

**Bob Gordon**

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**From:** Elizabeth Holmes <eholmes@theranos.com>  
**Sent:** Friday, May 14, 2010 10:33 AM  
**To:** jsimons@[REDACTED]  
**Cc:** Steve Burd  
**Subject:** Follow up to our call

Jonathan,

It was great to meet you by phone.

Theranos started out of Stanford University in 2003. We have built a "mini-lab" system that automates the process of running a broad range of assays on accelerated timelines with much smaller volumes of sample. Our system has been used as a replacement for central laboratories in pharmaceutical clinical trials over the past six years to measure drugs, proteins, enzymes, cellular markers, and viral loads. Our assays are validated under FDA/ICH guidelines.

We have had the opportunity to present the validation data on the technology platform and on the broad range of assays at Hopkins. As discussed, that audience included Dr. Thomas Kickler, Professor and Director in Pathology, Mr. Bassam Sayad, Managing Director (former Pathology Administrator within Hopkins Systems), Dr. William Clarke, Pathology, Director, TDM and Toxicology and Director, CPOCT, and others.

Theranos and Hopkins are under a mutual NDA. As mentioned on the phone, the introduction some of the people above was made by another company whose name we cannot reference due to confidentiality obligations.

We are very much looking forward to our next conversation.

With my best regards,  
Elizabeth.

Elizabeth Holmes  
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