


Purchasing an AED?



Consider asking these questions to help you make the right decision for your AED purchase.

- How long has the manufacturer been in business?
 - How long has the manufacturer made AED units?
 - How many FDA violations has the manufacturer received?
 - Does the manufacturer have any current FDA violations or shipping problems?
 - How many recalls, if any, has the manufacturer issued?
 - Will the manufacturer provide you with indemnification (liability insurance)?
 - Are there any existing lawsuits against the manufacturer?
 - How many product failures have been reported by a specific manufacturer?
 - How much maintenance is required? What are the maintenance costs?
 - What are the on-going maintenance issues that need to be considered?
 - Compare overall manufacturer warranties. How long is the warranty?
 - How long until the AED administers a shock? (ask to see data sheet)
 - Does the AED use escalating energy or fixed energy?
 - How long will the battery last?
 - Does the manufacturer offer a warranty on the battery?
 - Is the manufacturer's warranty simple to understand?
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- What is the turn-around time for replacement of a defective AED?
 - What is the cost for a replacement battery?
 - What is the cost for replacement pads?
 - Will the manufacturer replace pads free in exchange for post-event reviews?
 - Are there other languages needed and does the AED offer these?
 - What is the AED overall size, and weight?
 - Are the voice prompts clear or confusing?
 - Does the AED provide CPR pacing?
 - How is the AED updated and is there a charge (when CPR protocols change)?
 - Does the environment where you are deploying an AED require a text display?
 - How often does the AED self-check itself, and what exactly does it check?
 - Is the AED for business use or personal use?
 - How rugged is the AED (IP rating) & is it adequate for your storage and use?
 - Does leasing an AED make sense?

Remember...

- All AEDs are FDA approved.
- All AEDs are suitable for administering an AED program.
- All AEDs have internal memory.
- All AEDs have the capability of downloading rescue data.
- Every manufacturer will tell you what they are paid to tell you... the strength of their product and the weakness of the competition.
- Many businesses owners and procurement professionals believe that pricing will erode in the future. History with other types of equipment has shown that when legislation and government regulation require the placement of AEDs, pricing will hold or go up because it is mandatory. Only after market saturation and when a basic products life cycle is achieved will pricing decline.

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