NH "DIRECT PURCHASE" OPPORTUNITY
AUTOMATED EXTERNAL DEFIBRILLATORS (AED’s)

January 4, 2021

The NH Division of Fire Standards and Training & Emergency Medical Services (NHFST & EMS), in cooperation with the NH Department of Administrative Services, has established three AED contracts to provide reduced pricing to STATE, MUNICIPAL and NON-PROFIT organizations in New Hampshire. **Contracts expire June 30, 2023.**

Lifesavers, Inc., the DEFIBTECH vendor, has extended their NH contract pricing (with free shipping) to ALL interested parties in New Hampshire.

Rescue One Training for Life, Inc., the PHILIPS & ZOLL vendor, has extended NH contract pricing to ALL interested parties in New Hampshire. **NH individuals & businesses will incur a shipping charge.**

The DEFIBTECH “Lifeline” AED is available at the “portable/mobile” package price of $849.00. The “fixed location” package price is $917.00. The vendor is Lifesavers, Inc. of Fairfield, New Jersey.

The PHILIPS “HeartStart OnSite” AED is available at the “portable/mobile” package price of $898.79 The “fixed location” package price is $1,043.79. The vendor is Rescue One Training for Life, Inc. of Gaithersburg, Maryland.

The ZOLL “AED Plus” AED is available at the “portable/mobile” package price of $1,070.00. The ‘fixed location” package price is $1,215.00. The vendor is Rescue One Training for Life, Inc. of Gaithersburg, Maryland.

The “portable/mobile” package includes: AED, battery, adult defib pads, carrying case, CPR Accessory Kit, AED instructions and a minimum of a 5-year warranty.

The “fixed location” package includes: the above items, AED wall cabinet, AED wall sign and two AED door decals.

**Individuals & businesses purchasing PHILIPS or ZOLL equipment, please contact Rescue One Training for Life, Inc. for shipping charge**

Current NH AED laws provide individual & organization liability protection for ownership & use of AED devices. State AED registration with the NH Fire & EMS Academy is required.
NH 2020 AED STATE CONTRACTS PRICING COMPARISONS
January 4, 2021

"PORTABLE/MOBILE" AED PACKAGES

Lifesavers, Inc. pricing:
DEFIBTECH “Lifeline” AED with accessories ........................................... $ 849.00

Rescue One Training for Life, Inc. pricing:
PHILIPS “HeartStart OnSite” AED with accessories ...................................... $ 898.79**

ZOLL “AED Plus” AED with accessories ...................................................... $ 1,070.00**

"FIXED LOCATION" AED PACKAGES

Lifesavers, Inc. pricing:
DEFIBTECH “Lifeline” AED with accessories ........................................... $ 917.00

Rescue One Training for Life, Inc. pricing:
PHILIPS “HeartStart OnSite” AED with accessories: ....................................... $ 1,043.79**

ZOLL “AED Plus” AED with accessories ...................................................... $ 1,215.00**

**FOR PHILIPS & ZOLL PRICING OPTIONS CONTACT BILL WOOD AS NOTED BELOW**

Individuals & Businesses contact Rescue One Training for Life, Inc. for shipping charge

No discount for multiple AED purchases

For assistance with AED-related questions, please contact:

Bill Wood, Coordinator
Preparedness & Special Projects
NH Fire & EMS Academy
(603) 223-4228
William.H.Wood@dos.nh.gov
LIFELINE AED Semi-automatic Defibrillator

Defibtech has designed a revolutionary new semi-automatic external defibrillator, from the ground up.

Technologically advanced enough to include all mission critical features necessary to provide the most advanced treatment for Sudden Cardiac Arrest. Yet so simple and unintimidating to use that even non-medical personnel can effectively save lives.

The Lifeline AED was developed by experienced multidisciplinary engineering teams and incorporates state-of-the-art digital signal processing techniques and advanced ECG analysis algorithms.

This enables the device to exceed the American Heart Association performance recommendations, giving the user confidence the correct therapy is being delivered.

The Lifeline AED defibrillator uses advanced biphasic technology — including the most studied biphasic shock waveform — and automatically adjusts the shock delivery to the person’s individual needs.

