

**From:** Rob Walker [redacted]@rosemontseneca.com  
**Subject:** Re: Input needed  
**Date:** November 5, 2011 at 12:02 AM  
**To:** Neil Callahan [redacted]@rosemontseneca.com, Eric Schwerin [redacted]@rosemontseneca.com, Arlene Busch  
abusch@rosemontseneca.com  
**Cc:** John DeLoche [redacted]@rosemontseneca.com, Hunter Biden [redacted]@rosemontseneca.com, Devon Archer  
[redacted]@rosemontcapital.com

Yep. Understood.

Sent via BlackBerry by AT&T

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**From:** "Neil Callahan \ (Rosemont Seneca)" <[redacted]@rosemontseneca.com>  
**Date:** Fri, 4 Nov 2011 23:53:58 -0400  
**To:** 'Eric Schwerin' <[redacted]@rosemontseneca.com>; <[redacted]@rosemontseneca.com>  
**ReplyTo:** <[redacted]@rosemontseneca.com>  
**Cc:** 'John DeLoche' <[redacted]@rosemontseneca.com>; 'Hunter Biden' <[redacted]@rosemontseneca.com>; 'Devon Archer' <[redacted]@rosemontcapital.com>; 'Rob Walker' <[redacted]@rosemontseneca.com>  
**Subject:** RE: Input needed

Hey guys,

We need to think about this as a hypothetical assuming we are owners of the company via an investment. Therefore, without any regulatory restrictions, what could/would we do to help our company be successful in NYS. We'd just need to layout the approach that we'd take on how we'd help try and get to a satisfactory result for this particular use case. We would not have to do anything at this point.

Best,

Neil

Neil Callahan  
Rosemont Seneca Partners  
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**From:** Eric Schwerin [mailto:[redacted]@rosemontseneca.com]  
**Sent:** Friday, November 04, 2011 9:29 AM  
**To:** [redacted]@rosemontseneca.com  
**Cc:** John DeLoche; Hunter Biden; Devon Archer; Rob Walker; Neil Callahan  
**Subject:** Re: Input needed

**Subject:** re: Input needed

Yes, unfortunately, Hunter, Rob and I are all in the air for much of the day today. That said, my initial thoughts are that this would be a heavy lift for us. I did a quick google search on Dr. Shah there were no immediate avenues to him that became apparent based on his bio and prior experience. I also don't think any of us have any expertise in the NY approval process or know whether getting in front of him would even be helpful. I think we'd need to make a few phone calls and see what we can learn about this. That said, let us think more about it and John maybe I can call you a little later this afternoon between flights.

Eric D. Schwerin  
Rosemont Seneca Partners, LLC

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Washington, DC 20007  
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 Consider the environment before printing this email.

On Nov 4, 2011, at 9:04 AM, Arlene Busch wrote:

John,  
Hunter, Eric, and I am all out of the office today traveling. I can't speak for the two of them, but I can not do a call today. I am available on Monday.

Arlene

Arlene Busch  
----- 1880  
----- [@rosemontseneca.com](mailto:-----@rosemontseneca.com)

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**From:** John DeLoche <-----@rosemontseneca.com>  
**Date:** Thu, 3 Nov 2011 20:28:12 -0700  
**To:** Hunter Biden <-----@rosemontseneca.com>; Devon Archer <-----@rosemontcapital.com>; Eric Schwerin <-----@rosemontseneca.com>; Rob Walker <-----@rosemontseneca.com>; Arlene Busch <-----@rosemontseneca.com>; Neil Callahan <-----@rosemontseneca.com>  
**Subject:** Input needed

Hi All,

Founder's Fund completed its \$12mm investment in Counsyl today.

I had a call with Counsyl management this evening and they asked if we could be helpful with regulatory channels in NY. Specifically, their lab and test have been approved in 49 states at this point and their lab has been approved by the State of New York, however the test itself is still in the approval process in NY. NY and CA are two states which require separate lab approval and individual test approval. Counsyl has been told that NY's genetic test approval timing is currently as long as 12 months given current backlog. Specifically, they want us to help them with a roadmap for who we would help them contact at the NY State government level that could help them with this process. One idea discussed, which may or may not be the right one, would be to see if we can get them in front of or on a call with Dr. Nirav Shah, a Governor Cuomo appointee, who is the Commissioner for the NY State Dept of Health. The message would be that Counsyl's test is the highest standard of care for expecting parents and it is currently approved in 49 states but not New York.

I'd appreciate it if we could have a call to discuss. They are looking for high level feedback, and potentially a call with us on this subject, by Monday.

Thanks,

John

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John DeLoche  
*Managing Director*  
Rosemont Seneca Technology Partners

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