

To: Elizabeth Holmes[eholmes@theranos.com]
From: Sunny Balwani
Sent: Fri 8/15/2014 1:28:03 PM
Importance: Normal
Subject: Fwd: Thoughts and Goals
Received: Fri 8/15/2014 1:28:03 PM

We can discuss this today. Gives us HUGE opening for what we want to do.

Begin forwarded message:

From: "Jhaveri, Nimesh" <nimesh.jhaveri@walgreens.com>
Date: August 15, 2014 at 5:18:18 AM PDT
To: Sunny Balwani <sbalwani@theranos.com>, "Kozlowski, Casey" <casey.kozlowski@walgreens.com>
Subject: Thoughts and Goals

Hi Sunny and Casey,

There has been a lot of discussion with the new leadership on everything our company is doing to drive healthcare and our company. As you can imagine, our partnership is one at the core.

We have made unbelievable progress in the short 5 months - I received emails from several leaders telling me this.

However, it will be important that we drive with a single focus together. The 2 areas which must be focused on are:

Patients per day with a 4+ experience
Venous percent in the 10% range

We need to have a documented detailed plan on both or it will be difficult for me to convince expansion beyond AZ.

How can we do this and communicate a detailed plan?

Casey - this needs to be part of the playbook. In the next 30 days let's make this an absolute must to complete with Sunny's team.

Be Well,
Nimesh

Nimesh S. Jhaveri, RPh, MBA
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Every day I help people **get, stay and live** well.