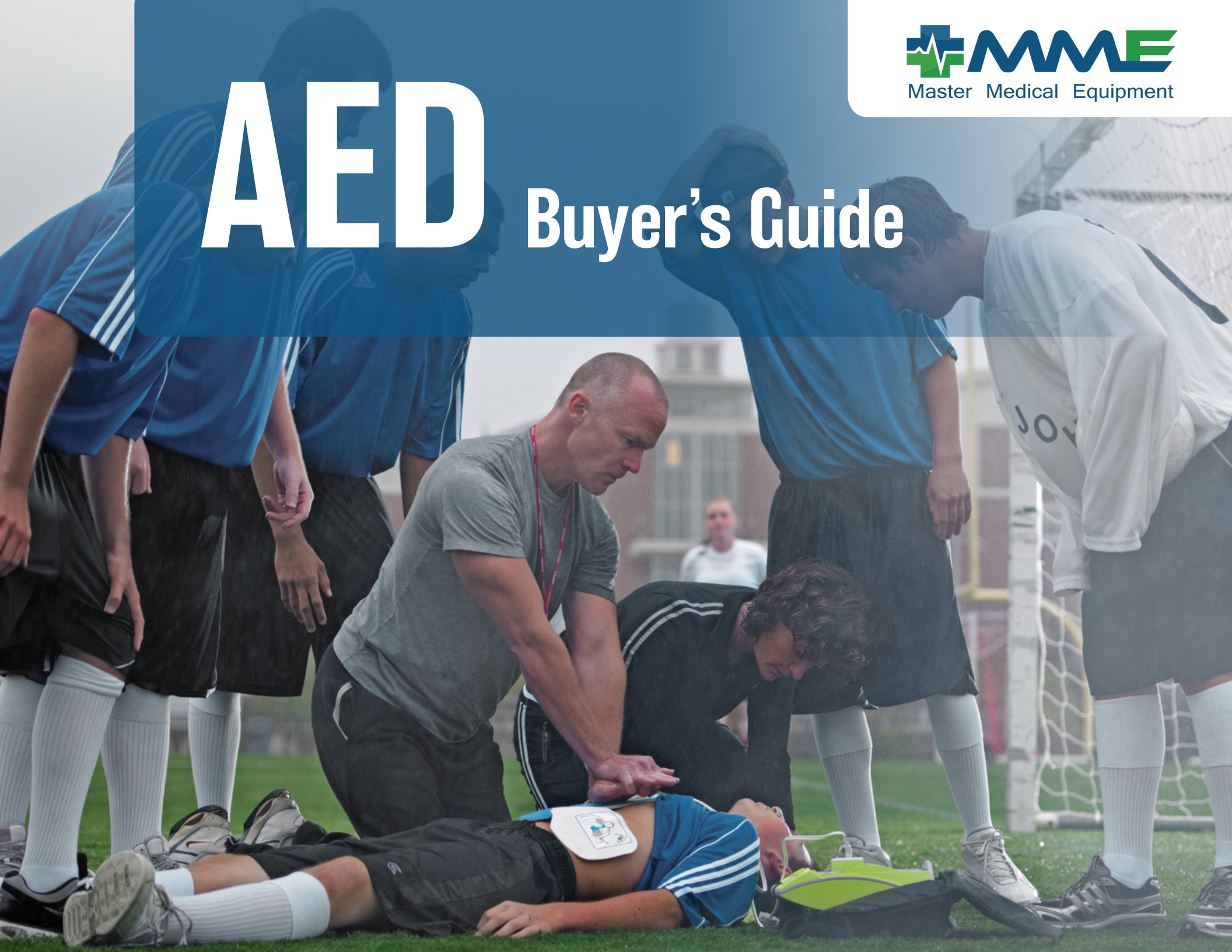


# AED

## Buyer's Guide



# What is an AED?

The American Heart Association estimates 350,000 people die each year from Sudden Cardiac Arrest (SCA). The only treatment against this is a defibrillation shock from an AED. They may seem like technical, professional devices, but AEDs are actually all designed to be user-friendly and simple for anyone to operate.



An AED, or Automated External Defibrillator, is a device which is used to deliver a shock of electricity to a victim of cardiac arrest. Cardiac arrest (also known as cardiopulmonary arrest) is when a person's heart cannot give a normal circulation of blood through the body as the heart is failing to beat a regular rhythm. Delivering a shock from a defibrillator stops the heart, and encourages it to restart in its natural rhythm, helping to save the victim's life.

