

To: Sunny Balwani[sbalwani@theranos.com]
From: Mark Pandori[/O=Theranos Organization/OU=Exchange Administrative Group (FYDIBOHF23SPDLT)/CN=Recipients/CN=Mark Pandori16D]
Sent: Sat 1/11/2014 9:17:46 PM (UTC)
Subject: Edisons et al

Sunny,

I met with Suraj and we discussed the “go live” and validation associated topics for the Edison Immunoassays.

I will work with him, in much the same capacity as I am working with Pranav, to get these CLIA ready. I have to say, that one of the things I am really enjoying about being here is the caliber of individuals that are working here. You told me a while back, “we will not fail” and I have to say, with people like this, I have no doubt.

Other things:

-I’ve been able to secure sources who will sell us specimens for many respiratory viruses, MTB, HIV, syphilis, HCV. There are still several organisms for which we have some “holes” but we will continue to work to patch them.

-I phone interviewed 3 CLS candidates, all of whom are willing to work the PM shift and weekends (without hesitation (at least they say that now)). Two of them seem quite solid, so far, in terms of skills and attitude.

-I’m actually going to do a specimen test run myself in Normandy on Monday. As odd as it sounds for a director to do this, I think it will help me to better make strategic decisions about testing, and to better field questions and concerns (and to better identify BS) amongst the staff

-Sounds corny, but I already think we are making in-roads towards staff morale and culture in CLIA; don’t want to overpromise anything; but.. This is an excellent group poised to do great work, and I’m letting them know this.

More going on, of course. I will summarize again, next week.

More later.

Mark Pandori