



## Lowest Total Cost of Ownership Overview

# How Expensive?

- ZOLL's "555 Advantage"
  - Warranty: 5 years\*
  - Batteries last: 5 years
  - **CPR-D•padz<sup>®</sup>** last: 5 years\*



\* Can be extended to 7 years at no charge with registration at ZOLL



# The TCO Advantage

- Install the AED Plus and it will remain ready to use for FIVE years
  - Without spending a cent
  - Without replacing anything



- Lowest Total Cost of Ownership
  - Over 5 or 10 year period



# Once Installed

- Next 5 years: Nothing to replace or buy
- Next 10 years: Replace pads and batteries once for \$249\*
  
- Other AEDs:
  - Next 5 years: replacing 3 to 6 items could cost \$430
  - Next 10 years: replacing 6 to 14 items could cost \$860



# Five Year Comparison

Year**	ZOLL AED Plus	Cardiac Science Powerheart G3	Defibtech View	Philips OnSite	Philips FRx	Physio CR Plus	HeartSine PAD	Defibtech LifeLine
1	--	--	--	--	--	--	--	--
2	--	--	--	--	--	--	--	9V Battery: \$9
3	--	Pads: \$40	Pads: \$59	Pads: \$61	Pads: \$50	Pads & Charge Pack: \$88	--	9V Battery: \$9 Pads: \$38
4	--	--	--	--	--	--	--	9V Battery: \$9
5	--	Pads: \$40 Battery: \$350	Pads: \$59 Battery: \$169	Pads: \$61 Battery: \$153	Pads: \$50 Battery: \$153	Pads & Charge Pack: \$88	Pad pak: \$165	9V Battery: \$9 Pads: \$38
<b>Total Cost</b>	<b><u>\$0</u></b>	<b><u>\$430</u></b>	<b><u>\$287</u></b>	<b><u>\$275</u></b>	<b><u>\$253</u></b>	<b><u>\$176</u></b>	<b><u>\$165</u></b>	<b><u>\$112</u></b>
<b>Changes Required</b>	0	3	3	3	3	4	1	6



# Ten Year Comparison

Year**	ZOLL AED Plus	Cardiac Science Powerheart G3	Defibtech View	Philips OnSite/Home	Philips FRx	Defibtech LifeLine	Medtronic CR Plus	HeartSine Pad
1	--	--	--	--	--	--	--	--
2	--	--	--	--	--	9V Battery: \$9	--	--
3	--	Pads: \$40	Pads: \$59	Pads: \$61	Pads: \$50	9V Battery: \$9 Pads: \$38	Pads & Charge Pack: \$88	--
4	--	--	--	--	--	9V Battery: \$9	--	Pad pak: \$165
5	--	Pads: \$40 Battery: \$350	Pads: \$59 Battery: \$169	Pads: \$61 Battery: \$153	Pads: \$50 Battery: \$153	9V Battery: \$9 Pads: \$38	Pads & Charge Pack: \$88	--
6	CPR d padz: \$169 Batteries: \$75	--	--	--	--	9V Battery: \$9 Battery Pack: \$149	--	--
7	--	Pads: \$40	Pads: \$59	Pads: \$61	Pads: \$50	9V Battery: \$9 Pads: \$38	Pads & Charge Pack: \$88	--
8	--	--	--	--	--	9V Battery: \$9	--	Pad pak: \$165
9	--	Pads: \$40 Battery: \$350	Pads: \$59 Battery: \$169	Pads: \$61 Battery: \$153	Pads: \$50 Battery: \$153	9V Battery: \$9 Pads: \$38	Pads & Charge Pack: \$88	--
10	--	--	--	--	--	9V Battery: \$9	--	--
<b>Total Cost</b>	<b><u>\$244</u></b>	<b><u>\$860</u></b>	<b><u>\$574</u></b>	<b><u>\$550</u></b>	<b><u>\$506</u></b>	<b><u>\$382</u></b>	<b><u>\$352</u></b>	<b><u>\$330</u></b>
<b>Pct More than ZOLL</b>	--	252% More	135% More	125% More	107% More	57% More	44% More	35% More
<b>Changes Required</b>	<u>2</u>	<u>6</u>	<u>6</u>	<u>6</u>	<u>6</u>	<u>14</u>	<u>8</u>	<u>2</u>
<b>Pct More than ZOLL</b>	--	200% More	200% More	200% More	200% More	600% More	300% More	--



# Batteries and the Red X

- When the AED Plus shows a red X in the status window
  - And begins beeping
  - And when turned on says “Change Batteries”
  - It has enough power remaining to deliver at least 9 shocks!