Delivering this life-saving shock used to be a job only for healthcare professionals, however these devices have now been adapted with helpful voice and visual prompts to allow anyone, trained or untrained, to use it to help save a life.

Public access to these units is vital for increasing survival statistics, which is why you may see them more in local communities and public locations all over the US, from schools, to malls and offices.

## Why buy from Master Medical Equipment?

As a completely independent supplier of AEDs, accessories, and everything you need to help save a victim of cardiac arrest, we are able to give you completely honest and impartial advice on exactly which AED meets your needs and budget.

The FDA-approved AEDs we provide come from the top manufacturers on the market. To assist you in maintaining these machines, we also stock a wide range of accessories to keep your AED in a state of readiness at all times.

We are committed to getting as many AEDs into public places as possible as well as helping to spread the knowledge of life-saving care to help preserve the lives of those who suffer a cardiac arrest.

In addition to this, we have a team of expert and experienced AED Product Specialists ready and willing to share their knowledge to provide you with the best service possible.

# Common Features

AEDs come with a variety of features, some of which are common to all but other features can be unique to a specific model or manufacturer. This helps you decide what kind of defib is going to fit in with your needs. It is then up to us to assist you in getting the right model to fit your requirements.



## Ease of Use

Although AEDs seem advanced, they are designed to be easy to use even if you've never been trained to use one. There are two types of units available, a Semi-Automatic or a Fully-Automatic AED. The difference between the two is that the semi-auto model, you will control the delivery of the shock using the shock button, but the fully-automatic model will deliver the shock automatically, leaving you to concentrate on chest compressions.

All AEDs come with a voice prompt which will coach you through the process, even telling you when to start and stop CPR compressions. Multiple language options are also available on some AEDs, these are the kinds of feature options which should be considered when deciding which AED is best for you. But don't forget, no matter what model, all public AEDs are easy-to-use.

## Warranty

Every single new AED we sell comes with a manufacturer's warranty which can range from 5 to 8 years, giving you total peace of mind with your investment. Recertified AEDs come with a 1-year warranty from MME, with options to extend to a longer warranty or service plan.

## Biphasic Waveform

All AEDs are designed to give a biphasic waveform, a type of shock given to the patient when suffering from Cardiac Arrest. The shock is achieved when two pads are placed on the body of a victim, creating a circuit for the shock to travel through to the heart. This has been tried, tested and confirmed to be more effective than monophasic shock!

## Reliability

All units perform daily, weekly and monthly self-checks to make sure that all components are functioning correctly so that your AED is in a constant state of readiness.

If your AED finds any problem with the device which may impact its performance, you will be informed with a visible or audible alarm on your unit. You can help to keep AED maintenance simple and easy, simply by storing your AED in a wall bracket. By keeping it accessible, you'll be able to notice any alerts easily and fix any warnings as soon as you're made aware of them. Storing your unit on the wall is also useful for alerting people in the environment of its location and easy accessibility.

## Training

If you make only one other optional purchase, then an effective training program will be the best investment for you. Providing effective training has actually proven to be a more effective rescue in a real-life emergency situation and can also help to build confidence in taking action in an emergency.

We offer training courses all around the country. It is relatively cost-friendly, and we can certify you in CPR. Call us at 866-468-9558 or visit [www.thedefibshop.com/aed-cpr-courses](http://www.thedefibshop.com/aed-cpr-courses) to learn more about the specific classes we offer.

## Wall Cabinet

A wall cabinet will keep your investment safe from dust or moisture, but it will also alert everyone to the location of your AED should they need it during an emergency situation. You can choose your cabinet based on material to suit its environment, and whether to have it equipped with or without audible alarms and strobe light alarms. These features can also help signal that an emergency situation is taking place, as well as deter potential theft.

## Spare battery

Should you need to use your AED in a medical emergency, the last thing you want to be notified of is a low battery, but this is actually the primary source of failure in all electronic devices.

Although each unit has an audible alarm to advise when the battery is due to expire, keeping a spare battery with your device will ensure that your unit is ready to deliver a rescue at all times.



# Unique AED Features

## Color, size, and weight

All AEDs are designed differently depending on the manufacturer, and while each one may look different, all have the same purpose: to save a life. Every AED is designed to look friendly and non-threatening while still being compact and lightweight, perfect to be placed alongside first aid kits or rescue bags for easy portability. Some units are even designed with an inbuilt carry handle to make them easily mobile for the user. With this in mind, you can have confidence that your AED will have the same purpose regardless of the color, size or design you choose.

