
From: Bill Foege (Independent Contractor)
To: Elizabeth Holmes
Sent: 10/24/2014 12:04:07 AM
Subject: FW: Thank you & follow up
Attachments: Oct 1 2014 BMGF Ebola Dx Theranos v2.pptx; PPT Foundation Overview.potx; Theranos objectives & agenda.potx

Elizabeth, I am sorry this first venture did not work out. I would encourage you to continue engagement with them and respond to their invitation. There is nothing lost in seeing what they are doing and it may lead to a different kind of engagement in the future. It will certainly lead to other contacts.

Concerning CDC, I recognize that it is easier for you to have the specimens in Palo Alto. If there is an extended delay in getting specimens from CDC, perhaps an independent site near CDC is a possibility. What would it cost to set up a facility that allowed you to do everything you could do in Palo Alto. If CDC can't provide the space, Emory is directly next door, a block away, and perhaps they could find space. The Gates response increases my sense of urgency.
Best, Bill

From: Gerrit van Roekel
Sent: Thursday, October 23, 2014 7:23 PM
To: eholmes@theranos.com
Cc: Dan Hartman; Jim Gallarda; Rob Taylor; Mike Poole; Raul Estrada (3SI); Bill Foege (Independent Contractor)
Subject: Thank you & follow up

Dear Elizabeth,

I hope this message finds you well. First of all thank you and your team for the warm welcome and productive meeting earlier this month.

After careful review of the Theranos platform we regret to inform you of our decision not to pursue a formal collaboration with Theranos regarding Ebola diagnostics at this time. We've had to make some tough choices given a large portfolio of opportunities, and have settled on a small number of highly specific investments in and around some diagnostic products that have demonstrated clinical utility, are very close to deployment, and are unlikely to be widely deployed without our assistance.

We certainly hope that regardless of our decision you will continue this important work, we hope that you'll be able to validate and deploy your tests in the field as soon as possible. We hope to continue to communicate about progress you'll be making, and perhaps reconsider our decision as this epidemic develops and we all learn more about the challenges of diagnosing Ebola in the field. We'd very much appreciate it if you could keep us posted of your progress.

Meanwhile, we'd like to extend an invitation for you and your team to come visit us in Seattle for a broader discussion on the utility of your device and business model in global health and development. We'd like to present to you, and hear your opinion on two diagnostics initiatives in particular: a) our "point of care initiative", which aims to equip remote health post settings with an all-in-one diagnostic solution and b) our "level 0" strategy, which aims to coordinate development of a variety of field usable tests in a variety of infectious diseases. I assume I'll be working with Dan Edlin to coordinate this visit?

Finally, as promised, please find attached the presentations used at the meeting.

I look forward to hearing from you soon regarding a visit to Seattle.

With best regards,

Gerrit van Roekel

Gerrit J. van Roekel

Sr. Program Officer, Life Sciences Partnerships
Global Health Program, Office of the President

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Assistant: Kendra Palmer

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