



















## The AED Plus Total Cost of Ownership (TCO) Advantage (Over 5 Years)

									
Year*	ZOLL AED Plus	Cardiac Science Powerheart G5	Cardiac Science Powerheart G3	Philips HeartStart OnSite	Philips HeartStart FRx	Physio-Control LIFEPAK CR Plus & EXPRESS	HeartSine Samaritan 350, 360 & 450	Defibtech LIFELINE	Defibtech View
1	--	--	--	--	--	--	--	--	--
2	--	--	--	--	--	--	--	9V Battery: \$9	--
3	--	Pads: \$69/ iCPR Pads: \$198	Pads: \$51	Pads: \$67	Pads: \$56	ChargePAK : \$100	--	9V Battery: \$9 Pads: \$38	Pads: \$59
4	--	--	--	--	--	--	Padpak (battery & pads): \$176	9V Battery: \$9	--
5	--	Pads: \$69/ iCPR Pads: \$198 Battery: \$395	Pads: \$51 Battery: \$398	Pads: \$67 Battery: \$169	Pads: \$56 Battery: \$169	ChargePAK : \$100	--	9V Battery: \$9 Pads: \$38	Pads: \$59 Battery: \$169
<b>Total Cost</b>	<b>\$0</b>	<b>\$533 /iCPR \$791</b>	<b>\$500</b>	<b>\$303</b>	<b>\$281</b>	<b>\$200</b>	<b>\$176</b>	<b>\$112</b>	<b>\$287</b>
<b>Changes Required</b>	<b>0</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>1</b>	<b>6</b>	<b>3</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 (10 Years)

									
Year*	ZOLL AED Plus	Cardiac Science Powerheart G5	Cardiac Science Powerheart G3	Philips HeartStart OnSite	Philips HeartStart FRx	Physio-Control LIFEPAK CR Plus & EXPRESS	HeartSine Samaritan 350, 360 & 450	Defibtech LIFELINE	Defibtech View
1	--	--	--	--	--	--	--	--	--
2	--	--	--	--	--	--	--	9V Battery: \$9	--
3	--	Pads: \$69/ iCPR Pads: \$198	Pads: \$51	Pads: \$67	Pads: \$56	ChargePAK : \$100	--	9V Battery: \$9 Pads: \$38	Pads: \$59
4	--	--	--	--	--	--	--	9V Battery: \$9	--
5	--	Pads: \$69/ iCPR Pads: \$198 Battery: \$395	Pads: \$51 Battery: \$398	Pads: \$67 Battery: \$169	Pads: \$56 Battery: \$169	ChargePAK : \$100	Padpak (battery & pads): \$176	9V Battery: \$9 Pads: \$38	Pads: \$59 Battery: \$169
6	CPR-d Padz: \$169 Batteries: \$75	--	--	--	--	--	--	9V Battery: \$9 Battery Pack: \$149	--
7	--	Pads: \$69/ iCPR Pads: \$198	Pads: \$51	Pads: \$67	Pads: \$56	ChargePAK : \$100	--	9V Battery: \$9 Pads: \$38	Pads: \$59
8	--	--	--	--	--	--	--	9V Battery: \$9	--
9	--	Pads: \$69/ iCPR Pads: \$198 Battery: \$395	Pads: \$51 Battery: \$398	Pads: \$67 Battery: \$169	Pads: \$56 Battery: \$169	ChargePAK : \$100	Padpak (battery & pads): \$176	9V Battery: \$7 Pads: \$38	Pads: \$59 Battery: \$169
10	--	--	--	--	--	--	--	9V Battery: \$9	--
<b>Total Cost</b>	<b>\$244</b>	<b>\$1,066/ iCPR \$1,582</b>	<b>\$1000</b>	<b>\$606</b>	<b>\$562</b>	<b>\$400</b>	<b>\$352</b>	<b>\$382</b>	<b>\$574</b>
<b>% more than ZOLL</b>	--	337% More/iCPR 548% More	310% More	148% More	130% More	64% More	43% More	57% More	135% More
<b>Changes required</b>	<b>2</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>8</b>	<b>14</b>	<b>14</b>	<b>6</b>
<b>% more than ZOLL</b>	--	200% More	200% More	200% More	200% More	300% More	600% More	600% More	200% 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.