

Appointment

From: Jhaveri, Nimesh [nimesh.jhaveri@walgreens.com]
Sent: 8/21/2014 7:35:08 PM
To: Sunny Balwani [sbalwani@theranos.com]

Subject: Copy: Theranos / Wag Partnership Meeting
Location:

Start: 8/22/2014 3:00:00 PM
End: 8/22/2014 4:00:00 PM
Show Time As: Busy

Recurrence: (none)

Required Attendees: Sunny Balwani

- Data information – when will we have the laptop so we can socialize our wins / opportunities
- Reconciliation of the current expenses / billings – I'd like to get caught up before our Oct 3 steering committee mtg
- Patient ramp forecasts and market expansion -
- Venous Draw percentage progress
- Buildout on the 40% gold / silver / bronze
- Branding etc. Theranos space/shared space Theranos layout etc.
- Check in process going forward in PHX and beyond & patient experience when Theranos is not present in store
- HCC STI launch in AZ and beyond – we still haven't heard anything from anyone at HCC so at this point we are assuming we are not launching on 9/1 as discussed
- Discuss further your comment about having to convince the new management for expansion beyond 40 stores. If there are issues here then we need to discuss this sooner than later as we can't slow down our growth for obvious reasons. would like to learn more here.

Notes:

STD

- AZ launch on Sept 15 communicated to Sunny

Expansion

- 10 patients per day with highly extremely high confidence by end of November, we should be high confidence (this week the average was 5.5)
- Going against 2 deeply entrenched companies (Sonora Quest / lab Corp) - reopened
- Venous draw percentage – how do we balance – by end of the calendar year 2014 – less than 10%
- Theranos as a business needs to grow – go to HCC and in the AZ in 2015 would be a success
- Laptop / screen on its way
- 40% Gold locations need to be kept in mind
- Branding – shared space, we are struggling with Theranos – need awareness outside or “Theranos Wellness Center”
- Check-in process (Order terminals for the top 20 stores)...will monitor to see next steps.