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**From:** Jhaveri, Nimesh [nimesh.jhaveri@walgreens.com]  
**Sent:** 12/8/2014 2:09:33 PM  
**To:** Sunny Balwani [sbalwani@theranos.com]  
**BCC:** Kunstman, Gregory [greg.kunstman@walgreens.com]; Wasson, Stewart [brad.wasson@walgreens.com]; Kozlowski, Casey [casey.kozlowski@walgreens.com]  
**Subject:** Contract and Other Topics

Hello Sunny -

First, thank you again for handling the Genentech meeting last week – much appreciated. As promised, the following are the items we should continue to discuss today:

1. Contract – I have attached a high level one slide powerpoint on the topics of discussion. The executive team at Walgreens is in the loop and have endorsed the points.
  - In addition, to the contract terms attached, we are asking for transparency on the following: financial condition of the company (need it for our auditors), technology / process data points so we can represent Theranos in a more comprehensive manner.
2. Phlebotomist Staffing for 689 & 2126. Plan was to pilot the WAG HG/Bot model in these 2 stores, but cost is \$150K, which was not budgeted this year. Would Theranos like to fund the pilot, or just staff all 4 stores with Theranos bots instead?
3. Technology Update
  - Status on vendor security assessment form being completed. That is Step 1 before we can do anything else with IT.
  - After that is done (or in parallel), we will need to discuss architecture design. Who from Theranos IT will be point person for that?
  - Thoughts on key Phase 3 IT components presented by Chris Lynn during last partnership meeting? (See attached)
  - Theranos/Wag to have working sessions with key participants to make decisions and work on the next steps
4. How long will we have phlebotomists in Arizona? What is acceptable % of venous draws to deploy HUB and Spoke model?
5. Any updates on the Arizona lab?
6. Need to work on strategy to start having our techs trained in California to provide the finger sticks.  
If you want to send me any thoughts back in response before the call, I am absolutely fine with that as well.

Hope that helps.

Thanks, Nim

## PROPOSED CONTRACT CHANGES

	Current Contract	Proposed Changes
<b>Service Fee</b>	\$10	\$15
<b>Build out mix</b>	40% Dedicated space <20% with privacy screens	Agree on standard build out, cost sharing, no dedicated space
<b>Training</b>	Content developed by Theranos	Content developed by Theranos, but implemented by WAG
<b>SLAs</b>	n/a	Add for both sides

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