



November 28, 2015

The Honorable Nikki R. Haley
Office of the Governor
1205 Pendleton Street
Columbia, South Carolina 29201

The Honorable Bobby Hitt
South Carolina Department of Commerce
1201 Main Street, Suite 1600
Columbia, SC 29201-3200

Dear Governor Haley and Secretary Hitt:

South Carolina has invested considerably in the past decade or so in improving our research universities. Today we have many scholars with global reputations and relationships doing cutting edge research.

In 2014, I met Delphine Dean, the Gregg-Graniteville Associate Professor of Bioengineering, who's PhD in Electrical Engineering and Computer Science is from MIT. Several years ago, she received a Gates Foundation grant to study hospitals in Tanzania. Her team identified that though the country had millions of diabetics, the price of glucose test strips was too high for many to afford them. Untreated diabetes is a horrific way to die. Delphine's team developed a novel way to produce ultra-low cost glucose test strips. With over 400 million diabetics in the world, $\frac{3}{4}$ of whom live in developing countries, the potential market for this Clemson research based product is enormous. A business partner, Brian McSharry, and I, along with Delphine and her PhD student, Kayla Wilson, co-founded Accessible Diagnostics to commercialize their ultra-low cost test strips.

In August I received an email from the SC Department of Commerce with a notice of an upcoming trade mission. I responded to the Commerce staff contact, Anita Patel. In early October, Delphine and I went to Chennai, Bangaluru, and Mumbai, India to visit with seventeen prospects scheduled by Anita and the US Commercial Service. Anita did an outstanding job for us. The best way to describe the trip is validating. We came back enthused and more confident to continue investing to commercialize the Clemson product. Accessible Diagnostics also represents an existing glucometer manufacturer, and we have followed up on sales leads since we returned.

Morgan Crapps arranged many of our activities on the trip, which was led by Ford Graham. They also did excellent jobs which we greatly appreciate. Our trip benefited from one you made to India earlier in the year. Thank you for your leadership that made this possible as well.

There is significant untapped opportunity to enhance South Carolina's economic strategy by building on the global reputations and relationships of world-class scholars at our research universities. We would love to work with you in realizing this enormous potential for the state.

Sincerely yours,

John Warner

cc: Anita Patel
Brian McSharry

Morgan Crapps
Delphine Dean

Ford Graham