

## The AED Plus Total Cost of Ownership (TCO) Advantage for FIVE Years

									
Year*	ZOLL AED Plus	Cardiac Science Powerheart G5	Cardiac Science Powerheart G3	Philips HeartStart OnSite & Home	Defibtech View	Philips HeartStart FRx	Physio-Control LIFEPAK CR Plus & EXPRESS	HeartSine samaritan PAD 350 & 450	Defibtech LIFELINE
1	--	--	--	--	--	--	--	--	--
2	--	--	--	--	--	--	--	--	9V Battery: \$7
3	--	Pads: \$69	Pads: \$46	Pads: \$67	Pads: \$59	Pads: \$56	Pads & Charge Pack: \$100	--	9V Battery: \$7 Pads: \$38
4	--	--	--	--	--	--	--	Padpak (battery & pads): \$175	9V Battery: \$7
5	--	Pads: \$69 Battery: \$395	Pads: \$46 Battery: \$395	Pads: \$67 Battery: \$169	Pads: \$59 Battery: \$169	Pads: \$56 Battery: \$167	Pads & Charge Pack: \$100	--	9V Battery: \$7 Pads: \$38
<b>Total Cost</b>	<b><u>\$0</u></b>	<b><u>\$533</u></b>	<b><u>\$487</u></b>	<b><u>\$303</u></b>	<b><u>\$287</u></b>	<b><u>\$279</u></b>	<b><u>\$200</u></b>	<b><u>\$175</u></b>	<b><u>\$104</u></b>
<b>Changes Required</b>	<b><u>0</u></b>	<b><u>3</u></b>	<b><u>3</u></b>	<b><u>3</u></b>	<b><u>3</u></b>	<b><u>3</u></b>	<b><u>4</u></b>	<b><u>1</u></b>	<b><u>6</u></b>

\* NOTE: Years shown assume changes are made on the first day of the following year. Therefore an accessory that lasts 2 years would be replaced on day one of year three.

## The AED Plus Total Cost of Ownership (TCO) Advantage For TEN Years

Year*	ZOLL AED Plus	Cardiac Science Powerheart G5	Cardiac Science Powerheart G3	Philips HeartStart OnSite & Home	Defibtech View	Philips HeartStart FRx	Physio- Control LIFEPAK CR Plus & EXPRESS	Defibtech LifeLine	HeartSine samaritan PAD 350 & 450
1	--	--	--	--	--	--	--	--	--
2	--	--	--	--	--	--	--	9V Battery: \$7	--
3	--	Pads: \$69	Pads: \$46	Pads: \$67	Pads: \$59	Pads: \$56	Pads & Charge Pack: \$100	9V Battery: \$7 Pads: \$38	--
4	--	--	--	--	--	--	--	9V Battery: \$7	Pad pak: \$175
5	--	Pads: \$69 Battery: \$395	Pads: \$46 Battery: \$395	Pads: \$67 Battery: \$169	Pads: \$59 Battery: \$169	Pads: \$56 Battery: \$167	Pads & Charge Pack: \$100	9V Battery: \$7 Pads: \$38	--
6	CPR-d Padz: \$169 Batteries: \$75	--	--	--	--	--	--	9V Battery: \$7 Battery Pack: \$149	--
7	--	Pads: \$69	Pads: \$46	Pads: \$67	Pads: \$59	Pads: \$56	Pads & Charge Pack: \$100	9V Battery: \$7 Pads: \$38	--
8	--	--	--	--	--	--	--	9V Battery: \$7	Pad pak: \$175
9	--	Pads: \$69 Battery: \$395	Pads: \$46 Battery: \$395	Pads: \$67 Battery: \$169	Pads: \$59 Battery: \$169	Pads: \$56 Battery: \$167	Pads & Charge Pack: \$100	9V Battery: \$7 Pads: \$38	--
10	--	--	--	--	--	--	--	9V Battery: \$7	--
<b>Total Cost</b>	<b>\$244</b>	<b>\$1,066</b>	<b>\$974</b>	<b>\$606</b>	<b>\$574</b>	<b>\$558</b>	<b>\$400</b>	<b>\$364</b>	<b>\$350</b>
<b>% more than ZOLL</b>	--	337% More	299% More	148% More	135% More	107% More	64% More	49% More	43% More
<b>Changes required</b>	<b>2</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>8</b>	<b>14</b>	<b>2</b>
<b>% more than ZOLL</b>	--	200% More	200% More	200% More	200% More	200% More	300% More	600% More	--

\* NOTE: Years shown assume changes are made on the first day of the following year. Therefore an accessory that lasts 2 years would be replaced on day one of year three.