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**From:** Tony Nugent [/O=THERANOS ORGANIZATION/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=TNUGENT]  
**Sent:** 8/2/2012 1:07:17 AM  
**To:** Sunny Balwani [/O=THERANOS ORGANIZATION/OU=First administrative group/cn=recipients/cn=sbalwani]; Daniel Young [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=dyoung]; Surekha Gangakhedkar [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=surekhag]; Daniel Edlin [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Daniel Edlin]  
**CC:** Elizabeth Holmes [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=eholmes]; Gary Frenzel [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=gfrenzel]; Pranav Patel [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Pranav Patel268]; Paul Patel [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=ppatel]; Andrea Cuppoletti [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=acuppoletti]; Suraj Saksena [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Suraj Saksena]; Aruna Ayer [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Aruna Ayerdf3]; Ian Gibbons [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=igibbons]; Arnold Gelb [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Arnold Gelb]; Tim Kemp [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=kemptm]; Timothy Smith [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=tsmith]; Chinmay Pangarkar [/O=THERANOS ORGANIZATION/OU=First Administrative Group/cn=Recipients/cn=cpangarkar]; Peter Kardassakis [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Peter Kardassakis]; Adrit Lath [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Adrith Lath]; Michael Chen [/O=THERANOS ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=Michael Chen]  
**Subject:** RE: Mens' health cartridge demo on 7.16 in Chicago

Sounds good to me

Getting a good result under that type of blind testing is good news.

Tony

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**From:** Sunny Balwani  
**Sent:** Wednesday, August 01, 2012 1:29 PM  
**To:** Daniel Young; Surekha Gangakhedkar; Daniel Edlin  
**Cc:** Elizabeth Holmes; Gary Frenzel; Pranav Patel; Paul Patel; Andrea Cuppoletti; Suraj Saksena; Aruna Ayer; Ian Gibbons; Arnold Gelb; Tim Kemp; Timothy Smith; Chinmay Pangarkar; Peter Kardassakis; Adrit Lath; Michael Chen  
**Subject:** Mens' health cartridge demo on 7.16 in Chicago

FYI.

I heard back from the executive on whom we had performed the demo on 7/16 in Chicago. He said his results from the central lab, that he did on his doctor's order, were identical to the results from our system during the demo. He had gone to see his doctor after he got our results during the demo.

I hope this gives an additional dose of confidence (not that you needed more of it ) to everyone as these were difficult assays - included Vitamin D(difficult). We are doing good work here and will save millions of lives and will improve the quality of care delivered to hundreds of millions more because of our work. This knowledge and conviction should be the greatest source of our confidence. I think it is a unique opportunity when your career and work is not just work that pays your bills, but is also in service of humanity and good for the greater good. I hope you all share this sentiment.

Cheers.