For first response professionals like police, fire and EMS, the Lifeline AED is standard equipment. For schools, offices, stores, malls, factories, and public places, it’s becoming as vital as the fire extinguisher.
Lifeline AED Semi-automatic Defibrillator

**Defibrillator**

**TYPE**
Semi-automatic external defibrillator

**MODEL**
DDU-100A, DDU-100E

**WAVEFORM**
Biphasic Truncated Exponential
(impedance compensated)

**ENERGY**
Adult: 180 Joules
Pediatric: 50 Joules
(Nominal into 50 Ohm load)

**CHARGE TIME**
DDP-2800: Less than 6 seconds
DDP-1400: Less than 9 seconds

**Defibrillation/Monitoring Pads**

**MODEL**
Adult – DDP-100
Child/Infant – DDP-200P

**SURFACE AREA**
103 cm² (nominal, each pad)
50 cm² (nominal, each pad)

**CABLE LENGTH**
48 in (122 cm)

**Event Documentation**

**INTERNAL EVENT RECORD**
Critical ECG segments and rescue event parameters are recorded and can be downloaded to a removable data card

**PC-BASED EVENT REVIEW**
ECG with event tag display; and audio playback when available

**Environmental**

**TEMPERATURE**
Operating: 0 to 50°C (32 to 122°F)
Standby (with battery installed): 0 to 60°C (32 to 122°F)

**RELATIVE HUMIDITY**
Operating / Standby: 5% – 95%

**VIBRATION**
Ground (MIL-STD-810F 514.5 Category 2D)
Helicopter (RTCA/DO-160D, Section 8.8.2, Cat R, Zone 2, Curves G)
Jet Aircraft (RTCA/DO-160D, Section 8, Cat H, Zone 2, Curves B & R)

**Physical**

**SIZE**
8.5 x 11.6 x 2.7 inches
(22 x 30 x 7 cm)

**WEIGHT** (Approximate)
With DDP-1400: 4.2 lbs [1.9 kg]
With DDP-2800: 4.4 lbs [2.0 kg]

---

**Defibrillator**

**VOICE PROMPTS**
Extensive voice prompts guide user through operation of the device and CPR

**CPR PACING**
Metronome

**CONTROLS**
Lighted OnOff button
Lighted Shock button

**INDICATORS**
- "check pads"
- "do not touch patient"
- "analyzing"
- AED Status LED

**Typical, with new battery at 25°C**

**Patient Analysis System**

**PATIENT ANALYSIS**
Automatically evaluates patient impedance for proper pad contact.
Monitors signal quality and analyzes patient ECG for shockable/non-shockable rhythms

**SENSITIVITY/SPECIFICITY**
Meets AAMI-DF-39 specifications and AHA recommendations

**Battery Pack**

<table>
<thead>
<tr>
<th>MODEL DBP-2800</th>
<th>MODEL DBP-1400</th>
</tr>
</thead>
<tbody>
<tr>
<td>POWER 15V, 2800 mAh</td>
<td>POWER 15V, 1400 mAh</td>
</tr>
<tr>
<td>CAPACITY 300 shocks or 16 hours continuous operation*</td>
<td>CAPACITY 125 shocks or 8 hours continuous operation**</td>
</tr>
<tr>
<td>STANDBY LIFE 7 years**</td>
<td>STANDBY LIFE 5 years**</td>
</tr>
</tbody>
</table>

**LOW BATTERY INDICATORS**
Visible / Audible

**Typical, with new battery at 25°C**

**Self Tests**

**AUTOMATIC**
Automatic daily, weekly, monthly and quarterly circuitry tests

**BATTERY INSERTION**
System integrity test on battery insertion

**PAD PRESENCE**
Pads preconnected tested daily

---

*Specifications subject to change without notice*
Guides you through every step

Philips, the worldwide leader in automated external defibrillators (AEDs), designed the HeartStart OnSite Defibrillator for the ordinary person in the extraordinary moment. The first and only AED available without a prescription, the OnSite is designed to be the easiest to set up and use and the most reliable defibrillator available. Our innovative technology, based on extensive research and user feedback, has produced a defibrillator so easy to use that you can potentially save the life of a coworker, friend, or anyone else stricken with sudden cardiac arrest.

