

**To:** Daniel Edlin[dedlin@theranos.com]; Daniel Young[dyoung@theranos.com]; Michael Craig[mcraig@theranos.com]; Chinmay Pangarkar[cpangarkar@theranos.com]; Nishit Doshi[ndoshi@theranos.com]  
**From:** Samartha Anekal  
**Sent:** Tue 8/13/2013 1:36:17 AM  
**Importance:** Normal  
**Subject:** RE: Demo on 8/13 - 4s and minilab  
**Received:** Tue 8/13/2013 1:36:18 AM

Dan, the assay teams are planning on using the 3.5 devices tomorrow, but we can move one of the R&D units if it's just for show-and-tell.

I will have a better idea after looking at the TSH data from today if we can run the TSH assay. We won't have enough calibration data to run a Men's health panel.

Sam

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**From:** Daniel Edlin  
**Sent:** Monday, August 12, 2013 5:42 PM  
**To:** Daniel Young; Michael Craig; Samartha Anekal; Chinmay Pangarkar; Nishit Doshi  
**Subject:** RE: Demo on 8/13 - 4s and minilab

OK, that's fine.

When are the 4s and Minilab scheduled to be moved to interview room #1?

Also, Sam – would it be possible to put one of the 3.5s in the demo room so we can show the updated UI? And, what is the comfort level with running a Male Health/ Thyroid panel on the 3.5?

Thanks,

Dan

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**From:** Daniel Young  
**Sent:** Saturday, August 10, 2013 1:31 PM  
**To:** Daniel Edlin; Michael Craig; Samartha Anekal; Chinmay Pangarkar; Nishit Doshi  
**Subject:** RE: Demo on 8/13 - 4s and minilab

We have re-allocated the 4s devices, so they are not available for preparing to run CBC for this demo, unfortunately.

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**From:** Daniel Edlin  
**Sent:** Thursday, August 08, 2013 11:23 PM  
**To:** Michael Craig; Daniel Young; Samartha Anekal; Chinmay Pangarkar; Nishit Doshi  
**Subject:** RE: Demo on 8/13 - 4s and minilab

Never a bad thing. Let's go with demo, thanks

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**From:** Michael Craig  
**Sent:** Thursday, August 08, 2013 11:10 PM  
**To:** Daniel Edlin; Daniel Young; Samartha Anekal; Chinmay Pangarkar; Nishit Doshi  
**Subject:** RE: Demo on 8/13 - 4s and minilab

I would recommend the demo app, although either would work. The demo app merely shields protocol failures from the client.

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THPFM0001390019

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**From:**Daniel Edlin  
**Sent:**8/8/2013 11:07 PM  
**To:**Daniel Young; Samartha Anekal; Chinmay Pangarkar; Nishit Doshi; Michael Craig  
**Subject:**Demo on 8/13 - 4s and minilab

Gentlemen,

For the executive meeting on 8/13, we'll need to have a 4s and minilab set up in interview room #1.

Plan A is to have both able to run null protocols. Michael – can you please refresh my memory if the Normandy or Demo app is more appropriate for this?

Plan B is to have the 4s able to run a CBC, if possible.

Most likely we will collect a number of samples and store them in the shipping container like the last meeting we had, and then process them separately in the lab.

If we run the null protocol, we don't need the cartridge to be as tight as it was the last time in the context of inserting the collection containers. And if it is, I'd like to test it out at least once beforehand, if possible, so that the process looks effortless in front of the client.

Please let me know if you have any questions and your thoughts on having the 4s run a CBC.

Thanks,

Dan

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