OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

AED UNITS AND ACCESSORIES

Office of Management and Enterprise Services

Central Purchasing Division

5005 North Lincoln Boulevard

Oklahoma City, OK 73105

And

Physio-Control, Inc.

11811 Willows Road

Redmond, WA 98052

Master Agreement Number: OK-SW-300

You are hereby notified that your response to Solicitation SW17300, which opened November 29, 2016, is accepted. The following documents are incorporated herein by reference and constitute the entire Contract between you and the State: 1) A Participating Entity's Participating Addendum ("PA"); 2) This NASPO ValuePoint Master Price Agreement which includes Exhibit A- Terms and Conditions Exhibit B – Scope of Work, and Exhibit C- Price and Cost Proposal ; 3) The Request for Proposal; and 4) The Contractors response to the Request for Proposal.

NOW, THEREFORE, in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties have caused this Contract to be duly executed intending to be bound thereby.

STATE OF OKLAHOMA **Ferris J. Barger, State Purchasing Director**	**CONTRACTOR** **Physio-Control, Inc.**
By: F J Barger	By: B Henderson
Date: 10-5-17	Date: 10/04/2017
	Title: SR. FINANCE DIRECTOR

**Persons signing for Contractor hereby swear and affirm that they are authorized to act on Contractor's behalf and acknowledge that the Lead State is relying on their representations to that effect.*

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OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

Summary

1. Scope of Work Defined

The goal of this Master Agreement is provide a vehicle in which Participating States/Purchasing Entities can obtain Automated External Defibrillator (AED) units, accessories and support options in furtherance of the NASPO ValuePoint Cooperative Purchasing Program. The purpose of this Master Agreement is to contract with qualified offerors to provide AED units, accessories, and service and support options for all Participating States. The objective is to obtain best value, and in some cases achieve more favorable pricing, than is obtainable by an individual state or local government entity because of the collective volume of potential purchases by numerous state and local government entities.

2. Categories of Products Offered

This Master Agreement will offer the following categories of products: Professional Defibrillators.

3. Master Agreement Order of Precedence.

Any Order placed under this Master Agreement shall consist of the following documents:

(1) Participating Entity's Participating Addendum ("PA");

(2) Oklahoma NASPO ValuePoint Master Agreement Award;

a. Summary;

b. General Terms, Conditions, and Instructions;

c. NASPO ValuePoint Terms and Conditions;

d. Scope of Work;

e. Price and Cost Proposal.

(3) A Purchase Order issued against the Master Agreement;

(4) The Solicitation; and

(5) Contractor's response to the Solicitation, including but not limited to Contractor's Terms and Conditions contained in Response, as revised and accepted by the Lead State.

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

4. Master Agreement Effective Date

This Master Agreement is effective as of the date of the last signature above.

OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

Exhibit A – Terms and Conditions

A. GENERAL TERMS, CONDITIONS AND INSTRUCTIONS

1. Period of Performance

The initial term of the master agreement shall be 1 (one) year with renewal provisions as outlined in Section 3 of the NASPO ValuePoint Master Terms and conditions (Section B of this Exhibit) which typically extend the original contract period for four (4) additional years.

2. Contract Administrator

The Lead State Contract Administrator identified below is the single point of contact during this procurement process. Offerors and interested persons shall direct to the Lead State Contract Administrator all questions concerning the procurement process, technical requirements of the RFP, contractual requirements, changes, clarifications, and protests, the award process, and any other questions that may arise related to this solicitation and this resulting Master Agreement. The Lead State Contract Administrator designated by the State of Oklahoma, OMES Central Purchasing is:

Theresa Johnson, Strategic Initiatives Purchasing Officer
State of Oklahoma, OMES Central Purchasing
5005 N. Lincoln Blvd., STE 300
Oklahoma City, OK 73105
Theresa.Johnson@omes.ok.gov
Phone: 405/522-1037

3. Authorized Users

This Master Agreement may be used by state governments (including departments, agencies, institutions), institutions of higher education, political subdivisions (i.e., colleges, school districts, counties, cities, etc.), the District of Columbia, territories of the United States, and other eligible entities subject to approval of the individual state procurement director and compliance with local statutory and regulatory provisions.

4. Definitions

"Lead State" means the State conducting this cooperative procurement, evaluation, and award and centrally administering any resulting Master Agreement(s)

"Offeror" means the company or firm who submits a proposal in response to this Request for Proposal.

"Proposal" means the official written response submitted by an Offeror in response to this Request for Proposal.

"Request for Proposals" or "RFP" means the entire solicitation document, including all parts, sections, exhibits, attachments, and Amendments.

5. Certification of Non-Debarment

By submitting a response to this solicitation the prospective primary participant and any other subcontract certifies to the best of their knowledge and belief, that they and their principals or participants:

Participants:

5.1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal, State or local department or agency;

5.2. Have not within a three-year period preceding this proposal been convicted or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) contract; or for violation of Federal or State antitrust statues or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.

5.3. Are not presently indicted for or otherwise criminally or civilly charged by a government entity (Federal, State or local) with commission of any of the offenses listed above this certification; and

5.4. Have not with a three-year period preceding this application/proposal had one or more public (Federal, State or local) contracts terminated for cause or default.
Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to its solicitation response.

6. Insurance

The Contractor agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state at the prescribed levels set forth in Section 21 of the NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

7. Governing Laws and Regulations

This procurement is conducted by the regulations and the laws of the State of Oklahoma. Venue for any administrative or judicial action relating to this procurement, evaluation, and award shall be in Oklahoma County, Oklahoma. The provisions governing choice of law and venue for issues arising after award and during contract performance are specified in section 35 of the NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

8. NASPO ValuePoint Administrative Fee and Reporting Requirements

Contractor agrees to pay a NASPO ValuePoint administrative fee as specified Section 6 of the NASPO ValuePoint Master Agreement Terms and Conditions. Moreover, specific summary and detailed usage reporting requirements are prescribed by Section 7 of NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

Contractor shall identify the person responsible for providing the mandatory usage reports. (This information must be kept current during the contract period). Contractor will be required to provide reporting contact within 15 days of Master Agreement execution.

9. NASPO ValuePoint eMarket Center

Contractor agrees to cooperate with NASPO ValuePoint and SciQuest (and any authorized agent or successor entity to SciQuest) to integrate its presence in the NASPO ValuePoint eMarket Center either through an electronic catalog (hosted or punchout site) or unique ordering instructions. Refer to Attachment A, Section 36, NASPO ValuePoint Master Agreement Terms and Conditions for the prescribed requirements. Those terms and conditions require as a minimum that the Offeror agree to participate in development of ordering instructions. Proposer shall respond how they can support the eMarket Center in the Proposal through either a hosted catalog or punchout solution.

