



Competitive Defibrillation Electrode Matrix 2016



| Supplier | Lead Wire | Shelf Life | Savings | Breadth of Product Line | Standardization Capabilities |
|-------------------|------------|----------------|--|--|--|
| Heart Sync | 60" | 3 years | <p>Significant cost savings versus the competition. Currently have multiple GPO contracts.</p> | <ul style="list-style-type: none"> American Heart Association guided packaging artwork Adult/Child and Pediatric Transparent & Translucent Leads Out/Pre-Connect All Connector Styles Large Posterior Pad Option | <ul style="list-style-type: none"> Provide all Connector Styles All instructions are in English IFU on every Package Easy for Staff to Use Color Coded Pad Placement System Picture Diagram on Packaging & Pads Instructions on all Release Liners Product Swap Out w/Cable Conversion |
| Conmed | 42 | 3 | ⊘ | ⊘ | ⊘ |
| Philips | 42 | 2 | ⊘ | ⊘ | ⊘ |
| Zoll | 24 | 2 | ⊘ | ⊘ | ⊘ |
| Medtronic | 24 | 2 | ⊘ | ⊘ | ⊘ |
| Covidien | 42 | 2 | ⊘ | ⊘ | ⊘ |