

# AED Buyer's Guide



Cardiac Science™



Defibtech



HeartSine™



Physio Control



Philips Healthcare®



Welch Allyn®



ZOLL Medical®

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## Why AEDs?

Automated External Defibrillators (AEDs) are life-saving devices which give lay-persons the ability to save lives in situations where previously only doctors, nurses, and paramedics with specialized equipment could do the job. AEDs have become extremely popular. In fact, in a growing number of communities and industries, AEDs are mandated by law.

## Why AED Superstore?

The AED Superstore® is the world's largest source of AEDs. We are owned and operated by EMS administrators and professionals who have defibrillated people in the field and fully understand the experience. That's why we are uniquely qualified to anticipate and address the questions you need answered most to make an informed AED buying decision.

## Features Common to All AEDs

- **All AEDs Work** – All new AEDs in the U.S. market are FDA approved. They all work reliably to perform the job they were designed to do. There is no supporting research claiming one brand will save more lives than another.
- **All AEDs are Easy to Use** – All AEDs use visual and voice prompts to easily guide you through a rescue. They all operate similarly.
- **All New AEDs use Biphasic Waveform** – Delivery of a biphasic twin-shock is now the industry standard. Good quality monophasic AEDs can still be found in service.
- **All New AEDs Perform Electronic Self-Tests** – They test their own circuitry and batteries regularly. The AED lets you know if it's ready-to-use with a visual and/or audible indicator.
- **All New AEDs Come with a 5 or 7 Year Manufacturer's Warranty** – If you find a company selling an AED with a shorter warranty, it is likely a used device.

## Unique Features in AED Models

- **Battery Life** – Batteries vary greatly in life expectancy and cost which have a significant impact on your total cost of AED ownership. To determine your average annual battery cost, divide the cost of the battery by the estimated battery life.
- **Rechargeable Batteries** – Rechargeable batteries and battery chargers are available for some AEDs. These are most frequently purchased by EMS units and other customers who anticipate higher rates of use.
- **Shock Levels** – Different brands and models of AEDs use different energy levels to deliver shocks. Though some AED dealers consider this a significant issue, we do not agree. Regardless of power output, all new AEDs use a proprietary waveform to deliver the shock appropriately, at its own internal power setting, suitable to the victim.
- **Displays** – There are different visual displays on each AED. Some models have larger and/or brighter displays than others, making them easier-to-read in low or bright light conditions.
- **ECG Display** – For most applications where the AED is used by lay rescuers, an ECG display is an unnecessary feature and may even be a distraction. However, medical professionals trained to interpret the results often prefer an AED with ECG output.
- **Electrode Self-Test** – All AEDs perform internal circuitry and battery checks and will alert you if there is a problem. Some also check for the presence of electrodes.
- **Size, Weight, and Color** – No AED is burdensome or difficult to use because of its size or weight, and color is strictly a matter of your personal preference. If you intend to place the AED inside a small first aid or rescue kit, you may opt for one of the more compact models.

(More on page two)

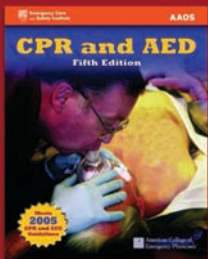
## Unique Features (continued)

- **Voice Prompts** – All AEDs use voice prompts to help you successfully shock patients out of cardiac arrest. However, not all “say” the same things. Some models are capable of more specific prompting than others. Many AED models will prompt you through all of the steps of CPR. Some customers prefer the more detailed approach, others prefer the more simple; the choice is yours.
- **Accessories** – All AEDs come complete with the basics: the device itself, electrode pads, and batteries. Some come with an extra set of electrodes, a rescue kit, or even a carrying case. When comparing AEDs, look for everything included in the package to assess its value.
- **Pediatric Pads** – Cardiac arrest in children is rare, but it does occur. All AEDs can be used to defibrillate both adult and pediatric patients. For pediatric use, the shock level on some units is adjusted on the unit. For others, it is adjusted through the use of specialized pediatric pads. It is good practice to purchase pediatric pads if your facility is frequented by children.

