

**To:** Daniel Young[/o=theranos organization/ou=first administrative group/cn=recipients/cn=dyoung]  
**Cc:** Daniel Edlin[/o=theranos organization/ou=exchange administrative group (fydibohf23spdlt)/cn=recipients/cn=daniel edlin];  
Christian Holmes[/o=theranos organization/ou=exchange administrative group (fydibohf23spdlt)/cn=recipients/cn=christian holmes];  
Jeffrey Blickman[/o=theranos organization/ou=exchange administrative group (fydibohf23spdlt)/cn=recipients/cn=jeffrey blickman]  
**From:** Elizabeth Holmes[/O=ThERANOS ORGANIZATION/OU=FIRST ADMINISTRATIVE  
GROUP/CN=RECIPIENTS/CN=EHOLMES]  
**Sent:** Fri 8/30/2013 4:11:43 AM (UTC)  
**Subject:** Re: Analyte Decay Graph for .COM - Feedback needed tonight

If they currently do refrigerate then we should reflect that so we are making an accurate claim.

Otherwise we'll use the 4 hour window graph.

On Aug 29, 2013, at 9:07 PM, "Daniel Young" <[dyoung@theranos.com](mailto:dyoung@theranos.com)> wrote:

It does not.

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**From:** [Elizabeth Holmes](#)  
**Sent:** 8/29/2013 9:06 PM  
**To:** [Daniel Young](#)  
**Cc:** [Daniel Edlin](#); [Christian Holmes](#); [Jeffrey Blickman](#)  
**Subject:** Re: Analyte Decay Graph for .COM - Feedback needed tonight

Does this assume refrigeration?

On Aug 29, 2013, at 9:05 PM, "Daniel Young" <[dyoung@theranos.com](mailto:dyoung@theranos.com)> wrote:

From the time of sample collection. The decay rate I used is based on the physiologic decay rate. With refrigeration, the decay rate will slow a little.

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**From:** [Elizabeth Holmes](#)  
**Sent:** 8/29/2013 9:01 PM  
**To:** [Daniel Edlin](#)  
**Cc:** [Christian Holmes](#); [Jeffrey Blickman](#); [Daniel Young](#)  
**Subject:** Re: Analyte Decay Graph for .COM - Feedback needed tonight

Daniel: are you saying 2 hours from the time it becomes serum in the below graph

On Aug 29, 2013, at 5:34 PM, "Daniel Edlin" <[dedlin@theranos.com](mailto:dedlin@theranos.com)> wrote:

Hi Elizabeth,

I've attached some options for a graph to illustrate the "Better Data From Fresher Samples" piece of .COM. Note that we would only include the graph itself and not the title/header of each slide. The website COMP is included as well.

Please let us know if you have any comments on this. We'll need to send feedback on this to Chiat tonight in order for this to be included in the file hand-off scheduled for tomorrow.

Thanks,  
Dan

<Analyte decay.ppt>

<\_-V.3-Providers---Our-Lab-8up.jpg>