10. Cost, Prices, and Rates

Prices and rates shall include all anticipated charges, including, but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs and expenses incidental to the Offeror's performance. Any travel costs must be included in the cost of the products and services offered under this Master Agreement. No billing for travel will be allowed under this Master Agreement.

Delivery charges: Standard Ground 5-7 day delivery, transportation and insurance being paid by Vendor, with the exception of special delivery and/or air shipments requested by the Participating State or Customer placing the Order. Such special delivery and/or air shipment charges shall be prepaid by Vendor and adding such costs to the invoice for payment.

Pricing will remain fixed for the initial term of this Master Agreement, which is one year. Any request for price or rate adjustment following the initial Master Agreement term is subject to the requirements of Section 11 of the NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

11. Oklahoma Open Records Act

This Master Agreement and all proposal and other materials submitted in response to Solicitation SW17300 shall be the property of the State of Oklahoma and subject to the Oklahoma Open Records Act.

12. Contractor Single Point of Contact

All Offerors were to include a single point of contact in their Proposal. This single point of contact shall be the primary person the Lead State may contact in regards to this Master Agreement.

B. NASPO VALUEPOINT TERMS AND CONDITIONS

1. Master Agreement Order of Precedence

Any Order placed under this Master Agreement shall consist of the following documents:

(1) Participating Entity's Participating Addendum ("PA");

(2) Oklahoma NASPO ValuePoint Master Agreement Award;

a. Summary;

b. General Terms, Conditions, and Instructions;

c. NASPO ValuePoint Terms and Conditions;

d. Scope of Work;

e. Price and Cost Proposal.

(3) A Purchase Order issued against the Master Agreement;

(4) The Solicitation; and

(5) Contractor's response to the Solicitation, including but not limited to Contractor's Terms and Conditions contained in Response, as revised and accepted by the Lead State.

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

2. Definitions

Acceptance is defined by the applicable commercial code, except Acceptance shall not occur before the completion of delivery in accordance with the Order, installation if required, and a reasonable time for inspection of the Product.

Contractor means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

Embedded Software means one or more software applications which permanently reside on a computing device.

Intellectual Property means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

Lead State means the State centrally administering any resulting Master Agreement(s).

Master Agreement means the underlying agreement executed by and between the Lead State, acting on behalf of the NASPO ValuePoint program, and the Contractor, as now or hereafter amended.

NASPO ValuePoint is the NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, a 501(c) (3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of NASPO ValuePoint. NASPO ValuePoint facilitates administration of the NASPO cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. NASPO ValuePoint is identified in the Master Agreement as the recipient of reports and may perform contract administration functions relating to collecting and receiving reports as well as other contract administration functions as assigned by the Lead State.

Order or Purchase Order means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

Participating Addendum means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity or other terms and conditions.

Participating Entity means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

Participating State means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. A Participating State is not required to participate through execution of a Participating Addendum. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity; however, a Participating State listed in the Request for Proposals is not required to participate through execution of a Participating Addendum.

Product means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

Purchasing Entity means a state (as well as the District of Columbia and U.S. territories), city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, who issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

NASPO ValuePoint Program Provisions

3. Term of the Master Agreement

The initial term of this Master Agreement is for one (1) years. This Master Agreement may be extended beyond the original contract period for four (4) additional years at the Lead State's discretion and by

mutual agreement and upon review of requirements of Participating Entities, current market conditions, and Contractor performance.

4. Amendments

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written agreement of the Lead State and Contractor.

5. Participants and Scope

a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The Oklahoma Terms and Conditions and NASPO ValuePoint Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.

b. Use of specific NASPO ValuePoint cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.

c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of other Purchasing Entities. Contractor shall email a fully executed PDF copy of each Participating Addendum to PA@naspovaluepoint.org to support documentation of participation and posting in appropriate data bases.

d. NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.

e. State Participating Addenda or other Participating Addenda shall not be construed to amend the terms of this Master Agreement between the Lead State and Contractor that prescribe NASPO ValuePoint Program requirements: Term of the Master Agreement; Amendments; Participants and

Scope; Administrative Fee; NASPO ValuePoint Summary and Detailed Usage Reports; NASPO ValuePoint Cooperative Program Marketing and Performance Review; NASPO ValuePoint eMarketCenter; Right to Publish; Price and Rate Guarantee Period; and Individual Customers. Any such language shall be void and of no effect.

f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located. Coordinate requests for such participation through NASPO ValuePoint. Any permission to participate through execution of a Participating Addendum is not a determination that procurement authority exists in the Participating Entity; they must ensure that they have the requisite procurement authority to execute a Participating Addendum.

g. Resale. "Resale" means any payment in exchange for transfer of tangible goods, software, or assignment of the right to services. Subject to any specific conditions included in the solicitation or Contractor's proposal as accepted by the Lead State, or as explicitly permitted in a Participating Addendum, Purchasing Entities may not resell Products (the definition of which includes services that are deliverables). Absent any such condition or explicit permission, this limitation does not prohibit: payments by employees of a Purchasing Entity for Products; sales of Products to the general public as surplus property; and fees associated with inventory transactions with other governmental or nonprofit entities and consistent with a Purchasing Entity's laws and regulations. Any sale or transfer permitted by this subsection must be consistent with license rights granted for use of intellectual property.

6. Administrative Fees (Negotiated)

a. The Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than sixty (60) days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The NASPO ValuePoint Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.

b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be negotiated and incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the NASPO ValuePoint Administrative Fee percentage or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee. The NASPO ValuePoint Administrative Fee in subsection 6 a. above shall be based on the gross amount of all sales (less any charges for taxes or shipping) at the adjusted prices (if any) in Participating Addenda.

7. NASPO ValuePoint Summary and Detailed Usage Reports

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following NASPO ValuePoint reports.

a. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to NASPO ValuePoint using the NASPO ValuePoint Quarterly Sales/Administrative Fee Reporting Tool found at http://www.naspo.org/WNCPO/Calculator.aspx. Any/all sales made under this Master Agreement shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than thirty (30) days following the end of the calendar quarter (as specified in the reporting tool).

b. Detailed Sales Data. Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and NASPO ValuePoint Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the NASPO ValuePoint Cooperative Development Team electronically through a designated portal or email, CD-ROM, flash drive or other method as determined by the Lead State, NASPO ValuePoint and the Contractor. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment I – Usage Reporting Template

c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, social security numbers or any other numerical identifier, may be submitted with any report.

d. Contractor shall provide the NASPO ValuePoint Cooperative Development Coordinator with an executive summary each quarter that includes, at a minimum, a list of states with an active Participating Addendum, states that Contractor is in negotiations with and any Participating Addendum roll out or implementation activities and issues. NASPO ValuePoint Cooperative Development Coordinator and Contractor will determine the format and content of the executive summary. The executive summary is due thirty (30) days after the conclusion of each calendar quarter.

e. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and NASPO ValuePoint shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

8. NASPO ValuePoint Cooperative Program Marketing and Performance Review

a. Contractor agrees to work cooperatively with NASPO ValuePoint personnel. Contractor agrees to present plans to NASPO ValuePoint for the education of Contractor's contract administrator(s) and sales/marketing workforce regarding the Master Agreement contract, including the competitive

nature of NASPO ValuePoint procurements, the Master agreement and participating addendum process, and the manner in which qualifying entities can participate in the Master Agreement.

b. Contractor agrees to participate in an annual contract performance review at a location selected by the Lead State and NASPO ValuePoint, which may include a discussion of marketing action plans, target strategies, marketing materials, as well as Contractor reporting and timeliness of payment of administration fees.

