

To: Mark Pandori[mpandori@theranos.com]
Cc: Daniel Young[dyoung@theranos.com]
From: Sunny Balwani
Sent: Tue 3/18/2014 11:44:26 PM
Importance: Normal
Subject: RE: PA
Received: Tue 3/18/2014 11:44:25 PM

Thanks. most useful.

From: Mark Pandori
Sent: Tuesday, March 18, 2014 9:24 AM
To: Sunny Balwani
Cc: Daniel Young
Subject: RE: PA

Sunny,

Let me know if you would like more information or detail. Here is a summary.

Clunkers key equipment, followed by throughput information. Did not include general lab equipment such as refrigerators, freezers, racks, carts, pipettes and safety equipment. I can.

This equipment would cover the vast majority (perhaps 99%+) of predicted test requests, based upon what requests we currently observe:

Advia 1800 (chemistry and immunoassays)

Immulite 2000XP (immunoassays)

Diasorin EtiMax (immunoassays)

Diasorin Liaison (immunoassays)

Iris IChem and IQ200 (Urinalysis)

Celldyn Ruby (CBC)

M2000 System (NAAT)

BCS XP (coagulation)

Other smaller devices: DCA Vantage (Hgb), Leadcare, ESR.

The probable bottleneck for throughput in the above list is the Immulite. Conservatively, it averages 25 tests per hour. (400 tests / 16 hour day. Assuming no failures, which is bold. Safer to estimate 300.) Other equipment on that list might have lesser throughput, but the testing volumes are not generally too high (e.g. BCS XP). The M2000 would come close to this throughput, but should be more than 450 per day, due to being able to run it overnight.

Mark Pandori

From: Sunny Balwani
Sent: Monday, March 17, 2014 7:53 PM
To: Mark Pandori; Daniel Young
Subject: RE: PA

OK. we *may* need to open a lab there – similar to what we have here at 1601 (Clunkers + Normandy) or initially all clunkers and then Normandy. FYI.

Can you inventory what we need to build a clunkers lab and what % volume will it cover (if it is similar to upstairs lab + more equipment to do 99% of retail tests. Daniel may be able to help with this.

Thanks.

From: Mark Pandori
Sent: Monday, March 17, 2014 7:41 PM
To: Sunny Balwani
Subject: RE: PA

Sunny,

From what I have found, yes, I am qualified. They may ask me to take an exam, but according to this,

I qualify:

<http://www.pacode.com/secure/data/028/chapter5/s5.21.html>

Mark

From: Sunny Balwani
Sent: Monday, March 17, 2014 7:27 PM
To: Mark Pandori
Subject: PA

Are you qualified to be a Lab Director in Pennsylvania?