

Message

From: Daniel Edlin [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=DANIEL EDLIN]
Sent: 6/8/2012 5:47:12 AM
To: 'Givens, Melissa L. LTC' [REDACTED]
CC: Christian Holmes [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Christian Holmes]; Elizabeth Holmes [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=eholmes]
Subject: RE: Theranos Demo Results
Attachments: Theranos Confidential Background_DoD.DOCX

LTC Givens,

Please see attached the literature for the research protocol. Let us know if you would like to see Theranos' standard pricing schedule, or costs specific to this program. We can get those to you right away.

Best regards,
 Dan

Daniel P. Edlin
 Senior Product Manager
 Theranos, Inc.
 Office: 650.470.0322
 Mobile: [REDACTED]
 dedlin@theranos.com

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 650-838-9292 www.theranos.com

-----Original Message-----

From: Givens, Melissa L. LTC [REDACTED]
Sent: Tuesday, June 05, 2012 1:08 AM
To: Daniel Edlin
Subject: RE: Theranos Demo Results

Dan,

Sounds good, right now I have some open time on my schedule on the 19, 20th and the afternoon of the 21st if you do make the Germany trip.

The equipment and cartridges will be flown commercial air with me on the 23rd and I will fly back to Germany on the 2nd of July (I can't give further detail on travel). They will be stored in a hotel room with AC but taken out to the training site during the day. The training site has an open air building with no AC and the temperature will be between 100-110 degrees F. I will be transporting/storing all in a hardened "pelican" case - equivalent of a hard suitcase. This is what we usually use when we deploy for most equipment.

The power source in Africa is 220V but we have voltage convertors to convert to 110V.

I intend to plug the device in when we are in the hotel and we will also try to plug into generator power at the training site. We use surge protectors when using generator power. When we fly the equipment from Uganda it will be on a non-pressurized aircraft at altitudes less than 10,000 ft. Temperatures will range from 100 degrees Fahrenheit with high humidity to 60 degrees in flight.

My time in Uganda will be 7 days but I cannot give out exact dates.

Hope this helps,
Missy

LTC Melissa L. Givens MD, MPH
Command Surgeon
Special Operations Command AFRICA
DSN: [REDACTED]
Comm: [REDACTED]
Cell: [REDACTED]

-----Original Message-----

From: Daniel Edlin [mailto:dedlin@theranos.com]
Sent: Tuesday, June 05, 2012 8:42 AM
To: Givens, Melissa L. LTC; 'Melissa Givens'
Cc: Christian Holmes
Subject: RE: Theranos Demo Results

LTC Givens,

Thank you for this. We will aim for a video conference, however due to the specialized customization of this device we may need to come to Germany to meet with you. As soon as we have more clarity around this we will let you know.

Regarding the cartridges, it is likely that we will have one cartridge configuration for each type (blood and urine), and we will confirm this shortly as we operate to get the customization done in time. We are trying to run as many tests as we can to gain experience with the testing conditions while still managing our timelines to ensure that the device customization meets your request for preloaded results. Having customized this rapidly we also need to make sure that all of the necessary testing is completed and that there are no issues.

I have been actively involved in gathering the literature for the research protocol and calculating the test costs and will continue to do so going forward. We will be able to have these materials to you in time to submit the protocol this week, and you can continue to contact me with any issues.

Can you also please address the following questions as we work on preparing the materials:

- How will the cartridges be stored in the field? We will need to prepare the appropriate packaging.
- How long will the cartridges be stored in the field? You mentioned that it would be "a little over a week" in Cameroon- do you have any addition details? How long will you be in Uganda?
- How will the device be transported in the field? i.e., Do you plan on keeping the device in its packaging in between use? What kind of conditions might be on the medevac from Germany to Uganda?
- What kind of power outlets will be available when the device is being used? When and for how long will the device be plugged into a compatible outlet?

Thank you and best regards,
Dan

-----Original Message-----

From: Givens, Melissa L. LTC [REDACTED]
Sent: Monday, June 04, 2012 5:00 AM
To: Daniel Edlin; 'Melissa Givens'
Cc: Christian Holmes
Subject: RE: Theranos Demo Results

Dan,

Anyone on the team is always welcome in Germany but it seems like a lot of jet lag for training we can accomplish online.

Yes to UA on the 5 volunteers for the standard physical exam. We will just stick to the blood work on the others. Sorry I probably confused you when I added UA results in the scenarios. Let's keep it simple and stick to just the 5 UA tests.

