

**To:** Erika Cheung[echeung@theranos.com]  
**From:** Uyen Do  
**Sent:** Thur 11/7/2013 1:00:57 AM  
**Importance:** Normal  
**Subject:** FW: New Daily Demo Schedule  
**Received:** Thur 11/7/2013 1:00:59 AM

Hi Erika,

Just letting you know about this demo tomorrow too (since I don't think you were in the email) so you can plan accordingly with the rest of those pBCD samples.

Also, let me know if you want a break from running these demo/WAG samples. I can help you run them too if you are busy with your team stuff or if you just don't feel like running it. 😊

Thanks for all of your help,

Uyen

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**From:** Daniel Edlin  
**Sent:** Wednesday, November 06, 2013 2:03 PM  
**To:** Rose Edmonds; Kathryn Rommel; Max Fosque; Daniel Young; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; Ran Hu; CLIA.Lab; Adam Rosendorff  
**Cc:** Samartha Anekal; Product Management Team; Tina Lin  
**Subject:** RE: New Daily Demo Schedule

Good afternoon,

Please note that the demo sample for tomorrow, 11/7, will be collected sometime between 10 - 11AM.

Thanks,  
Dan

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**From:** Daniel Edlin  
**Sent:** Friday, November 01, 2013 11:10 AM  
**To:** Rose Edmonds; Kathryn Rommel; Max Fosque; Daniel Young; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; CLIA.Lab; Adam Rosendorff  
**Cc:** Samartha Anekal; Product Management Team; Tina Lin  
**Subject:** RE: New Daily Demo Schedule

Good morning,

Thanks everyone for the quick turnaround on the demos this week. We've received great feedback from all the demo patients.

Please note that we will have another finger stick collection **today between 3:30 - 4pm**. We will plan on collecting a dual-Heparin BCD and test Chem 14 and Lipids.

Please also note that we will have another demo **next Thursday, 11/7**. We will collect one dual-Heparin BCD and one dual-EDTA BCD to run the following tests on a fasting patient:

- CBC, Lipids, Chem 14, PSA, Vitamin D, TSH

I will follow with more specifics around the time next week.

Please let me know if you have any questions.

Thanks,  
Dan

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

From: Daniel Edlin

Sent: Wednesday, October 30, 2013 1:30 PM

To: Rose Edmonds; Kathryn Rommel; Max Fosque; Daniel Young; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; CLIA.Lab; Adam Rosendorff

Cc: Samartha Anekal; Product Management Team; Tina Lin

Subject: RE: New Daily Demo Schedule

Please note that we're hoping to return results as soon as we can as the patient is here and it would be nice to return his results before he leaves.

Thanks all

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

From: Daniel Edlin

Sent: Wednesday, October 30, 2013 1:27 PM

To: Rose Edmonds; Kathryn Rommel; Max Fosque; Daniel Young; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; CLIA.Lab; Adam Rosendorff

Cc: Samartha Anekal; Product Management Team; Tina Lin

Subject: RE: New Daily Demo Schedule

Correct - that is the preference.

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

From: Rose Edmonds

Sent: Wednesday, October 30, 2013 1:10 PM

To: Kathryn Rommel; Daniel Edlin; Max Fosque; Daniel Young; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; CLIA.Lab; Adam Rosendorff

Cc: Samartha Anekal; Product Management Team; Tina Lin

Subject: RE: New Daily Demo Schedule

Daniel said:

In order of preference for ISE:

1. Neat

2. 1:1
3. P protocol (Theranos)

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

From: Kathryn Rommel

Sent: Wednesday, October 30, 2013 1:08 PM

To: Daniel Edlin; Max Fosque; Daniel Young; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; CLIA.Lab; Adam Rosendorff

Cc: Samartha Anekal; Product Management Team; Tina Lin

Subject: RE: New Daily Demo Schedule

Does the ISE sample need to be run with Siemens protocol again?

Katy

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

From: Daniel Edlin

Sent: Wednesday, October 30, 2013 12:51 PM

To: Max Fosque; Daniel Young; Kathryn Rommel; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; CLIA.Lab; Adam Rosendorff

Cc: Samartha Anekal; Product Management Team; Tina Lin

Subject: RE: New Daily Demo Schedule

Hi all,

We just collected a finger stick sample for the demo. Please prepare to run Chem 14 and Lipids. The sample is spinning now and I will let everyone know when it is down in the Normandy fridge.

