
From: Masha Drokova [REDACTED]
Sent: Wednesday, November 1, 2017 4:21 PM
To: jeffrey E.

I'm looking to invest at the company doing AI-based glucose monitoring system for people with diabetes. We made tec= evaluation, talked to a few experts and more a question about the market a=d regulations. Likely no, because it's complex area, but still thinki=g of them.

May be someone in your network who knows this area and c=n advise on this kind of tech?

Center Health
[REDACTED]

=div class="" style="font-weight: normal;">Our memo:
[REDACTED]

Pros
— Existing glucometers from big companies are very old-f=shioned and outdated, those companies make their revenue from overpriced st=ips — Direct compet=tors, such as iHealth and Dario have negative customer reviews a=d minor — Uses FDA-approved circuits t= get the approval in an automated manner

Cons
=94 Enormous pressure both from the industry players and companies such as A=ple and Google that try to develop non-invasive glucose monitoring that wil= wipe out test strip products — Young t=am =