
From: Vivek Khanna
To: Brian Grossman
Sent: 12/9/2013 9:35:43 AM
Subject: RE: theranos

LH-they think that the technology does not work. Menu very limited compared to LH and DGX, cost of distribution to testing centers is high, how do u get patient referrals into the WAG store to get blood drawn. Store in Palo Alto is not functional...not sure if this is true. Most docs have a flebotomist in their office and are unlikely to allow this revenue leakage

No other company in POC testing has been successful. Look at DGX they sold Hemocue at a substantial loss after paying top dollar

WAG-they think it is very exciting and will likely bundle with their existing payor contracts

From: Brian Grossman
Sent: Monday, December 09, 2013 9:30 AM
To: Vivek Khanna
Subject: theranos

CJ and I are visiting them tomorrow. anything wag or others have said publically that can help us prepare?

Exhibit No. 146

B. Grossman
5/23/2019
1 page(s)

J. Rumsey, CSR 14144