

ZOLL AEDs

KEY SELLING POINTS

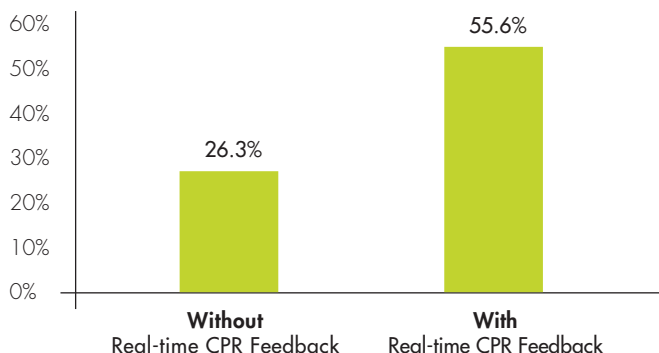
About ZOLL

ZOLL® is a pioneer in resuscitation technology—and has been for more than 25 years. Rescuers use our AED innovations to help save lives quickly and with confidence. These innovations transcend ZOLL's entire product portfolio and are integrated into all our public access AEDs.

Real-time, Guideline-driven CPR Feedback

ZOLL AEDs provide real-time feedback technology that guides rescuers through high-quality CPR compressions. This technology is critical to a sudden cardiac arrest (SCA) victim's survival. With over 1.5 million AEDs installed worldwide, ZOLL AEDs are trusted by safety leaders because they are smart, reliable, and ready for the rescue.

Cardiac Arrest Survival Rate



Research has shown ZOLL defibrillators equipped with Real CPR Help® technology – providing real-time feedback for depth and rate of chest compressions – combined with training more than doubled the chances of survival from cardiac arrest.¹

Why High-quality CPR Is Important

An AED will only recommend a shock 50% of the time on the first analysis. A cardiac arrest victim will require high-quality CPR all of the time.

- For the 50% of cases where no shock is advised, high-quality CPR increases the flow of oxygenated blood to the heart, brain, and other vital organs. With CPR, a victim's chance of survival increases significantly.
- Even when a shock is advised, a struggling heart needs high-quality CPR to provide it with oxygenated blood to return it to a normal rhythm.

The Effectiveness of Real-time Feedback

The American Heart Association (AHA), in a 2013 Consensus Statement, highlighted the importance of devices that can measure and provide feedback on CPR quality. All ZOLL AEDs include integrated, real-time feedback.

“... monitoring of CPR quality is arguably one of the most significant advances in resuscitation practice in the past 20 years and one that should be incorporated into every resuscitation and every professional rescuer program.”²

– American Heart Association CPR Quality Consensus Statement

Ready for the Rescue

An AED needs to be ready when you need it. All ZOLL AEDs perform a rigorous series of self-tests and use long-life consumables that minimize the frequency of maintenance:

- ZOLL AED Plus® pads and batteries last five years, thus requiring less frequent maintenance.
- Powerheart® G5 conducts daily self-tests of critical components and tests battery and pads for both presence and function.
- ZOLL AED 3® features WiFi connectivity that can report device readiness automatically to program management. Pads and battery have an industry-leading shelf life of five years.



WHICH ZOLL AED IS THE RIGHT CHOICE **FOR YOUR CUSTOMER?**

| Purpose | Questions to Ask Your Customers | Considerations |
|--------------------------------------|--|--|
| Enhanced Support for Untrained Users | <ul style="list-style-type: none"> Will those responding to emergencies always be individuals with current CPR certifications and AED training? Could a responder be unfamiliar with AEDs? | <ul style="list-style-type: none"> All ZOLL AEDs are easy to use regardless of a responder's level of training. ZOLL AED 3, with enhanced features like full-color rescue images, CPR Uni-Padz® electrodes, and a color compressions depth indicator can provide additional guidance for rescuers. |
| Multilingual Rescue Support | <ul style="list-style-type: none"> Is it possible that the responder might not be fluent in the language used on your current AED? | <ul style="list-style-type: none"> AED Plus and ZOLL AED 3 include rescue graphics or full-color rescue images that support multilingual environments. Powerheart G5 includes a dual-language feature so the rescuer can quickly choose between English or Spanish during the rescue. |
| Support for Pediatric Rescues | <ul style="list-style-type: none"> Could children potentially be present in or around your facility? (A child is defined as under 8 years old or weighing fewer than 55 pounds.) | <ul style="list-style-type: none"> AED Plus and Powerheart G5 support pediatric victims with separate pediatric pads. ZOLL AED 3 offers CPR Uni-padz with a five-year shelf life and a child mode that enables treatment of adults or children with the same pads. |
| Remote WiFi Monitoring of AED Status | <ul style="list-style-type: none"> How many AEDs do you have (or do you plan to install)? Will your AED(s) be located in the same facility as the program administrator? Is AED readiness a top priority for you? | <ul style="list-style-type: none"> All ZOLL AEDs can be managed through AED Program Management software. AED Plus and Powerheart G5 require manual input of device check and accessory data, which is generally adequate in small deployments or where adequate resources are available. ZOLL AED 3 offers WiFi capabilities that automate device checks and accessory data input, appropriate for larger or decentralized deployments. |

Having an AED Onsite Is Critical

Sudden cardiac arrest (SCA) is one of the leading causes of death in the U.S. The only effective treatment is a shock from an AED combined with high-quality CPR administered as soon as possible after a victim collapses. This ensures the most favorable outcome.

Cardiac Arrest Is More Common Than Most Think

- Cardiac arrest is a significant health issue, resulting in nearly 400,000 deaths annually in the U.S.³
- OSHA estimates that more than 10,000 cardiac-arrest fatalities occur at work annually, making it the single largest cause of death in the workplace and more than all other causes of workplace fatalities combined.⁴

Immediate Treatment Offers the Best Chance of Survival

- Untreated, a victim's chance of survival diminishes by 10% for every minute that passes after collapse.⁵
- If no AED is available, an untreated victim's chance of survival is only about 5%.⁵
- If an AED is available, the chance of survival increases to 24%.⁵
- The AHA recommends treatment of an SCA victim within three to four minutes of collapse to provide the best chances of survival.³
- Typical response times from emergency services are usually greater than seven minutes.⁶

For more information, visit www.zoll.com or call 800-804-4356
For technical support, call 800-348-9011

¹Bobrow B, et al. *Ann Emerg Med*. 2013 Jul; 62(1): 47-56, 31.

²Meaney PA, et al. *Circulation*. 2013;128:417-435.

³Mozaffarian D, et al. *Circulation*. 2015;131:e29-e322.

⁴OSHA Publication 3185 (2003), <https://www.osha.gov/SLTC/aed/index.html>. Accessed 27 May 2020 and CBO U.S. Bureau of Labor and Statistics, 2016.

⁵Weisfeldt M. et al. *Journal of the American College of Cardiology*. 2010; 55(16):1713-1720.

⁶Mell, H., Mumma, S., Hiestand, B., Carr, B., Holland, T., Stopyra, J. (2017, July 19). Emergency medical response times in rural, suburban and urban areas [Editorial]. *JAMA Surgery* DOI: 10.1001/jamasurg. 2017. 2230