9. NASPO ValuePoint eMarket Center

a. In July 2011, NASPO ValuePoint entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible NASPO ValuePoint's customers to access a central online website to view and/or shop the goods and services available from existing NASPO ValuePoint Cooperative Contracts. The central online website is referred to as the NASPO ValuePoint eMarket Center.

b. The Contractor will have visibility in the eMarket Center through Ordering Instructions. These Ordering Instructions are available at no cost to the Contractor and provide customers information regarding the Contractors website and ordering information. The Contractor is required at a minimum to participate in the eMarket Center through Ordering Instructions.

c. At a minimum, the Contractor agrees to the following timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin Ordering Instruction process. The Contractor shall have thirty (30) days from receipt of written request to work with NASPO ValuePoint to provide any unique information and ordering instructions that the Contractor would like the customer to have.

d. If the solicitation requires either a catalog hosted on or integration of a punchout site with eMarket Center or either solution is proposed by a Contractor and accepted by the Lead State, the provisions of the eMarket Center Appendix to these NASPO ValuePoint Master Agreement Terms and Conditions apply.

10. Right to Publish

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of any information that pertains to the potential work or activities covered by the Master Agreement. The Contractor shall not make any representations of NASPO Value Point's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

11. Price and Rate Guarantee Period

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

12. Individual Customers

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement which include the Oklahoma Terms and Conditions and NASPO ValuePoint Master Agreement Terms and Conditions, and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

Administration of Orders

13. Ordering

a. Master Agreement order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.

b. The resulting Master Agreements permit Purchasing Entities to define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an "as needed" basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to the Purchasing Entity's rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Entity may select the quote that it considers most advantageous, cost and other factors considered.

c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities' rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.

d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document compliance with the law of the Purchasing Entity.

e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.

f. All Orders pursuant to this Master Agreement, at a minimum, shall include:

(1) The services or supplies being delivered;

(2) The place and requested time of delivery;

(3) A billing address;

(4) The name, phone number, and address of the Purchasing Entity representative;

(5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor's proposal;

(6) A ceiling amount of the order for services being ordered; and

(7) The Master Agreement identifier.

g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity's purchasing office, or to such other individual identified in writing in the Order.

h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.

i. Notwithstanding the expiration or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement.

14. Shipping and Delivery (Negotiated)

a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.

b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched .walls, damage to the freight elevator, etc., will be the responsibility of the Offeror. If damage does occur, it is the responsibility of the Offeror to immediately notify the Purchasing Entity placing the Order.

c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the item description, brand and manufacturer product number, quantity, and the Ordering Entity's Purchase Order number.

d. Orders for less than $200.00 are subject to a $10.00 processing fee.

15. Laws and Regulations

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

16. Inspection and Acceptance (Negotiated)

a. Where the Master Agreement or an Order does not otherwise specify a process for inspection and Acceptance, this section governs. This section is not intended to limit rights and remedies under the applicable commercial code.

b. All Products are subject to inspection at reasonable times and places before Acceptance, which shall not be later than five (5) business days after the date of delivery of the products to the Participating or Purchasing Entity. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement. Products that do not meet specifications may be rejected. Return of any products purchased and accepted pursuant to this agreement are subject to the terms set forth in the Physio-Control Returned Product Policy in Section C, Exhibit A to this Master Agreement. Failure to reject upon receipt, however, does not relieve the contractor of liability for material (nonconformity that substantial impairs value) latent or hidden defects subsequently revealed when goods are put to use. Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.

c. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements.

d. The warranty period shall begin upon Acceptance.

e. Acceptance Testing may be explicitly set out in a Master Agreement to ensure conformance to an explicit standard of performance. Acceptance Testing means the process set forth in the Master Agreement for ascertaining that the Product meets the standard of performance prior to Acceptance by the Purchasing Entity. If Acceptance Testing is prescribed, this subsection applies to applicable Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days starting from the day after the Product is delivered.

Within 30 days of receipt of a shipment, Purchasing Entity shall notify Contractor of any claim for Product damage or nonconformity. Contractor, at its sole option and discretion, may repair or replace a Product to bring it into conformity. Return of any Product by Customer shall be governed by the provisions of Section C, Exhibit A Physio- Control Returned Product Policy.

17. Payment

Payment after Acceptance is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

18. Warranty (Negotiated)

Products purchased under this Master Agreement are subject to the terms and coverage set forth in Section C, Exhibit A of this Master Agreement.

19. Title of Product

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

20. License of Pre-Existing Intellectual Property (Negotiated)

a. Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, license to use, publish, translate, reproduce, transfer with any sale of tangible media or Product, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The Contractor shall be responsible for ensuring that this license is consistent with any third party rights in the Pre-existing Intellectual Property.

b. Through the purchase of Contractor Products, Purchasing Entity does not acquire any interest in any tooling, drawings, design information, computer programming, software or firmware, patents, intellectual property, or copyrighted or confidential information related to the Products. Customer expressly agrees not to reverse engineer or decompile Products or related software and information

General Provisions

21. Insurance (Negotiated)

a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of A.M. Best's Insurance Reports. Failure to buy and maintain the

required insurance may result in this Master Agreement's termination or, at a Participating Entity's option, result in termination of its Participating Addendum.

b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below:

   (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than $1 million per occurrence/$2 million general aggregate;

   (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.

c. Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.

d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insureds, (2) provides that written notice of cancellation shall be delivered in accordance with the policy provisions, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory, except in the event the Participating State is responsible as determined by a court of competent jurisdiction for a liability which in such case the Participating State shall be responsible for its proportionate share. Unless otherwise agreed in any Participating Addendum, other state Participating Entities' rights and Contractor's obligations are the same as those specified in the first sentence of this subsection except the endorsement is provided to the applicable state.

e. Contractor shall furnish to the Lead State copies of certificates of all required insurance in a form sufficient to show required coverage within thirty (30) calendar days of the execution of this Master Agreement and prior to performing any work. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date to the applicable state Participating Entity. Failure to provide evidence of coverage may, at the sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

22. Records Administration and Audit. (Negotiated)

a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and Orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books,

documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of seven (7) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, or such longer period as is required by the Purchasing Entity's state statutes, to assure compliance with the terms hereof or to evaluate performance hereunder. It is understood that costs for audits performed by the Participating State or Purchasing Entity shall be at their own expense.

b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records Furthermore, the applicable Lead State, Participating Entity, or Purchasing Entity shall reimburse the Contractor for any underpayments found as a result of the examination of these records.

c. The rights and obligations herein exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

23. Confidentiality, Non-Disclosure, and Injunctive Relief

a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to

(1) any Purchasing Entity's records,

(2) personnel records, and

(3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information").

Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that

(1) is or becomes (other than by disclosure by Contractor) publicly known;

(2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement;

(3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement;

(4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality,

(5) is disclosed with the written consent of Purchasing Entity or;

(6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.

b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.

d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

24. Public Information.

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

25. Assignment/Subcontracts

a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.

b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint.

26. Changes in Contractor Representation

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel managing the Master Agreement in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's Proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and
experience as was possessed by the key person proposed and evaluated in the Contractor's Proposal.

27. Independent Contractor

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

28. Cancellation

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of a Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, rights attending any warranty or default in performance in association with any Order, and requirements for records administration and audit. Cancellation of the Master Agreement due to Contractor default may be immediate.

29. Force Majeure

Neither party to this Master Agreement shall be held responsible for delay or default caused by unusually severe weather, fire or other casualty, act of God, strike or labor dispute, war or other violence, or any law, order or requirement of any governmental agency or authority which are beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

30. Defaults and Remedies

a. The occurrence of any of the following events shall be an event of default under this Master Agreement:

(1) Nonperformance of contractual requirements; or

(2) A material breach of any term or condition of this Master Agreement; or

(3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or

(4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

(5) Any default specified in another section of this Master Agreement.

b. Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.

c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:

(1) Exercise any remedy provided by law; and

(2) Terminate this Master Agreement and any related Contracts or portions thereof; and

(3) Impose liquidated damages as provided in this Master Agreement; and

(4) Suspend Contractor from being able to respond to future bid solicitations; and

(5) Suspend Contractor's performance; and

(6) Withhold payment until the default is remedied.

d. Unless otherwise specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and shall have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

31. Waiver of Breach

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or

breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

32. Debarment

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

33. Indemnification (Negotiated)

a. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance of the Master Agreement or the defective material or workmanship in the products purchased under the Master Agreement.

b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim") of another person or entity.

(1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:

(a) provided by the Contractor or the Contractor's subsidiaries or affiliates;

(b) specified by the Contractor to work with the Product; or

(c) reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or

(d) It would be reasonably expected to use the Product in combination with such product, system or method.

(2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss

to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

34. No Waiver of Sovereign Immunity

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of the Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court. This section applies to a claim brought against the Participating Entities who are states only to the extent Congress has appropriately abrogated the state's sovereign immunity and is not consent by the state to be sued in federal court. This section is also not a waiver by the state of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

35. Governing Law and Venue

a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State. The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.

b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.

c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; a Participating State if a named party; the state where the Participating Entity or Purchasing Entity is located if either is a named party.

36. Assignment of Antitrust Rights

Contractor irrevocably assigns to a Participating Entity who is a state any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1- 15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided in that state for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at the Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

37. Contract Provisions for Orders Utilizing Federal Funds.

Pursuant to Appendix II to 2 Code of Federal Regulations (CFR) Part 200, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards, Orders funded with federal funds may have additional contractual requirements or certifications that must be satisfied at the time the Order is placed or upon delivery. These federal requirements may be proposed by Participating Entities in Participating Addenda and Purchasing Entities for incorporation in Orders placed under this Master Agreement.

38. Leasing or Alternative Financing Methods. (Negotiated)

Intentionally Omitted. No Leasing Options are available.

eMarket Center Appendix

a. This Appendix applies whenever a catalog hosted by or integration of a punchout site with eMarket Center is required by the solicitation or either solution is proposed by a Contractor and accepted by the Lead State.

b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.

c. At a minimum, the Contractor agrees to the following:

(1) Implementation Timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with NASPO ValuePoint and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.

(2) NASPO ValuePoint and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. **Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by NASPO ValuePoint Participating Entity users).**

(a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data once per quarter to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.

(b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update [every Insert Time Frame Here] to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.

d. Revising Pricing and Product Offerings: Any revisions to product/service offerings (new products, altered SKUs, new pricing, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in Page 21 of 22 NASPO ValuePoint Master Agreement Ts and Cs, (November 2015) the eMarket Center may include price changes on a more frequent basis than once per quarter. The following conditions apply with respect to hosted catalogs:

(1) Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).

(2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.

e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: www.sciquest.com or call the SciQuest Supplier Network Services team at 800-233-1121.

f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:

(1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offerings the Contractor is authorized to provide in accordance with the cooperative contract; and

(2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contractand

(3) The Catalog must include a Lead State contract identification number; and

(4) The Catalog must include detailed product line item descriptions; and

(5) The Catalog must include pictures when possible; and

(6) The Catalog must include any additional NASPO ValuePoint and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different NASPO ValuePoint Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.

g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Page 22 of 22 NASPO ValuePoint Master Agreement Ts and Cs, (November 2015) Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.

h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. NASPO ValuePoint reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: lhttp://www.unspsc.com and http://www.unspsc.com/FAQs.asp#howdoesunspscwork.

i. Applicability: Contractor agrees that NASPO ValuePoint controls which contracts appear in the eMarket Center and that NASPO ValuePoint may elect at any time to remove any supplier's offering from the eMarket Center.

j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.

k. Several NASPO ValuePoint Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain NASPO ValuePoint Cooperative Contracts. In the event one of these entities elects to use this NASPO ValuePoint Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and NASPO ValuePoint to implement the catalog. NASPO ValuePoint does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs. **(March 2016)**

C. CONTRACTOR'S TERMS AND CONDITIONS CONTAINED IN RESPONSE AS REVISED AND ACCEPTED BY THE LEAD STATE

PHYSIO-CONTROL LIMITED WARRANTY

Subject to the limitations and exclusions set forth below, the following Physio-Control products which are purchased from authorized Physio-Control representatives or authorized resellers for use in the United States of America and Canada and are used in accordance with their instructions, will be free from defects in material and workmanship appearing under normal service and use as defined below.

