



# AED Buyer's Guide

ONE-STOP SHOP

Automated External Defibrillators (AEDs) – A Guide to Selecting the Perfect AED Type for Your Need



CARDIAC science



defibtech



HeartSine



PHILIPS



PHYSIO CONTROL



ZOLL

## How the Guide works

Please select the answer (choices A-D) for each statement below which best describes your thoughts and attitude towards that particular AED feature. Once complete, contact **AED One-Stop Shop** at **855-OSS-AEDS** or email **Sales@AEDOneStopShop.com** where a professional will review your answers and make a professional recommendation that fits your specific needs.



**1. Price and Initial Cost:** *As with many items one buys, you get what you pay for. Typically the higher the price of an AED the better the reputation and the better the AED features.*

- A. We view AEDs as a life-saving device and we seek the best reliability, ease-of-use and technology that money can buy
- B. AED features are important to our choice and we weigh these in the total value of our investment
- C. We have some budgetary restraints and manageable equipment cost is an important consideration
- D. Budget is of primary concern and since we view all AEDs as similar we simply seek the most affordable AEDs



**2. CPR Prompts:** *CPR is an integral part of a rescue and AEDs provide prompts which may include a CPR metronome or even more prompting.*

- A. CPR prompts are very important and detailed real time coaching is a must as this is a vital stage in the rescue
- B. CPR prompts are a nice feature and a metronome would be a plus
- C. AEDs with voice prompts that says "begin CPR" are ample enough
- D. CPR prompts are not an important consideration for us in considering AED type



**3. Cost of Ownership:** *Beyond the initial investment in the AEDs, the purchase of batteries, pads and maintenance of the AED program need to be considered.*

- A. Ease-of-use and technology of the AEDs are most important and we do not consider maintenance costs a factor
- B. Only a large cost of ownership difference would weigh into our decision otherwise this is not too important
- C. It would be nice know that costs of batteries and pads are lower than the norm and this would add to our interest in the product
- D. Budget restraints make it essential to choose an AED type with a very low cost of ownership over the life of the AED



**4. Ease-of-Use and Usability:** *Public Defibrillators are designed with simplicity in mind, but usability studies suggest that some brands/models are more straightforward and thus quicker to operate and deliver a shock.*

- A. We seek a very easy-to-use device and value study findings to determine which is the fastest to deliver therapy
- B. Ease-of-use and general simplicity are very important features that we will consider in the selection process
- C. All AEDs are quite straight forward and this is not a big consideration in our selection
- D. We are confident our staff can operate any device type and this is not important



**5. Visual Prompts:** *All AEDs feature voice prompts but some provide better visual indicators and prompts than others such as diagrams, flashing lights, LCD screens, or text screens.*

- A. Prominent visual prompts are a must due to the risk of noisy environments and the possibility of hearing impaired individuals to respond
- B. Visual prompts would be a wanted feature to enhance the ease-of-use of the AED and this would factor in greatly
- C. Some visuals would be helpful but this is not a top consideration in our selection
- D. Voice prompts are sufficient for our application and visual prompts are not needed



**6. Fully-Automatic vs. Semi-Automatic Shock Delivery:** *Fully-Automatic (delivers a shock without pushing a button) versus Semi-Automatic devices (require the pushing of a shock button).*

- A. We strongly favor the Fully-Automatic devices to cut down on rescuer hesitancy and the need to make a decision
- B. Fully-Automatic shock delivery would be a nice feature which might contribute to ease-of-use
- C. This is not a strong consideration and an AED with or without a shock button does not weigh in heavily
- D. We strongly prefer the Semi-Automatic AEDs so the rescuer can ensure nobody is touching the patient before pushing the shock button



**7. Size, Shape and Weight:** *AEDs are sometimes stored in wall cabinets but other times are needed to be light and compact for better portability.*

- A. A small, compact, light device is a must since our application demands we carry this equipment frequently
- B. A lighter type AED would be preferred due to some mobile applications
- C. Size and weight is not a primary consideration for our selection of AED
- D. AEDs will be stored in cabinets and device size does not weigh into our choice at all



**8. Ruggedness and Durability:** *Some applications, such as a first responder, might require more ruggedness out of the AED to withstand drops and rougher conditions*

- A. A tough-built AED that is shock tested and resilient to vibration is a top consideration due to our application
- B. It would be a plus for our AED to be able to withstand a drop and last over time
- C. An AED with a protective carry case would be sufficient to protect our life-saving device
- D. AEDs will be housed in wall cabinets and durability does not weigh into our selection at all



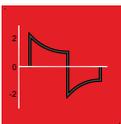
**9. Water and Dust Resiliency:** An IP rating or an Ingress Protection Marking rates the level of protection to a wet or dusty environment.