## FAQs

- **Should I buy the same AED used by my local rescue squad or ambulance?**  
If your local ambulance is using AEDs which are older, the answer is probably “no.” These devices are usually best for medical professionals who are comfortable with their use, but may be intimidating for lay people. However, if your local EMS professionals uses new models which are not intimidating to you, the answer is probably “yes.” Many of these new AED models have optional adapters so EMS pros can make use of your AED’s electrodes for uninterrupted patient care.
- **Do models with escalating power save more lives?**  
No. Some manufacturers have found that patients can be defibrillated successfully with lower energy settings. If a series of shocks are required, their AEDs use escalating settings. However, other manufacturers continue to use higher energy settings because they believe it maintains the efficacy of their units. Both approaches work well.
- **Can an AED damage a heart?**  
No. While heart damage can occur to patients who get too much energy, AEDs do not produce anything near those types of levels.
- **What is a typical warranty on an AED?**  
All new AEDs come with a manufacturer’s 5-year warranty. Some models offer 7 years of warranty coverage for no extra charge. Others include additional warranties on battery packs and accessories.
- **Is training required to operate an AED?**  
Training is required by a number of state and local governments. Even though AEDs are designed for easy use by untrained lay persons, we recommend formal training in their operation, along with CPR techniques outlined by the American Heart Association (AHA) or the American Red Cross (ARC).
- **What is medical authorization ?**  
Medical authorization is a written prescription from a doctor authorizing us to send an AED to you. AEDs purchased from the AED Superstore include this authorization FREE! It is included with your shipment.
- **What is medical direction and oversight?**  
Many customers who buy AEDs desire quality control after the purchase, help determining and writing company policies and procedures about how and when their AED will be used, maintenance, and training. For an additional fee, the AED Superstore offers medical direction and oversight services through a network of physicians across the country. Our medical direction programs even include physician review and consultation after the use of an AED at your workplace.
- **Is there any value in the “free” on-site maintenance offered by some companies?**  
AEDs are virtually maintenance-free. All models perform a regular electronic self-check with an indicator that the AED is in a “ready” state. An AED will notify you if it’s not ready to rescue! Some companies offer “on-site” maintenance to “calibrate” or “test shock” the machine. These tests are unnecessary and do nothing more than wear out the device’s battery prematurely.
- **Are all AED dealers the same?**  
No, some AED sales companies offer “free” accessories and services already included from the manufacturer. Others offer their own “grants.” These are no more than sale prices with extra paperwork for you to fill out. The AED Superstore offers all models from all AED manufacturers, and always provides gimmick-free price quotes and unbiased information. We provide friendly, no-hassle assistance to help you determine what is best for you. We really do care about the success of your AED program.





## Buying Tips

### Keep these considerations top of mind:

- Purchase an AED model you can afford.
- Purchase an AED your rescuers will be comfortable using.
- Evaluate the long-term cost of battery and electrode replacement.

### Think beyond the basics.

Consider this optional equipment for an effective AED program.

- **Spare Electrodes** – All AED electrodes are single-use. It is always a good idea to have at least two sets on hand in the event one set is compromised during a rescue, or in the rare case when a second rescue is required.
- **Spare Battery** – The primary cause of failure among all electronic devices is the power source. AEDs are no exception. It is always good practice to have a spare battery on hand.
- **Carrying Case** – Protect your investment. Soft-sided and hard cases are available.
- **Wall Cabinet** – Several options are available with and without audible and strobe light alarms. Cabinets make your AED highly visible and protect it from dust and moisture. Alarms signal a rescue is in progress and help prevent theft.
- **Wall signs** – Identify the location of your AED to everyone.
- **Training** – To build skills and confidence of lay persons and professionals, we offer fee-based, accredited AED, CPR, and first aid training courses and materials.
- **Leasing Program** – A convenient option designed for those looking to preserve capital.
- **Medical Direction** – These fee-based services help keep your AED program compliant with state and federal laws and regulations.

### Contact us for additional information.

AEDs will play an increasingly important role in saving lives at work, home, play, and travel. They are proven effective, but because they are new to most persons outside the medical community, we recognize the need to share objective information to help you learn fully about their capabilities. We welcome and are eager to respond to your questions.



## How to Order

You will find all brands and models of AEDs on our website, [www.AEDSuperstore.com](http://www.AEDSuperstore.com), or call us for fast, friendly assistance at 800-544-0048.

### Whenever you contact us, you can always count on...

- **Same-Day Shipping** – Because we stock the largest number of AEDs and accessories anywhere, we ship most orders the same day.
- **FREE Shipping** – Available on all orders of \$99 or more in the contiguous USA.
- **Package Specials** – Get your AED of choice, complete with matched accessories at a special low price.
- **Secure Shopping** – By phone, web, fax, or mail; your order is guaranteed safe and secure.
- **Absolute Privacy** – We never sell or advertise customer information.
- **Pre-Approved Purchase Orders** – For all EMS, fire, and law enforcement agencies.
- **GSA Advantage Program eligible.**
- **30 Day Money Back Guarantee.**

# AEDs for Life