Weighing just 3.3 lbs/1.5 kg, the HeartStart OnSite Defibrillator is small and lightweight. Using clear, calm voice instructions, it guides you through each step of defibrillation, including CPR coaching. Integrated SMART Pads placed on the victim’s bare skin sense and adapt the defibrillator’s instructions to your actions every step of the way.

HeartStart OnSite includes highly proven Philips technologies for heart rhythm assessment (SMART Analysis) and defibrillation energy delivery (SMART Biphasic). And like all HeartStart Defibrillators, it can be used to treat infants and children as well as adults.
# HeartStart OnSite Defibrillator specifications

<table>
<thead>
<tr>
<th><strong>Defibrillator</strong></th>
<th><strong>Patient analysis system</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Defibrillator family</strong></td>
<td>Evaluates patient ECG to determine if a rhythm is shockable. Rhythms considered shockable are ventricular fibrillation (VF) and certain ventricular tachycardias (VT) associated with lack of circulation. For safety reasons, some VT rhythms associated with circulation will not be interpreted as shockable, and some very low-amplitude or low-frequency rhythms will not be interpreted as shockable VF.</td>
</tr>
<tr>
<td>Standard configuration</td>
<td><strong>Quick Shock</strong></td>
</tr>
<tr>
<td>HeartStart OnSite Ready-Pack configuration</td>
<td><strong>Sensitivity/specificity</strong></td>
</tr>
<tr>
<td>Waveform</td>
<td><strong>Artifact detection</strong></td>
</tr>
<tr>
<td>Therapy</td>
<td><strong>Battery</strong> (M5070A)</td>
</tr>
<tr>
<td>Shock-to-Shock cycle time</td>
<td><strong>Type</strong></td>
</tr>
<tr>
<td>Quick Shock</td>
<td><strong>Capacity</strong></td>
</tr>
<tr>
<td>Voice instructions</td>
<td><strong>Install-by date</strong></td>
</tr>
<tr>
<td>CPR coaching</td>
<td><strong>Standby life</strong></td>
</tr>
<tr>
<td>Shock delivery</td>
<td><strong>Smart Pads</strong></td>
</tr>
<tr>
<td>Controls</td>
<td><strong>Active surface area</strong></td>
</tr>
<tr>
<td>Indicators</td>
<td><strong>Cable length</strong></td>
</tr>
<tr>
<td><strong>Physical</strong></td>
<td><strong>Use-by date</strong></td>
</tr>
<tr>
<td><strong>Environmental/Physical Requirements</strong></td>
<td><strong>Training Pads</strong></td>
</tr>
<tr>
<td><strong>Sealing</strong></td>
<td><strong>Function</strong></td>
</tr>
<tr>
<td><strong>Temperature</strong></td>
<td><strong>Automated and User-Activated Self-tests</strong></td>
</tr>
<tr>
<td><strong>Humidity</strong></td>
<td><strong>EMI (radiated/immunity)</strong></td>
</tr>
<tr>
<td><strong>Altitude</strong></td>
<td><strong>Data Recording and Transmission</strong></td>
</tr>
<tr>
<td><strong>Shock/defib abuse</strong></td>
<td><strong>Vibration</strong></td>
</tr>
<tr>
<td><strong>Use-by date</strong></td>
<td><strong>Magnetic susceptibility</strong></td>
</tr>
<tr>
<td><strong>Magnetic susceptibility</strong></td>
<td><strong>Acoustic noise</strong></td>
</tr>
</tbody>
</table>

*Refer to the HeartStart OnSite Defibrillator Owner’s Manual for detailed product instructions. All specifications based on 25°C unless otherwise noted. The defibrillator and its accessories are made of latex-free materials.*
Confidence that comes only from Real CPR Help.

AED Plus
The best support when rescuing a victim of cardiac arrest

The ZOLL AED Plus gives even infrequent rescuers the confidence they need to help save lives. Simple audio prompts and illustrations reinforce every step in the resuscitation process.

The one-piece adult electrode pad (CPR-D-Pad®) with Real CPR Help technology makes placement of electrodes faster and more accurate.