Thanks,

Dan

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

From: "Max Fosque" <mfosque@theranos.com>

Sent: 10/28/2013 10:40 PM

To: "Daniel Edlin" <dedlin@theranos.com>; "Daniel Young" <dyoung@theranos.com>; "Kathryn Rommel" <KRommel@theranos.com>; "Paul Patel" <ppatel@theranos.com>; "Normandy" <normandy@theranos.com>; "Color Chemistry" <ColorChemistry@theranos.com>; "Sharada Sivaraman" <ssivaraman@theranos.com>; "Darren Crandall" <dcrandall@theranos.com>; "Salina Abusali" <sabusali@theranos.com>; "Uyen Do" <udo@theranos.com>; "CLIA.Lab" <CLIA.Lab@theranos.com>; "Adam Rosendorff" <arosendorff@theranos.com>

Cc: "Samartha Anekal" <saneikal@theranos.com>; "Product Management Team" <ProductManagementTeam@theranos.com>; "Tina Lin" <tlin@theranos.com>

Subject: RE: New Daily Demo Schedule

All,

Slight change of plans - we are now planning to run a Comp. Metabolic Panel (Chem14) and Lipid Panel,

from 1 Lihep-Lihep BCD. If another test is requested (likely ELISA), we'll collect another BCD as well and update you as soon as we know.

Thanks,  
Max

From: Max Fosque  
Sent: Monday, October 28, 2013 3:36 PM  
To: Daniel Edlin; Daniel Young; Kathryn Rommel; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Darren Crandall; Salina Abusali; Uyen Do; CLIA.Lab; Adam Rosendorff  
Cc: Samartha Anekal; Product Management Team; Tina Lin  
Subject: RE: New Daily Demo Schedule

All,

Tomorrow's demo will move forward as planned, with some slight modifications below. Teams - while these samples are being processed, please do not use the machines that are being used for any other purposes.

- Finger stick collection will take place between 8:30AM - 11AM
- Please be prepared to run up to 6-10 samples, in real time, as they are collected (patients will be men and women). A PM will bring the samples to Normandy to hand them off
- Tests include: CBC & Chem14, with VitD added if everything is going smoothly. Please also have PSA and TSH cartridges available for use in case a request is made for those to be run
- Results should be within 2 hours
- Requisitions will be created in PSC QA; result data will be uploaded/entered and reported from LIS QA

There will also be 2 patients visiting the WAG store tomorrow morning. I'll follow up with the appropriate people on where and when these will be dropped, but please do not process them in Normandy while the demo specimens are going through.

- 1: Lipid Panel
- 2: Lipid Panel, A1c

Thanks,  
Max

From: Daniel Edlin  
Sent: Wednesday, October 23, 2013 6:18 PM  
To: Daniel Young; Kathryn Rommel; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Uyen Do; CLIA.Lab; Adam Rosendorff  
Cc: Samartha Anekal; Product Management Team  
Subject: RE: New Daily Demo Schedule

Greetings all,

Please see below for the upcoming demo schedule and potential collection times. Times are subject to

change.

10/24: 10:30 - 1:30

10/28: 10:30 - 12

10/28: 1:30 - 4:30

10/29: 8:30 - 11 & 1:30 - 3:30

10/30: 12 - 2

11/1: TBD

For the Heparin-Heparin BCDs we will have gel in only one nanotainer, if at all.

Please let me know if you have any questions.

Thanks,  
Dan

From: Daniel Edlin  
Sent: Wednesday, October 23, 2013 11:51 AM  
To: Daniel Young; Kathryn Rommel; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Uyen Do; CLIA.Lab; Adam Rosendorff  
Cc: Samartha Anekal; Product Management Team  
Subject: RE: New Daily Demo Schedule

Hello all,

There will no longer be a demo sample collection for today.

I will send an updated schedule out to everyone shortly.

Thanks,  
Dan

From: Daniel Edlin  
Sent: Wednesday, October 23, 2013 11:26 AM  
To: Daniel Young; Kathryn Rommel; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Uyen Do; CLIA.Lab; Adam Rosendorff  
Cc: Samartha Anekal; Product Management Team  
Subject: RE: New Daily Demo Schedule

Good morning,

Update to the below: the Heparin-Heparin BCDs do have gel in both nanotainers.

Thanks,  
Dan

From: Daniel Edlin  
Sent: Tuesday, October 22, 2013 11:03 PM  
To: Daniel Young; Kathryn Rommel; Paul Patel; Normandy; Color Chemistry; Sharada Sivaraman; Uyen Do; CLIA.Lab; Adam Rosendorff  
Cc: Samartha Anekal; Product Management Team  
Subject: New Daily Demo Schedule  
Importance: High

Hello all,

Please be prepared for a finger stick collection demo every day going forward until next Friday, 11/1 (excluding this coming Friday, 10/25).

The demo tomorrow (10/23) will start as early as 11AM. I'm hoping to have a full daily schedule soon and will send updates as I receive them.

The default test list for all of these demos is: Chem 14, Lipids, CBC, and Vitamin D/TSH/PSA.

We will plan on collecting one EDTA-EDTA BCD and one Heparin-Heparin BCD, with no gel. However, if one EDTA-Heparin BCD is sufficient we should plan to use those asap.

Please let me know if you have any questions.

Thanks,  
Dan