There will be 14 separate encounters so we will need that many cartridges. It may be a good idea to have 2-3 extra just in case so why don't you send 16.

Are all the cartridges going to be configured the same? I know we will be producing artificial results but I also know you wanted to test out the equipment in the environment so if there are particular tests/cartridge configurations that need to be tested in austere conditions we can do so.

Lastly, I still have not received the literature to put into my background discussion on the research protocol. It is an expedited protocol but I really need to get it turned in by the end of this week. Who is the best POC to help me with this?

Regards,
Missy

LTC Melissa L. Givens MD, MPH
Command Surgeon
Special Operations Command AFRICA
DSN: [REDACTED]
Comm: [REDACTED]
Cell: [REDACTED]

-----Original Message-----

From: Daniel Edlin [mailto:dedlin@theranos.com]
Sent: Sunday, June 03, 2012 10:51 PM
To: Givens, Melissa L. LTC; 'Melissa Givens'
Cc: Christian Holmes
Subject: RE: Theranos Demo Results

LTC Givens,

Thank you. We think it would be productive to have a video call on Skype to make sure that we can answer any questions you may have and ensure that you are fully comfortable with the equipment and procedures. Note that we received approval to travel to Germany to meet with you as well, and would be happy to do so if you think it would be helpful.

With regards to the protocol, can you please confirm whether you plan to run UA tests on just the five volunteers for the standard physical exam, or if the other volunteers will require a urine test as well. Please also let us know

how many total cartridges you will need. Note that the cartridges for blood samples will all be identical, and there will be separate cartridges for the UA tests.

Look forward to hearing from you.

Best regards,
Dan

-----Original Message-----

From: Givens, Melissa L. LTC [REDACTED]
Sent: Thursday, May 31, 2012 4:37 AM
To: Daniel Edlin; 'Melissa Givens'
Cc: Christian Holmes
Subject: RE: Theranos Demo Results

Dan,

We should be able to do the training over the phone once I receive the equipment. If necessary we can do a video call on Skype but it seems pretty straight forward.

Once you ship the equipment just let me know and we can then block a time on the calendar to do the training.

Regards,
Missy

LTC Melissa L. Givens MD, MPH
Command Surgeon
Special Operations Command AFRICA
DSN: [REDACTED]
Comm: [REDACTED]
Cell: [REDACTED]

-----Original Message-----

From: Daniel Edlin [mailto:dedlin@theranos.com]
Sent: Thursday, May 31, 2012 7:16 AM
To: 'Melissa Givens'; Givens, Melissa L. LTC; Givens, Melissa L. LTC
Cc: Christian Holmes
Subject: RE: Theranos Demo Results

LTC Givens,

Thank you for this information. We will review this internally and let you know if we need any additional information.

On another note, one aspect of our deployment we haven't touched on yet is the "train the trainer" session to review the operating procedures for the devices and cartridges. As you will assume this role, we'd like to meet with you before you depart for Africa. Please let us know your thoughts on the best approach for this.

Best regards,

Dan

Daniel P. Edlin
Senior Product Manager
Theranos, Inc.
Office: 650 470 0322
Mobile: [REDACTED]

dedlin@theranos.com <mailto:dedlin@theranos.com>

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From: Melissa Givens [REDACTED]
Sent: Wednesday, May 30, 2012 12:03 PM
To: Daniel Edlin
Cc: Christian Holmes
Subject: RE: Theranos Demo Results

Dan,

Attached is the updated protocol. I have attached a study number to each scenario and also included the lab results I would like to see reported for each patient.

For the 5 patients who are just having physical exam tests - these can all be normal results.

I specified values for the remaining patients. Let me know if I need to include units.

I am also attaching the CDC algorithm for malaria diagnosis and treatment to be uploaded if time permits. No worries if not.

The mailing address for my office is:

USAG Stuttgart

Command Surgeon

Kelley Kaserne GEB 3304

Plieningerstr. 289

70567 Stuttgart

phone [REDACTED]

Let me know if you need anything else or if I need to add any more details regarding study numbers and lab results.

regards,

Missy

From: dedlin@theranos.com

To: [REDACTED] Melissa.Givens [REDACTED]

CC: cholmes@theranos.com

Subject: RE: Theranos Demo Results

Date: Wed, 30 May 2012 03:55:37 +0000

LTC Givens,

It was good catching up with you today. I had the chance to debrief on our conversation with some of my colleagues assisting in the deployment, and wanted to let you know that we are working to secure the additional resources needed to meet your anticipated deadlines. As for immediate next steps, I am finalizing the cost summary and expect to have this breakdown over to you very shortly, as well as the expected run time for DNA samples.