Eight Years:

- New LIFEPAK CR® Plus automated external defibrillator and internal battery system

Five Years:

- New LIFEPAK® 15 monitor/defibrillator series, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 12 defibrillator/monitor series, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 20 defibrillator/monitor family of products, used in clinics and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 1000 defibrillators
- New LIFEPAK EXPRESS® automated external defibrillator and internal battery system

Two Years:

- New Trainer 1000 trainer
- CodeManagement Module™ for use with the LIFEPAK 20/20e defibrillator/monitor

One Year:

- New LIFEPAK 15 monitor/defibrillator series, which include use in out-of-hospital and mobile applications
- New LIFEPAK 12 defibrillator/ monitor series, which include use in out-of-hospital and mobile applications
- RELI™ LIFEPAK 12 defibrillator/monitor series
- New LUCAS® Chest Compression System
- New LIFEPAK 500T trainer
- New LIFEPAK CR-T trainer
- Internal Battery System for LIFEPAK 20 defibrillator/monitor family of products
- Battery charging systems and power adapters
- All batteries and battery paks, excluding CHARGE-PAK™ Charging Unit
- Masimo SET® Rainbow® patient cables and reusable sensors
- New TrueCPR™ Coaching Device

180 Days:

- Masimo® SET SpO_2 only patient cables and reusable sensors

90 Days:

- CHARGE-PAK Charging Unit (external system) for LIFEPAK CR Plus defibrillator
- Installed customer repair parts
- All other product accessories

30 Days:

- Internal paddles and internal paddle handles

Limited warranty time limits begin on the date of delivery to the First Owner.[1]

Physio-Control warrants neither error-free nor interruption-free performance. The remedy the First Owner under this Limited Warranty is repair or replacement of defective material or workmanship at the option of Physio-Control. To qualify for the repair or replacement, the product must have been continuously owned by the First Owner and not have been repaired or altered outside of an authorized Physio-Control factory in any way which, in the judgment of Physio-Control, affects its stability and reliability. The product must have been used in accordance with applicable operating instructions and in the intended environment or setting. The product must not have been subjected to misuse, abuse or accident.

Physio-Control, in its sole discretion, will determine whether warranty service on the product will be performed in the field or through ship-in repair. For field repair, this warranty service will be provided by Physio-Control at the purchaser's facility or an authorized Physio-Control facility during normal business hours. For ship-in repair, all products and/or assemblies requiring warranty service should be returned to a location designated by Physio-Control, freight prepaid, and must be accompanied by a written, detailed explanation of the claimed failure. Products repaired or replaced under this warranty retain the remainder of the warranty period of the repaired or replaced Product.

Except for the Limited Warranty provided above, **PHYSIO-CONTROL MAKES NO WARRANTY, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WHETHER ARISING FROM STATUTE, COMMON LAW, CUSTOMER OR OTHERWISE.** THIS LIMITED WARRANTY SHALL BE THE REMEDY AVAILABLE TO ANY PERSON. PHYSIO-CONTROL IS NOT LIABLE FOR INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF BUSINESS OR PROFITS) WHETHER BASED ON CONTRACT, TORT, OR ANY OTHER LEGAL THEORY.

Products are warranted in conformance with applicable laws. If any part or term of this Limited Warranty is held to be illegal, unenforceable or in conflict with applicable law by any court of competent jurisdiction, the validity of the remaining portions of the Limited Warranty shall not be affected, and all rights and obligations shall be construed and enforced as if this Limited Warranty did not contain the particular part or term held to be invalid. Some geographies, including certain US states, do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you. This Limited Warranty gives the user specific legal rights. The user may also have other rights which vary from state to state or country to country.

Physio-Control, Inc. Returned Product Policy

If Customer desires to return a purchased product, Customer must call its local Physio-Control representative or the Physio-Control regional sales office for information on credit or replacement of any purchased and non-expired product. A Returned Material Authorization (RMA) number will be provided and must be clearly identified on the carton of any returned product. Customer must return the product to Physio-Control in its original packaging, unopened, and undamaged, except for product that was received in a damaged condition or as otherwise

[1] First Owner means the first purchaser or lessee of the products listed above, directly from Physio-Control, through a Physio-Control corporate affiliate, or from an authorized Physio-Control reseller, and includes the invoiced purchaser's corporate affiliates, and their respective employees, officers and directors.

authorized by Physio-Control, which product may be returned in its existing condition. Physio-Control will not accept the return of a non-defective and conforming product if Customer breaks the security seal on the product.
Physio-Control will provide an RMA and accept the return of any product under any of the following circumstances:
a) Physio-Control shipped the product in error;
b) Customer received the product after the product's expiration date;
c) Customer received the product in a damaged condition;
d) The product is recalled and must be removed from the market; or
e) Physio-Control specifically authorizes the return of the product (a 15% restocking fee may apply).

Product must be returned within 30 working days from the date the Customer receives the product or within 30 working days from the date the Customer receives notice of recall, if applicable. Upon receipt of a properly returned product, Physio-Control will apply a full credit to Customer’s account or provide replacement. Customer is advised that product returned without an RMA number, or not otherwise authorized, will not be accepted and will be returned to Customer at Customer’s expense.

OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

Exhibit B – Scope of Work

The parties hereby agree and acknowledge that the deviations and offering to the below Scope of Work are detailed in Contractor's Response to Solicitation No. SW17300.

A. Contract Awards

Contract awards will only be made to manufacturers. Manufacturers should include as a part of their response approved distributers through which contract users are able to purchase products awarded on contract. All approved distributers should be identified using the provided form (Attachment E of the RFP).

If awarded a contract, manufacturers shall ensure the Lead State Contract Administrator is provided with up to date information regarding the status of approved distributors. New distributors should be added using the provided form (Attachment E of the RFP). The Lead State Contract Administrator should be notified in writing, via email, of any distributors that should be removed from the list of approved distributors. Distributors may provide service nationally or locally. The distributor coverage area should be listed in the appropriate section of Attachment E.

Each state represented by NASPO ValuePoint that chooses to participate in this Master Agreement independently has the option of deploying only resellers approved by the Participating State. The Participating State that chooses to exercise this option will define the process to add and remove resellers in their Participating Addendum.

Awards will be made by the following categories: Public Access and Infrequent User AEDs, First Responder AEDs, and Professional Defibrillators. The specifications for each category can be found below. The State reserves the right to issue an award to an Offer or across all responsive categories if an Offeror meets the award criteria for any category or categories.

B. Additional Products

Manufacturers awarded a contract have the option of adding additional products at protected prices, where pricing is commensurate with pricing offered in their response. All such additions must be approved by the Lead State Contract Administrator prior to being made available.