## Shock Levels: Fixed Energy V Escalating Energy

As we mentioned before, all the AEDs we sell deliver a biphasic shock, but the way this is delivered can be one of two ways. An AED with fixed energy delivery has fixed energy levels, which means all shocks delivered will have the same energy levels, usually 300/350 joules. An AED with escalated energy delivery provides escalating energy levels; the first shock may be delivered at 150 joules, the second at 200 joules, and then the third and all subsequent shocks typically around 300 joules. Manufacturers may claim their method of delivery is the most effective, but we would recommend you to best choose based on your personal preference if this is an important factor in your needs.

## Manual Override

Manual override is a function which can only be found on certain AEDs, which allows the user to have more control over the rescue process. This is a beneficial feature for medical professionals as it allows them to override the automatic prompts and the analyzing stage to give a shock, allowing them to take control of the rescue from a professional perspective.

We advise that only medically trained users purchase an AED with a manual override feature to ensure the most effective rescue can be provided.

## Battery Life

Battery life is a very important factor when choosing which AED to invest in, as you will need to replace the battery when needed, regardless of use. We provide a free reminder service for your battery which will alert you one month before expiry, allowing you to replace it with plenty of time to spare. It is crucial to ensure your AED battery is constantly working and is replaced when necessary.

## Rechargeable Batteries

Rechargeable batteries can be purchased for some AEDs, however they are not available for all units. The AEDs with rechargeable battery options are usually higher-scale units and come with additional features such as ECG screens and manual override capability. These units are more popular with EMS and clinical use where the AED may be used more frequently, in this case a rechargeable battery is cost effective and ensures full battery levels at all times.

## Electrode Self-Test

All AEDs complete self-tests to ensure your device is ready for a rescue at all times. This test includes the checking of internal circuitry and battery levels which is done automatically by the unit. Users will be alerted to any problems via an audible or visual alarm so it can be managed or adjusted accordingly.

Some devices will check to ensure the electrode pads are pre-connected and Cardiac Science AEDs even check the efficiency of the gel on the pads - this allows you to be completely satisfied that every element of the device will work when you need it most.

## Carry Case

Not all AEDs come equipped with a carry case, so its a good idea to protect your investment by purchasing a soft or hard carry case. Having a carry case is also beneficial for carrying other items essential during a rescue such as gloves, pocket masks, towels, scissors, razors or spare electrode pads. This allows you to keep your life-saving equipment all in one place for quick access.

## Spare Electrodes/Pediatric pads

As electrode pads are single-use only, we recommend keeping a spare pair with your rescue kit. This ensures that even if one pair should be compromised or need to be used, you always have a backup set. An AED has the ability to offer a defibrillation shock to both adults and children, however this can only be achieved by changing the electrode pads to pediatric electrodes. These allow the AED to reduce the energy levels, providing a shock which is safe for a child's size and frame.

An alternative method for this is the use of a pediatric key - an option not available for all units, but removes the need for pediatric pads and can quickly reduce the level of shock on units which can use it. Some AEDs come with a switch to change the amount of shock whether it is set to "adult" or "child." This function is almost a necessity for environments inhabited mainly by children, such as schools, where the AED can easily be switched without needing to switch out for pediatric pads.

## ECG Display

An ECG is a record of the electrical rhythm and electrical activity of your heart which appears on screen in a graph-style display. This is a useful feature for those who are medically trained to help track the progress of the victim's heart rate. While this may seem like a helpful addition to your AED, it is not a required feature and can be distracting to a less confident or untrained user. ECG displays tend to be found on the more expensive and professional models, so you can save yourself unnecessary expense by not having ECG functionality.

## IP Ratings

Every device comes with an IP rating, however each design of AED has a unique code, allowing you to make your decision based on your environment and needs. An IP rating establishes exactly how protected your device is in terms of common elements. The first number establishes its protection level against dust and the second is protection against water. The higher the number, the more protection the unit has. For example, an AED with an IP rating of 64 is highly protected from dust and splashing water; this would make it a great option if your device was going to be placed outside or at a gym as it would be fully protected against possible environmental factors it could come in contact with.

## Visual Prompts

Most AEDs are equipped with visual prompts to assist rescuers through the rescue process. This is to help ensure that none of the vital steps are missed and users can provide care with confidence. Manufacturers have taken their own routes in how to present visual guidance, meaning a lot of them vary in how detailed they are for the user.

