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**From:** Brian Grossman  
**To:** Vivek Khanna  
**CC:** Aleksandr Rabodzey  
**Sent:** 11/18/2013 9:28:46 AM  
**Subject:** RE: is this something we should work up on the private side?

Wowzer. That's quite an endorsement

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**From:** Vivek Khanna  
**Sent:** Monday, November 18, 2013 9:06 AM  
**To:** Brian Grossman  
**Cc:** Aleksandr Rabodzey  
**Subject:** RE: is this something we should work up on the private side?

**WAG:** Rhyee remains bullish post marketing with the IR team. Several updates in the note but perhaps most interesting is their expansion into Diagnostics with Theranos. We think it could be a game changer and plays into our thesis of the community pharmacy becoming a destination for a broader array of healthcare services. Theranos is unique given their ability to run the vast majority of standard blood tests from a much smaller sample of blood that can be collected from a finger prick but perhaps more importantly, pricing is 50% of Medicare. We believe in an increasingly consumer-directed hc world, where pts will shop directly for all services, this is pot'lly disruptive to the standard lab model.

Vague but will call them directly today

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**From:** Brian Grossman  
**Sent:** Monday, November 18, 2013 8:49 AM  
**To:** Vivek Khanna; Aleksandr Rabodzey  
**Subject:** RE: is this something we should work up on the private side?

What did they say? How will it fit into WAG's business going forward? What does it mean for LH/DGX longer term?

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**From:** Vivek Khanna  
**Sent:** Monday, November 18, 2013 8:48 AM  
**To:** Brian Grossman; Aleksandr Rabodzey  
**Subject:** RE: is this something we should work up on the private side?

Yes, very good feedback from WAG

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**From:** Brian Grossman  
**Sent:** Monday, November 18, 2013 8:47 AM  
**To:** Aleksandr Rabodzey; Vivek Khanna  
**Subject:** is this something we should work up on the private side?

<http://www.theranos.com/our-company>