



## Competitive Comparison



Features	Defibtech Lifeline	Defibtech Lifeline View*^^	HeartSine® samaritan® PAD 350P	HeartSine® samaritan® PAD 450P	Cardiac Science AED G3 Plus	Cardiac Science AED G5	Zoll AED Plus	Philips Heartstart Onsite	Philips Heartstart FRx	Philips Heartstart FR3*^^	Medtronic/ Physio Control Lifepak Express	Medtronic/ Physio Control CR Plus **^
Cost of Unit - MAP	\$1,245	\$1,595	\$1,175	\$1,695	\$1,595	\$1,695	\$1,699	\$1,199	\$1,559	\$2,520	\$1,295	\$1,695
Add on: Carrying Case	\$99	\$99	included	included	\$150	\$120	\$105	\$101	\$147	\$243	included	included
Adult Pad cost/ expiry life	\$38 / 2 yrs	\$59 / 2 yrs	\$155 / 4 yrs	\$175 / 4 yrs	\$49.95 / 2 yrs	\$69 / 2 yr	\$169 / 5 yrs	\$67 / 2 yrs	\$56 / 2 yrs	\$46 / 2 yrs	\$88 / 2 yrs	\$88 / 2 yrs
Ped Pad cost/ expiry life	\$99 / 2 yrs	\$99 / 2 yrs	\$200 / 4 yrs	\$210 / 4 yrs	\$99 / 2 yrs	\$102/ 2 yr	\$95 / 2 yrs	\$108 / 2 yrs	\$108 - key	\$97 - key	\$110 / 2 yrs	\$110 / 2 yrs
Battery expiry life/ cost	5 yrs / \$149 or 7 yrs / \$199 *^ 1 yr / 9 volt	4 yrs / \$169	4 yr Padpak comes w/ pads	4 yr Padpak comes w/ pads	4 yrs / \$395	\$395 / 4 yrs	5 yrs / \$75 (10 Lithium Batteries)	4 yrs / \$169	4 yrs / \$169	3 yrs / \$270	2 yr chargepak comes w/ pads	2 yr chargepak comes w/ pads
Size (h x w x d) in.	2.7 x 8.5 x 11.8	2.3 x 7.3 x 9.5	1.9 x 7.25 x 8	1.9 x 7.25 x 8	3.3 x 10.6 x 12.4	3.4 x 9 x 11.3	5.2 x 9.5 x 11.5	2.8 x 7.4 x 8.3	2.4 x 7.1 x 8.9	2.7 x 5.3 x 8.7	4.2 x 8 x 9.5	4.2 x 8 x 9.5
Weight	4.4 lbs	3 lbs	2.4 lbs	2.4lbs	6.6 lbs	5.7 lbs	6.7 lbs	3.3 lbs	3.5 lbs	3.8 lbs	4.5 lbs	4.5 lbs
IP Rating (dust and water)	IP 54	IP 55	IP 56	IP 56	IP 24	IP 55	IP 55	IP 21	IP 55	IP 55	IPX4*	IPX4*
Warranty	8 yrs	8 yrs	8 yrs	8 yrs	7 yrs	8 yrs	7 yrs	8 yrs	8 yrs	5 yrs	5 yrs	8 yrs
Full Auto Option Available ***	Yes	No	No	No	Yes	Yes	Yes	No	No	No	Yes	Yes
Cost of unit & case	\$1,344	\$1,694	\$1,175	\$1,695	\$1,745	\$1,815	\$1,804	\$1,300	\$1,706	\$2,763	\$1,295	\$1,695
Cost of pads	\$114	\$177	\$155	\$175	\$150	\$69	\$169	\$201	\$168	\$138	\$264	\$264
Cost of batteries	\$54	\$169	N/A	N/A	\$395	\$395	\$75	\$169	\$169	\$540	N/A	N/A

### 7 Year Costs

Consumable Cost	\$168	\$346	\$155	\$175	\$545	\$602	\$244	\$370	\$337	\$678	\$264	\$264
Total Cost	\$1,512	\$2,040	\$1,330	\$1,870	\$2,290	\$2,417	\$2,048	\$1,670	\$2,043	\$3,441	\$1,559	\$1,959

### 15 Year Costs

Consumable Cost	\$790	\$920	\$465	\$525	\$1,535	\$1,668	\$488	\$976	\$899	\$1,402	\$616	\$616
Total Cost	\$2,134	\$2,614	\$1,640	\$2,220	\$3,280	\$3,483	\$2,292	\$2,276	\$2,605	\$4,165	\$1,911	\$2,311

\*IP rating for dust is not certified by industry test but most probably would equate to a "4" rating based upon peer comparison

\*\*Upgrade fees apply

\*^9 volt lithium self-test battery required. Needs to be replaced annually.

\*\*^add \$100 for automatic

\*^^Non ECG model

DISCLAIMER: The information contained on this 15 year overall cost comparison and features/benefits document is summary information and is based upon minimum advertised price (MAP) internet prices or suggested retail prices and manufacturer technical specification product sheets provided by the various AED manufacturers. Pricing is subject to change at any time and this comparison is intended to be used as an features/benefits analysis tool and for comparing purchase price and long term ongoing costs over 15 years.