Some units opt for simplicity, and display the elapsed time between shocks, number of shocks delivered, and CPR guidance using an LCD screen. Others use animations to build a step-by-step picture of the en-

tire rescue on the screen of the device. Before buying your AED, consider who will be using the unit and how much potential guidance users may need.

## Voice Prompts

Voice prompts are built-in to all AEDs to help guide the user through the rescue process. Each AED model is different in how much detail the voice prompts provide, but they all guide the user through each crucial step. Some units are extremely specific in their vocal coaching, taking you step by step through how to prepare the victim for the shock, and how to provide CPR along with ensuring that you are keeping to a regular and effective rhythm.

Other units will go quiet through this process, only offering information such as elapsed time to next analysis. This would be most suited to medical professionals who can deliver the care based on their knowledge without distraction from the unit. There are also AEDs on the market which allow you to choose from either option by simply pressing a button on the unit.

## Accessories

There are lots of essential as well as optional extras to consider when choosing your AED. All units when purchased come equipped with a battery and at least one set of adult electrode pads. However, since all pads are single-use only, we always advise you buy a second pair to keep with your rescue kit as a backup.

When comparing AEDs, be sure to consider all potential additions you may need for your device so you can assess its real value; some come supplied with additional sets of electrode pads, carrying case, or spare batteries, reducing the overall cost of your investment.

If you're unsure what additional accessories are required with your AED, feel free to give our team a call and we will happily advise you on what is best for your particular device and set of needs.

## Wall Signs

A Wall Sign is an essential purchase to ensure your AED is visible and can be quickly located in the event of an emergency. Available in a range of sizes, we suggest you explore our range to help you find the right sign to suit your environment.

## Finance Options

At MME, we understand that an AED, while needed by everyone, is not always affordable for everyone. This is why we offer services such as the AED Trade-In Program as well as finance packages which allow you to pay for your unit in monthly installments.

To learn more about our finance options, please contact our MME team at 731.554.1223

# Buying Tips

Purchasing an AED involves some very important considerations. At Master Medical Equipment, we advise you purchase a device that all potential rescuers will be comfortable to use. Choose an AED which is within your budget and consider the cost of replacement batteries and electrode pads over the term of your AED ownership.

We also recommend considering optional items such as training and accessories to ensure your rescuers are confident with handling the AED and performing the rescue process in an emergency situation. Don't forget, our experts can answer any additional questions you might have at 731.554.1223



## How to order

If you're looking for additional information, our website is a knowledge center with detailed product information, repairs and service, chat lines, and much more. We also have sales and support staff available at 1.866.468.9558 to answer any of your questions about AEDs, medical equipment, accessories, or training options. Alternatively, you can order from our website, [www.MMEMed.com](http://www.MMEMed.com)

We want to help you locate your perfect AED as quickly as possible!

## Absolute Privacy

We are registered with the Data Protection Agency, so you can have confidence that when you give your details to us, we will never pass them on to a third party.



## Secure Shopping

We accept all major credit and debit cards and can guarantee, whether you decide to order by phone, fax, email, or online, that your order will be safe and secure.



# AED Storage

## Zoll Wall Mount Cabinet

Once you've chosen the right AED for your needs, the next point to consider is storage. You've made a great investment in a life-saving device and it's prudent to make it accessible for use and to keep it safe.

This unit can be used for other brand AEDs as long as they fit within the box which measures as 17.5 inches by 17.5 inches by 9 inches. Zoll AED wall cabinet includes Audible Alarm for security and is activated when door is opened.



### Things to consider

Your environment: Will the defibrillator be stored inside or outside?

-Inside: What kind of space do you have? A wall bracket or indoor cabinet will be the perfect way to store your AED, dependent on the space you have. AED Armor Indoor Cabinets can come equipped with an alarm for extra safety.

-Outside: What type of outside cabinet will you choose? Heating is a must, studies have proven that low temperatures can drastically reduce battery life and the pads must be kept at an optimum temperature to ensure the adhesive stays intact and ready for a rescue

### Signage

How will you make everyone aware of the location of your AED?

Inside: There are a range of A4 & A5 AED identifying signs that can be used as well as an A3 quick reference poster that will guide trained and untrained responders through using an AED for a rescue.

Outside: A 3D metal sign is perfect to accompany your outside cabinet to highlight the AED to passers-by in the event of an emergency.

### Additional Items

Rescue kits: Every AED supplied by MME comes with a rescue kit containing the basic accessories needed for rescue. Razor, shears, gloves, and a face shield are just some of the things that may be necessary in the event of an emergency rescue.

