shipped in order for you and other government folks to be able to travel to theater.

Regarding the status of our shipment, please see below for an update I sent to Major Murphy earlier this morning. This should provide some insight into what is driving our shipment timelines as we work toward finalizing an exact date:

As per our previous discussions, the 4s devices we are shipping have been specially built for the purposes of our LOE. In so doing we have had to revalidate and retest every aspect of the device configuration to ensure that these systems meet our standards and expectations. We have significantly accelerated Theranos' previously planned release of 4s in order to meet our objectives for this program. Further, we have added additional features to our user interface capabilities following our VTC session with Major Nelson, and we have been incorporating newly received information from LTC Romero to ensure that the device is able to operate under the IT and security requirements of the network in theater. These processes have guided our delivery timelines; we have been allocating all the resources we can to this project in parallel with our company's commercial launch. As a rapidly growing company we are managing these timelines as best as possible while making sure that the integrity of our products and program goals are not compromised.

Please let me know if you have any questions on the above, and we can set up a telecon to discuss this further. I am available to connect on any of the above in detail this week if it would be of value.

Best regards,
Dan

From: Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST [mailto:james.sommer@centcom.mil]
Sent: Wednesday, February 27, 2013 6:51 AM
To: Daniel Edlin; Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Christian Holmes
Cc: Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI; Elizabeth Holmes
Subject: RE: ship date update

Daniel:

Things at DOD are really getting messed up with the upcoming Sequestration. This "will" affect how we do the upcoming LOE.

If the device is not shipped soon, the government folks like myself will not be able to travel to theater.

Please advise me on the ship date.

Thanks

Jim

From: Daniel Edlin [mailto:dedlin@theranos.com]
Sent: Thursday, February 21, 2013 2:45 AM
To: Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST
Cc: Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI
Subject: RE: ship date update

HOLMES0018369

Thank you, Major Murphy.

LTC Romero provided us with the information we needed.

Best regards,
Dan

From: Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA [<mailto:christine.l.murphy@centcom.mil>]
Sent: Wednesday, February 20, 2013 5:09 AM
To: Daniel Edlin; Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST
Cc: Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI
Subject: RE: ship date update

Copy. I will monitor the airwaves and if needed provide a nudge. Thanks.

V/R

Maj Christine Murphy, USAF, BSC
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From: Daniel Edlin [<mailto:dedlin@theranos.com>]
Sent: Tuesday, February 19, 2013 6:26 PM
To: Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST
Cc: Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI
Subject: RE: ship date update

Hello Mr. Sommer,

I haven't received any updates on a specific shipping date yet. At this point I would estimate that an early-March timeframe is more likely than an end-of-February scenario, as we are still planning on providing you with a two-week notice, however I will circle back internally to see if we have any more details.

Major Murphy – please note that I sent an email to LTC Romero (you were cc'd) in Bagram with some questions from our IT team – having that information will be helpful in completing our configuration from the IT side. Thank you.

Best regards,
Dan

From: Sommer, James C Mr CIV USA USCENTCOM CCJ8-ST [<mailto:james.sommer@centcom.mil>]
Sent: Tuesday, February 19, 2013 9:37 AM
To: Daniel Edlin
Cc: Murphy, Christine L Maj MIL USAF USCENTCOM CCSG-AA; Follstad, Eric A Mr CIV USAF USCENTCOM CCJ8-STTI
Subject: ship date update

Dan:

HOLMES0018370

You had mentioned that the device might be shipped at end of the month. Have you a firm date yet?

V/r

James C Sommer, PhD.

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"Lead me, follow me, or get out of my way." George Patton