C. Product Specifications

All Offerors responding must provide detailed device specifications demonstrating their ability to meet or exceed the listed criteria, or provide a justification as to why alternate specifications should be considered. The State will deem any response that does not meet the specifications listed below without providing adequate justification for an alternate bid non-responsive. Additionally, Offerors should classify products as Class 1 – Having No Medical Training or Class 2 – Slight Medical Training, and any other classes as appropriate. Offerors should include the cost associated with each device being bid separately using the provided Cost Proposal Forms (Attachment C). If cost information is provided outside of the separate cost proposal section, the Lead State reserves the right to redact an Offeror's proposal so that it complies with

the requirements of the RFP. Such redaction may have a detrimental effect on the competitiveness of an Offeror's Proposal.

a. Public Access and Infrequent User AEDs

   i. The AED must enhance user performance by displaying visual icons or audible prompts.

   ii. The AED must guide the rescuer in following the proper rescue sequence.

   iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.

   iv. The AED must be user configurable to adapt to local and changing protocols.

   v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.

   vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.

   vii. The AED must offer the capability of a user-activated manual selftest.

   viii. The AED must include an easily identifiable on/off switch on the front of the device.

   ix. The AED must have an easy to see status indicator that advises users if the unit requires service.

   x. The AED must offer an audible tone that sounds if the unit requires service.

   xi. The AED must record data to an internal memory.

   xii. The AED must include the ability to download data to a computer.

   xiii. The AED must utilize pre-connected, disposable, single use, selfadhesive electrode(s).

   xiv. The electrode must have a shelf life of at least two years.

   xv. The AED must have a cable length of at least 48 inches.

   xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.

   xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.

   xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.

b. First Responder AEDs

   i. The pediatric algorithm must alter the default energy levels the AED delivers to pediatric patients to levels of 50, 70 and 85 Joules.

   ii. The electrode must offer a CPR rate and depth sensor and an adaptive metronome that assists rescuers in performing proper CPR.

   iii. The AED must offer disposable, single use, self-adhesive electrode(s)for ease of application.

   iv. The AED must utilize a biphasic waveform.

   v. The AED must be capable of operating in semi-automatic and/or manual mode.

vi. The AED must have the capability of monitoring a patient with a 3 lead patient cable through ECG electrodes.

vii. The energy settings must be user configurable with a pre-set maximum energy setting of 200 Joules or escalating variable energy range up to 360 Joules.

viii. The electrode must have a shelf-life of at least two years.

ix. The AED must invoke a specific pediatric algorithm when pediatric pads are attached.

x. The AED must have an internal memory capable of recording up to 7 hours of continuous information.

xi. The internal memory must be configurable to record information on up to four patients.

xii. The AED must meet water and particulate ingress ratings of IP55.

xiii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.

xiv. The AED must have multiple user configurable prompts.

c. Professional Defibrillator Specifications

i. General:

1. Unit must be able to digitally record ECG on a standard a removable card (optional).
2. Unit must be able to transmit 12-lead ECG information through a fax/modem card.
3. External paddles must be available.
4. Unit shall have a battery that shall be easily and rapidly replaced.
5. Unit shall have an affixed protective roll cage for added device protection.
6. Unit shall have integral carry bags providing an independent location for each cable.
7. Unit shall be able to be tested through multi-function cable or paddles.
8. Unit must provide testing capability which tests: charging, energy delivery, paddles, multi-function cable.
9. Unit must have a test cap to allow multi-function cable testing.
10. Unit must have built-in AC or DC charging as a standard feature.
11. Unit must provide 3 hours typical continuous ECG monitoring time with a new battery.
12. Unit must provide 4 hrs typical continuous ECG monitoring time with a new Lithium Ion battery.
13. Unit must provide an OPS Clock Sync feature as a standard option.
14. The device must be compatible with the AHA Standards for Advanced Cardiac Life Support basis life support and Pediatric Life Support.
15. The device must be capable of monitoring the ECG with appropriate display and alarm (visual and audible).

16. The device shall provide normal operating capability for ALS users, including semi-automatic external defibrillation, manual defibrillation, synchronized cardio version and external pacing.
17. The unit shall have the capability to do Pulse Oximetry, 12 lead ECG, end-tidal C02 monitoring, capnography, NIBP, etc.

ii. Display:

1. Unit must have a high-resolution color liquid crystal display as a standard feature.
2. Unit must be able to change display from color to black on white or white on black through the push of a button.
3. Unit must have a screen with a sweep speed of 25 mm I sec.
4. Unit must have a screen that provides a minimum viewing time of 4 seconds.
5. Unit must have a display that provides the following information: Heart Rate, Lead/Pads, Alarm On/Off, Sp02, EtC02, NIBP, AED functions and prompts, defibrillator test function, self-test function, error corrections and faults, Pacer functions, Code markers, alarm selection and limits, delivered energy, joule settings, ECG size, Synchronized cardioversion, optional EtC02 readings, Sp02 readings and NIBP readings.

iii. Defibrillator:

1. Unit must utilize a low energy, constant current biphasic waveform.
2. Unit must have the following energy selections available to provider in manual mode operation: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 85, 100, 120, 150, 200 joules.
3. Unit must meet current AHA specifications for biphasic defibrillation.
4. Unit must allow provider the ability to adjust energy selection controls on device front panel or sternum paddle.
5. Unit must be able to charge to 200 joules in 6 seconds or less with a new fully charged battery.
6. Unit must display energy selected and delivered on monitor display, strip chart recorder and code summary.
7. Unit must have synchronized cardioversion capability with "sync" message displayed on monitor.
8. Unit must have optional paddles that are external anterior/anterior adult and pediatric paddles.
9. Unit must contain a built in defibrillator tester that tests energy output and continuity of the multifunction cable and paddles documented on strip chart recorder and optional PCMCIA card.
10. Unit must have a "Multi-function" cable that is field replaceable.

iv. Recorder:

1. Unit must utilize a thermal strip chart recorder.
2. Strip chart recorder must use at least 90mm paper width thermal recording paper.
3. Strip chart recorder must utilize a 6 second delay.
4. Strip chart recorder must be able to print the following annotations: Time, date, defib. energy, heart rate, pacer output (Pacer version only), QRS sync marker, ECG SIZE, lead, alarm, DEFIB TEST OK/FAIL, ANALYZE ECG, PADS OFF, ANALYSIS HALTED, NOISY ECG,SHOCK ADVISED, NO SHOCK ADVISED, ECG TOO LARGE and diagnostic bandwidth.
5. Unit must have user configurable print out modes offering manual or automatic recording options initiated by alarm activation or defibrillator discharge.
6. Strip chart recorder must be able to print 3 leads simultaneously, diagnostic bandwidth and a 4x3 12-lead printout.

v. Pacemaker:

1. Unit must utilize a constant current 40 ms pace pulse width.
2. Unit must have a continuously variable current level.
3. Unit must have a continuously variable pacing rate from 30- 180 ppm.
4. Pacer parameters must be maintained when switching back to defibrillation or monitor mode.
5. The heart rate alarms must function in the pacing mode.
6. Unit must have mechanism to allow viewing of intrinsic patient rhythm without losing pacing capture.
7. Unit must be configurable for initial setting of pacing rate.
8. Unit must display pacing rate and milliamps on display.
9. The pacer must continue to deliver life-saving therapy in the event an ECG lead falls off.
10. Unit must be able to pace through multi-function or pacing electrodes.

vi. 12- lead ECG:

1. The 12-lead parameter must reside within a defibrillator weighing less than 15 lbs.
2. The 12-lead parameter must be able to provide a diagnostic 12-lead ECG 4x3 printout by holding the recorder button for two seconds.
3. The 12-lead parameter must be capable of providing a diagnostic 12-lead ECG printout with interpretation by pressing the acquire button in the 12-lead mode.
4. The 12-lead parameter must allow direct transmission of 12- lead ECG via land or cell phone to a standard fax machine.
5. The 12-lead parameter must provide a user configuration that allows the option of printing detailed measurements along with the interpretation.