- A. Due to our specific application a high IP rating is a major consideration for the AED we select
- B. There may be times that resiliency to water and dust may come into play and therefore this would be a plus
- C. An average IP rating would be sufficient for what we need in an AED
- D. AEDs will be stored in cabinets and tolerance to these elements would not be a consideration for our selection



**10. Reliability and Warranty:** All AEDs do self-tests of components but some do more extensive and frequent testing. Also contributing to reliability is warranty which range from 5 – 10 years.

- A. We seek the most extensive daily testing in an AED to ensure the device is functional when we need it most
- B. Knowing an AED is reliable therefore a good self-testing protocol is a plus as a consideration for our AED type
- C. We trust the AED will function when needed and this is not a primary factor in our choice
- D. Other considerations far outweigh the self-testing protocol of AEDs



**11. Defibrillation Technology:** An AED's primary purpose is to deliver life-saving defibrillation therapy to a Sudden Cardiac Arrest victim. Each brand does so in a different manner.

- A. The way an AED delivers therapy is a top consideration and we seek a waveform that has been studied and used by Hospitals and Advanced Cardiac Life Support
- B. It would be much preferred to know the AED works for hard to defibrillate patients
- C. Effectiveness of the AED is important but defibrillation technology is not a top consideration
- D. AEDs are all approved by the FDA and this is not determining factor for our choice in AEDs



**12. Advanced ECG Functionality:** Some AEDs have the capability to show the patient's ECG rhythm which is an important feature for a medical professional or professional rescuer.

- A. Due to the advanced skill level of our rescuer/responders we require a device which can monitor and display ECG rhythm
- B. We do have some personnel who are able to understand and interpret ECG and thus this functionality would be a value-add
- C. Though the advanced functionality may be helpful at times the cost of ECG capable devices might be cost prohibitive
- D. Our organization is primarily lay responders and thus this functionality is not needed, we seek a public defibrillator type versus a professional type

## About AED Brands



Powerheart G3 AED Powerheart GS AED

**Cardiac Science makes the Powerheart brand of AED.** Their devices feature Rescue Ready, RescueCoach, and STAR biphasic technology to make your rescue as simple as possible.



Lifeline Fully Automatic Lifeline Semi Automatic Lifeline View Lifeline ECG Lifeline PRO

**Defibtech makes the Lifeline brand of AED.** Their life-saving devices are remarkably rugged and their flagship VIEW model offers an innovative video screen for ease-of-use.



Samaritan PAD 450P AED Samaritan PAD 350P AED

**HeartSine makes the Samaritan brand.** Their strength is in the area of public access defibrillation and their small, light and compact devices are ideal for numerous applications.



HeartStart OnSite AED HeartStart FRx AED HeartStart FR3 AED

**Philips makes the HeartStart brand.** Their balance between general value and great product usability make them a favorite in the industry and make their AEDs a good fit for multiple settings.



LIFEPAK EXPRESS LIFEPAK CRPlus LIFEPAK 1000

**Physio-Control makes the LIFEPAK brand of defibrillator.** They have a history of success in the industry and their innovative products are popular for both workplace and communities.



Zoll AED Plus Fully-Automatic Zoll AED Plus Semi-Automatic Zoll AED Pro

**ZOLL makes the AED Plus brand.** Their technology is fantastic and their AEDs feature Real Help CPR which coaches a responder through the daunting task of delivering good CPR.

## About Us

### Why we are the Right partner:

**AED One-Stop Shop** approaches life-saving AEDs differently. We intelligently assess your needs and put expert thought and professional insight into pairing your organization with the right AED brand, model and accessories. Below is a guide we've created to assess what are the most important and least important considerations to your AED selection.

- **The Consultative Approach** and customer-orientation in which we help match customers to the right product at an affordable price.
- **Expert Industry Knowledge** is attractive to our clients who have questions about public defibrillators and who wish to weigh the pros and cons.
- **We Offer Multiple Leading Brands** as we can serve practically every product need and particularly those customers who have multiple AED types.
- **We Provide All Solutions** in that we can handle AEDs, accessories, CPR training and AED Program Management all from a single partner/vendor.
- **Promptness & Professionalism** is a strong suit and our customers can rely that we'll respond to a request for a quote or information in a very timely manner.
- **Integrity** is at the forefront of all we do and with our drop ship model we are focused on customer needs rather than companies that might be influenced by high inventory levels.
- **Bundle Specials!** AED bundles come complete with everything you need to save a life at special discounted rates
- **Free Shipping** is available on all orders of \$75 or more in the contiguous United States.
- **Convenient Shopping** is available by phone or web safely and securely

Call **1-855-677-2337** to discuss which brand fits your needs!

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