



Leads Out Option

Color Coded Packaging

Specified Adult/Child or Infant/Pediatric

## COMPETITIVE DEFIBRILLATION ELECTRODE MATRIX

| SUPPLIER  | LEAD WIRE | SHELF LIFE | SAVINGS   | BREADTH OF PRODUCT LINE  | STANDARDIZATION CAPABILITIES   |
|-----------|-----------|------------|---|--|--|
| HeartSync | 60"       | 3 Years    | Significant cost savings versus the competition. Currently have multiple GPO contracts. | <ul style="list-style-type: none"> <li>American Heart Association guided packaging artwork</li> <li>Adult/Child and Pediatric</li> <li>Transparent &amp; Translucent</li> <li>Leads Out/Pre-Connect</li> <li>All Connector Styles</li> <li>Large Posterior Pad Option</li> </ul> | <ul style="list-style-type: none"> <li>Provide all Connector Styles</li> <li>All instructions are in English</li> <li>IFU on every Package</li> <li>Easy for Staff to Use</li> <li>Color Coded Pad Placement System</li> <li>Picture Diagram on Packaging &amp; Pads</li> <li>Instructions on all Release Liners</li> <li>Product Swap Out w/Cable Conversion</li> </ul> |
| Conmed    | 42"       | 3 Years    | ⊘   | ⊘  | ⊘  |
| Philips   | 42"       | 2 Years    | ⊘   | ⊘  | ⊘  |
| Zoll      | 24"       | 2 Years    | ⊘   | ⊘  | ⊘  |
| Medtronic | 24"       | 2 Years    | ⊘   | ⊘  | ⊘  |
| Covidien  | 42"       | 2 Years    | ⊘   | ⊘  | ⊘  |