In parallel, we look forward to understanding more from you on the "blinded" configuration for results communication on the device touchscreen.

Talk to you shortly.

Best regards,

Dan

Daniel P. Edlin
Senior Product Manager
Theranos, Inc.
Office: 650.470.0322
Mobile: [REDACTED]

dedlin@theranos.com <mailto:dedlin@theranos.com>

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From: Melissa Givens [REDACTED]
Sent: Tuesday, May 29, 2012 10:24 AM
To: Daniel Edlin
Subject: RE: Theranos Demo Results

Dan,

1:30 is fine with me. Thanks for letting me know.

Missy

From: dedlin@theranos.com
To: [REDACTED] Melissa.Givens [REDACTED]
Subject: RE: Theranos Demo Results
Date: Tue, 29 May 2012 16:24:54 +0000

LTC Givens,

We just had a meeting come up this afternoon; would you be able to move this call to 1:30pm PST today?

Please let me know.

Thank you,

Dan

From: Daniel Edlin
Sent: Monday, May 28, 2012 2:11 PM
To: Melissa Givens
Subject: RE: Theranos Demo Results

LTC Givens,

Thank you. 1pm PST will work for us. Please use the following dial in number:

Passcode: [REDACTED]

Hope you are having a nice Memorial Day.

Best regards,
Dan

From: Melissa Givens
Sent: 5/28/2012 5:26 AM
To: Daniel Edlin
Subject: RE: Theranos Demo Results

Dan,

Sorry for the slow reply. I am available for a call anytime between 12-2pm your time on Tuesday.

Just let me know if that will work for you.

regards,

Missy

From: dedlin@theranos.com
To: [REDACTED] melissa.givens [REDACTED]
CC: cholmes@theranos.com
Subject: RE: Theranos Demo Results
Date: Fri, 25 May 2012 02:20:11 +0000

LTC Givens,

Thanks for this information. Would you be available for a phone call on Tuesday, May 29 to address some other questions we have about the scenarios and testing frequency? Please let us know what time would work for you.

Best regards,

Dan

Daniel P. Edlin
Senior Product Manager
Theranos, Inc.
Office: 650.470.0322
Mobile: [REDACTED]

dedlin@theranos.com <mailto:dedlin@theranos.com>

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From: Melissa Givens [REDACTED]
Sent: Wednesday, May 23, 2012 12:09 PM
To: Daniel Edlin; melissa.givens@usafricom.mil; melissa.givens@africom.mil
Subject: RE: Theranos Demo Results

Dan,

Please plan on shipping device and cartridges to me in Germany. I can send you the office address from work tomorrow for Fed Ex or DHL.

I will be hand carrying everything with me to Cameroon for the first test.

I travel with my physician license and usually am able to clear customs going to Africa with medical supplies and devices pretty easily so hopefully this will not be too difficult.

If we run into problems I can put the cartridges on a military aircraft but prefer that as last resort because I wont have control over how the cartridges are handled.

Regards,

Missy

> From: dedlin@theranos.com
> To: Melissa.Givens@usafricom.mil; [REDACTED]
> [REDACTED]
> Subject: RE: Theranos Demo Results
> Date: Wed, 23 May 2012 15:54:13 +0000
>
> Resending this to include both your other email address:
>
> LTC Givens,
>
> Thank you. Can you also please clarify how you envision the shipping process for the device and the cartridges. Will we be sending them separately to different locations? If so, can you please let us know where they will be shipped? I recall your saying during our meeting that you would carry the device with you; does this mean that we would first ship the reader to you in Germany, and then ship the cartridges separately to the location in theater? This information will help ensure that we have all of the customs permits for shipping.
>
> Thanks again.
>
> Best regards,
> Dan
>
> -----Original Message-----

