



Leads Out Option

Color Coded Packaging

Specified Adult/Child or Infant/Pediatric

## COMPETITIVE DEFIBRILLATION ELECTRODE MATRIX 2016

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	⊘	⊘	⊘