As there may be more than one responder present or more than one rescue attempted in a short space of time, additional rescue kits alongside your additional rescue pads are advised.



# Finance

## Making AEDs affordable

For most people, the price of an AED is priceless; how do you put a price on a lifesaving device? How do you put a price on a life?

However, we understand that for lots of organizations, the price of an AED can be a barrier and that there is a need to make a full AED solution more affordable.

We offer finance options on all of the AED solutions that we sell and you can finance an AED from just \$37.99 a week.

This can be applied for on our website or speak to our helpful customer care team to find out more.

# Training

## Confident and effective rescues

AEDs are simple and easy-to-use so why do you need training? We get asked this question all the time and the answer is that most people don't know this simple fact.













Training is imperative to do what we promise above; ensure confident and effective rescues. All the AED & CPR training that we provide with our training partner is BESPOKE training. This means that all your responders will train on the AED that your organization has which builds their confidence and familiarity with the device.

Though they all deliver the same result in the end, each manufacturer's AED gets there in a different way. By familiarizing your responders with their AED through ample training and practical time





# FDA Approved AED Comparison Chart:

	Cardiac Science Powerheart G3	Cardiac Science Powerheart G5	Philips Heartstart FRx	Philips Heartstart FR3	Philips HeartStart Onsite	HeartSine Gateway 450P	Physio Control LifePak 1000	Physio Control LifePak CR Plus	Lifepak CR2 with wifi	Zoll AED Plus	Zoll AED Pro	Zoll AED 3 BLS
												
	Rigorous self-checks, 4-year battery warranty, variable escalating energy as low as 95J with adult pads. Visual and audio instructions.	Only AED that checks for pads and their functionality, Intellisense CPR pads, 4yr battery warranty, Variable energy taking energy as low as 95j with adult pads.	Recognized domestic brand, quick shock, pediatric key functionality.	Advanced features for the professional responder. A reduced number of steps to deployment means fast revival time.	Recognized domestic brand, quick shock, intuitive pad opening design	Ideal for multi- site, connects to wifi and reports status of weekly self test. Can be fitted to any HeartSine > 2013	Rugged easy-to-use, recognized brand. CPRMAX Technology, ECG capability, programmable.	360j energy, highest on the market, trickle charge stick design, pads compatible with lifepak brand	Connected technology, pediatric button, 360j energy, CPR coach, pads compatible with lifepak brand for EMS. Lifeline basic license	Real CPR Feedback technology, LCD text display, long life pads 5 years and Duracell batteries	Real CPR Feedback technology, LCD display, long life pads 5 years	Color Video Screen, Connected technology, pediatric button, real time CPR feedback device, rapid shock
Features:												
Visual & Audio display	YES	YES	NO	YES	NO	NO	YES	NO	NO	YES	YES	YES
Provides CPR Feedback for the rescuer	NO	YES	NO	NO	NO	NO	NO	NO	NO	YES	YES	YES
Unit performs rigorous self-checks	YES	YES	YES	YES	YES	NO	NO	NO	NO	NO	NO	NO
Simple pad and battery replacement	NO	NO	NO	NO	NO	YES	YES	YES	YES	YES	YES	YES
Cost-efficient battery and pads, combined with a long shelf life	NO	NO	NO	NO	NO	YES	YES	YES	NO	YES	YES	YES
Remote access to check readiness via wifi	NO	NO	NO	NO	NO	NO	NO	NO	YES	NO	NO	YES
Ability to reduce shock for pediatric use without having to buy separate pads	NO	NO	NO	YES	NO	NO	NO	NO	YES	NO	NO	YES
Smaller defib - Easily portable	NO	NO	YES	YES	YES	YES	NO	NO	YES	NO	NO	NO
Carry case included in price	YES	YES	YES	YES	YES	YES	YES	YES	NO	YES	YES	NO
Very simple, no lid, etc.	NO	NO	YES	NO	YES	YES	YES	NO	NO	NO	YES	YES
Latest Technology	NO	NO	NO	NO	NO	YES	NO	NO	YES	NO	NO	YES
Available to change languages at push of a button	NO	YES	NO	NO	NO	NO	NO	NO	YES	NO	NO	YES
High IP Rating (built to military standard)	NO	YES	YES	YES	NO	YES	YES	NO	YES	YES	YES	YES
Battery can be used for multiple shocks	YES	YES	YES	YES	YES	NO	YES	NO	YES	YES	YES	YES



Master Medical Equipment