> From: Givens, Melissa L. LTC [REDACTED]
> <mailto:[REDACTED]>
> Sent: Wednesday, May 23, 2012 6:54 AM
> To: Daniel Edlin
> Subject: RE: Theranos Demo Results
>
> Sorry. Here it is
>
> -----Original Message-----
> From: Daniel Edlin [mailto:dedlin@theranos.com]
> Sent: Tuesday, May 22, 2012 6:23 PM
> To: Givens, Melissa L. LTC; 'Melissa Givens'
> Cc: Elizabeth Holmes; Christian Holmes
> Subject: RE: Theranos Demo Results
>
> LTC Givens,
>
> Thank you for the update and your continued work on the protocol; we
> are working in parallel to get your requested information to you as well.
> Not sure if there was supposed to be an attachment with the testing
> scenarios you mentioned, but I did not see one come through in your email.
> We'd be interested in seeing what scenarios you had in mind as soon as
> you can provide the information.
> We likewise do not want to miss the opportunity to showcase our system
> with you, and we will be in touch asap with updates.
>
> Best regards,
> Dan
>
>
> -----Original Message-----
> From: Givens, Melissa L. LTC [REDACTED]
> <mailto:[REDACTED]>
> Sent: Tuesday, May 22, 2012 8:16 AM
> To: Daniel Edlin; 'Melissa Givens'
> Cc: Elizabeth Holmes; Christian Holmes
> Subject: RE: Theranos Demo Results
>
> Dan,
>
> I finally got around to writing the scenarios so you have the
> specifics on which tests we plan to run. They are now attached at the
> end of the protocol.
> I still have not had time to flesh out the remainder of the protocol
> but want to keep feeding you what you need to drive forward with
> getting a system deployed with me in June.
> I have identified the volunteers and we are ready to roll.
>
> We just had an incident in the command that highlighted the need for
> this technology and I don't want to miss the opportunity to show how
> Theranos is the solution we are looking for.
>
> Please let me know what I can do to help make this happen.
>
> Regards,
> Missy
>
> LTC Melissa L. Givens MD, MPH
> Command Surgeon
> Special Operations Command AFRICA
> DSN: [REDACTED]
> Comm: [REDACTED]
> Cell: [REDACTED]
> [REDACTED]
>
>
>
> -----Original Message-----
> From: Daniel Edlin [mailto:dedlin@theranos.com]
> Sent: Wednesday, May 16, 2012 6:37 PM
> To: 'Melissa Givens'; Givens, Melissa L. LTC
> Cc: Elizabeth Holmes; Christian Holmes

> Subject: RE: Theranos Demo Results
>
> LTC Givens,
>
>
>
> Thank you for sending this. We have a meeting later today to discuss
> the details outlined in the protocol draft and will follow up on your
> email below shortly.
>
>
> Best regards,
>
> Dan
>
>
> From: Melissa Givens [REDACTED]
> Sent: Tuesday, May 15, 2012 8:12 AM
> To: Daniel Edlin; [REDACTED]
> Cc: Elizabeth Holmes; Christian Holmes
> Subject: RE: Theranos Demo Results
>
>
> Greetings all,
>
> It has been an extremely busy week for me so I have not had much time
> to devote to protocol writing.
> I figured I can send you a shell of the protocol and let you work on
> filling
>
> in pertinent details while I flesh out the remainder of the protocol.
>
> File attached has some highlighted areas in red where I could use your
> input
> -
> please provide references. I still have to generate the clinical
> scenarios and survey instruments.
>
> How are things progressing in terms of customs clearance for shipping
> the cartridges?
>
> I'm excited to get the initial concept down on paper. Not a very
> sophisticated study but should at least be proof of concept to deploy
> further systems and collect more robust data.
>
> Regards,
> Missy Givens
>
>
> _____
>
> From: dedlin@theranos.com
> To: Melissa.Givens [REDACTED]
> CC: eholmes@theranos.com; cholmes@theranos.com
> <mailto:cholmes@theranos.com> <mailto:cholmes@theranos.com>
> Subject: Theranos Demo Results
> Date: Wed, 2 May 2012 06:41:30 +0000
>
> LTC Givens,
>
>
>
> It was great meeting you this afternoon. Attached to this note are the
> results from the blood sample we drew. We are happy to answer any
> questions you might have.
>
> We will be in touch soon with follow up from our conversation today,
> and we very much look forward to advancing our partnership.
>
>

>
> Best regards,
>
> Dan
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>
>
> Daniel P. Edlin
> Senior Product Manager
> Theranos, Inc.
> Office: 650.470.0322
> Mobile: [REDACTED]
>
> dedlin@theranos.com <mailto:dedlin@theranos.com>
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