

To: Howard Bailey[hbailey@theranos.com]
From: Elizabeth Holmes
Sent: Mon 7/31/2006 10:25:07 PM (UTC)
Subject: FW: Theranos

From: Elizabeth Holmes
Sent: Monday, July 31, 2006 12:14 PM
To: 'bob.grady' [REDACTED]
Cc: Don Lucas (Melissa) Findley
Subject: Theranos

Bob.

The trip to DC to meet with the team in person is still very easy for us to do if a face to face meeting is of value. This list is intended to address our first market application and the adoption of Theranos systems as a standard in clinical trials.

Per our last conversation I have included customer references below. Thanks again for the speed with which you were willing to pull this together this week.

Dr. David Lester at Pfizer

David runs Worldwide Clinical Technology for Pfizer. He can be reached at [REDACTED] and by email at [REDACTED]

Dr. Howard A. ("Skip") Burriss

Skip is Director of Drug Development for Sarah Cannon Cancer Center (Tennessee Oncology Clinic) – Skip ran and continues to run many of the pharmaceutical clinical trials for the drugs on which we are doing deals and became an investor in Theranos when he saw the implications for using our systems in his clinical trials. He can be reached at [REDACTED] and by email at [REDACTED].

Dr. Mir Hashim, Clinical Pharmacology, GlaxoSmithKiline.

Mir is involved with the introduction of our systems in animal testing through to human and clinical applications. Mir can be reached at [REDACTED] and by email at [REDACTED].

Dr. Frank Lee at BMS.

Frank can speak to the need for this system in clinical trials. Given the nature of our dialogues I thought this would be the best area to focus (as this is the short term revenue proposition). If you would like to discuss the drug-systems combination on the market, we can introduce you to the commercial leads. Frank can be reached at [REDACTED] and by email at [REDACTED].

Dr. Jean Jaques Garud at Novartis

JJ is the Global Head of Exploratory Development for Novartis. JJ can be reached at [REDACTED] and by email at [REDACTED]. His assistant is Marie-Antoinette Guitierrez who can be reached at [REDACTED] or by email at [REDACTED].

All contacts are on the east coast, except JJ, who is in Basel.

Elizabeth.

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