6. The 12-lead ECG must be capable of being acquired without entering deep menus and without the use of a trim knob.
7. The unit must offer an optional 0.05 to 40hz bandwidth.
8. The 12-lead parameter must allow users to easily insert patient name, age and gender using soft keys on the defibrillator.
9. The 12-lead parameter must allow users to print the 12 SL Analysis, including measurements and patient name, age and gender on 90mm fan-fold paper.
10. The 12-lead parameter must be capable of storing up to 24 pre-programmed telephone numbers facilitating rapid and easy 12-lead ECG transmission.
11. The 12-lead parameter must allow configuration of user defined lead groups for rapid printout and review of pertinent ECG.
12. The 12-lead patient cable must consist of 4 limb leads and a separate V lead cable.
13. The 12-lead patient cable must be capable of providing limb lead signals directly to the defibrillator when only the limb leads are attached.
14. The 12-lead patient cable must accommodate either snap or clip connectors.
15. The 12-lead parameter must be capable of providing an automatic patient identifier using 7 alphanumeric characters.
16. The 12-lead parameter must be capable of providing a device identifier using 3 alphanumeric characters.
17. The unit must be upgradeable to allow the use of an integrated Bluetooth option for the wireless transmission of 12-lead and vital sign data via a cell phone or other communication technology.
18. The unit must provide serial communication capability through an RS232 serial port.
19. The unit must be able to transmit 12-lead and vital data both automatically and manually on acquisition.
20. The unit must be able to transmit all data stored on a PC card to a remote handheld device or laptop.
21. The unit must be able to provide the option for both landline and cellular transmission when utilizing a Bluetooth wireless option.
22. The unit must offer the option of direct fax transmission via a Bluetooth option.

vii. Pulse Oximetry:

1. The unit must have an integral pulse oximeter or be upgradeable to include an integral Pulse Oximeter.
2. The unit must utilize pulse oximetry that has FDA 51 Ok clearance for use during patient motion and low perfusion.

3. The unit must utilize sensors that work in bright sunlight. 4. The unit must utilize a pulse oximeter with alarms that are user adjustable in the field.

viii. Capnography:

1. The unit, when purchased with Sp02, must have an EtC02 port.
2. All units with an EtC02 port must be upgradeable to include C02 by plugging in a mainstream or sidestream CAPNO 5 sensor.
3. The unit must be able to offer the option to upgrade to either mainstream or sidestream capnography with sensor located outside of the unit allowing easy service and replacement if needed.
4. The defibrillator must be capable of providing continuous EtC02 and Respiratory Rate readings as well as a capnogram for on-screen display or print-out.
5. The C02 sensors used must not require a yearly calibration check.

ix. Non-Invasive Blood Pressure:

1. Unit must be capable of acquiring a blood pressure within a typical measurement time of 30 seconds or less on average.
2. Unit must incorporate oscillometric technology.
3. Unit must display systolic, diastolic and mean pressures.
4. Unit must be capable of taking automatic, stat or manual measurements.
5. Automatic intervals should be user adjustable to 2.5, 5, 10, 15, 20, 30, 45, 60, 90, and 120 minutes.
6. Stat mode must allow up to 10 measurements within 5 minutes.
7. Unit must include an artifact indicator which is displayed when excessive artifact is detected.
8. Unit must display a cuff inflation status bar.
9. Unit be capable of displaying and/or printing up to 4 hours of patient BP history data.

D. Support Specifications

Specifications for product consumables, accessories, and support can be found below. Each Offeror should bid the items or services requested in order to submit a complete Proposal. Where unable to provide an applicable product or service that has been specifically requested, Offerors should provide an explanation for the omission.

a. Product Consumables and Accessories

i. Market Basket Items

A list of the most commonly used consumables and accessories have been identified as market basket on contract. For each device offered, Offerors should bid the relevant market basket included below:

a. Batteries

b. Adult Pads (electrodes)

c. Pediatric Pads (electrodes)

d. Carrying Cases

e. Wall Mount Kits

f. Fast Response Kits

Offerors should include in the technical response the market basket items being bid and the specifications of each. No pricing information should be included in the technical response.

ii. Catalogue Discount

In addition to the line item pricing of their offered devices and market basket items, Offerors must include in their cost proposal a blanket discount off of their catalogue price for items in their catalogue which are not otherwise included in their cost proposal. Pricing information should be included on Attachment C – Cost
Proposal Forms. No pricing information should be included in the technical response.

b. Warranties and Extended Warranties

i. Basic Warranty

All Offerors must include a basic warranty for their products for no less than one year at no additional cost to Participating States. Warranties must guarantee the safe and effective operation of devices for the duration of the warranty and the cost for repair or replacement of devices under warranty must be covered by the Offeror. Each Offeror must include a complete description of the coverage provided under their basic warranty.

ii. Extended Warranty

Offerors may bid an extended warranty past the term of the basic warranty provided under the contract. Offerors must include a complete description of the coverage provided under the extended warranty in their technical response.\

c. Product Training

i. Product Documentation

All product documentation, manuals, and specifications must be provided at the request of Participating States for no additional cost.

ii. Web/Video Training

Offerors must provide online or multimedia training options at no additional cost to the participating States. Offerors must include in their Proposal a description of the online and multimedia training options that are available.

iii. On-site Training

Offerors should include a description of their ability to provide onsite training, as requested. The cost for on-site training should be reflected in the Offerors' cost proposals as a separate per day rate for each Participating State.

d. Software Updates

   i. Offerors must include a description of updates required for the AED unit to maintain full functionality over the anticipated life of the unit and the methodology for performing or accessing the updates.

e. Customer and Service Support

   i. 24/7 Call Support

      24/7 Call Technical Support must be offered for all devices for a period of no less than 3 years after purchase at no additional cost to the Participating States.

   ii. Service Plan

      Offerors must propose a bi-annual service agreement to provide maintenance and repair on their proposed devices. Offerors Service Agreement will include, but are not limited to, the following services:
      and national regulations. Offerors must be aware of local requirements for the States in which they will be servicing. Offerors will submit their detailed plan on what is included and how they will provide maintenance and repairs on their proposed devices. Pricing will be on a semi-annual basis. All work performed under the service agreement must meet the Manufacturers specifications for that device. Offerors may submit additional information on whether they have different types of service agreements to provide maintenance and repair on their devices, i.e., standard service agreement or premier service agreement.

f. Value Added Options

   Offerors may include in their Proposal additional Value Added options not specifically requested in the scope of work. Value Added options should not deviate from the nature of products and services requested in the scope of work and should include a thorough description of the option and how it brings value to the State. Examples include battery replacement plans, unconventional training options, and other services not specified. Award of Value Added options is subject to the approval of the Lead State.

OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

EXHIBIT C- PRICE AND COST PROPOSAL

Cost for this Master Agreements shall be based on the following:

Fixed rate line item pricing on devices and market basket items and a percentage discount off a supplier's catalogue pricing shall be offered on SW17300. Price Schedule for each or any category of goods identified in Attachment B of this RFP and reflected in the Price Schedule. The percentage discounts offered for each type of service in Attachment B of this RFP shall remain firm for the duration of the NASPO ValuePoint Master Agreements, including all optional renewals. Each of the categories, excluding on-site training, must have a single price or rate list for all Participating Entities. Offeror must submit cost, prices and rates as required by the Cost Proposal Forms (Attachment C). Prices and rates shall include all anticipated charges, including but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs or expenses incidental to the Contractor's performance.

The prices, rates and costs proposed in the Offeror's response must be valid for a minimum of 1 year after any resulting Master Agreement is signed. Offeror's cost proposal must describe how future cost increases will be minimized and capped and how both increases and decreases will be passed on to the Lead State if the Master Agreement is renewed after the initial term. The Offeror must explain the proposed process to implement cost changes, and how the Lead State will be notified. Cost changes may not occur more than once per quarter and only with the prior approval of the lead state.

NASPO OKSW300 Pricing (12/1/2017-10/4/2019)

Cust/Supplier Cat	productId	Description	Price
NASPO17	11100-000001	Electrode LIFEPATCH ECG , adult, pregelled (3/pkg) 1-99	$ 1.28
NASPO17	11100-000002	Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)	$ 1.70
NASPO17	11101-000003	AED Trainer new style training electrodes (5 pr)	$ 37.40
NASPO17	11101-000004	AED training electrode set - (5pr), cable & pouch	$ 63.75
NASPO17	11101-000006	Cable/connector assembly/pouch for Adult AED training electrodes	$ 28.90
NASPO17	11101-000007	Defibrillation/ECG training electrodes	$ 26.35
NASPO17	11101-000016	Electrode replacement infant/child reduced energy	$ 98.60
NASPO17	11101-000017	Electrode Infant/Child reduced energy starter kit	$ 160.65
NASPO17	11103-000001	QUIK-COMBO training electrodes (2/PR)	$ 24.65
NASPO17	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20	$ 120.70
NASPO17	11110-000040	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20	$ 329.80
NASPO17	11110-000042	DEC-4 Cable Extension: 4'	$ 56.10
NASPO17	11110-000050	Setup Transfer cable for LIFEPAK 500	$ 59.50
NASPO17	11110-000051	Power Adapter extension cable for LIFEPAK 12 power adapter	$ 124.95
NASPO17	11110-000066	5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20	$ 215.05
NASPO17	11110-000085	Defibrillation/ECG training electrode cable extension wire	$ 188.70
NASPO17	11110-000176	DEC-8 Cable Extension: 8'	$ 61.20
NASPO17	11111-000016	3-Wire ECG Cable	$ 215.05
NASPO17	11111-000018	5ft Trunk cable with AHA limb leads	$ 316.20
NASPO17	11111-000020	8ft Trunk cable with AHA limb leads	$ 319.60
NASPO17	11111-000022	12 Lead ECG, Precordial Leads (AHA)	$ 127.50
NASPO17	11113-000002	QUIK-COMBO Test Plug for testing QC Cable	$ 21.25
NASPO17	11113-000004	QUIK-COMBO therapy cable for use w/LIFEPAK 15	$ 329.80
NASPO17	11130-000001	Standard hard paddles for use w/LIFEPAK 12	$ 637.50
NASPO17	11130-000037	LIFEPAK 20E Standard Adult Detachable Hard Paddles	$ 824.50
NASPO17	11130-000061	Standard hard paddles for use w/LIFEPAK 15	$ 731.00
NASPO17	11131-000001	Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20	$ 544.00
NASPO17	11131-000010	Internal paddles - 1" size (6.25" shaft length)	$ 147.90
NASPO17	11131-000011	Internal paddles - 1.5" size (6" shaft length)	$ 147.90
NASPO17	11131-000012	Internal paddles - 2" size (5.75" shaft length)	$ 147.90
NASPO17	11131-000013	Internal paddles - 2.5" size (5.75" shaft length)	$ 147.90
NASPO17	11131-000014	Internal paddles - 3.5" size (5" shaft length)	$ 147.90
NASPO17	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)	$ 147.90
NASPO17	11131-000021	Internal paddles - 1.5" size (9" shaft length)	$ 147.90
NASPO17	11131-000022	Internal paddles - 2" size (8.75" shaft length)	$ 147.90
NASPO17	11131-000023	Internal paddles - 3.5" size (8" shaft length)	$ 147.90
NASPO17	11131-000024	Internal paddles - 1.5" size (14.25" shaft length)	$ 147.90
NASPO17	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language	$ 80.75
NASPO17	11140-000015	AC Power Cord	$ 68.85
NASPO17	11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray	$ 175.10
NASPO17	11140-000072	AC Power Adapter	$ 1,432.25
NASPO17	11140-000074	DC Power Adapter	$ 1,742.50
NASPO17	11140-000078	Temperature Adapter Cable- 5ft	$ 314.50
NASPO17	11140-000079	Temperature Adapter Cable- 10ft	$ 314.50
NASPO17	11140-000080	Extension Cable (5ft 3 in)	$ 257.55
NASPO17	11140-000081	Right angle cable (10in) included with ACPA & DCPA	$ 257.55
NASPO17	11140-000085	Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)	$ 390.15
NASPO17	11141-000002	LIFEPAK 500 rechargeable sealed lead acid battery pak	$ 190.40
NASPO17	11141-000028	LIFEPAK SLA Battery	$ 215.05
NASPO17	11141-000068	LIFEPAK 20 NiMH rechargeable internal battery	$ 153.85
NASPO17	11141-000100	LMnO2 Non-Rechargeable Battery	$ 313.65
NASPO17	11141-000106	LIFEPAK 12 Li-ion Battery	$ 383.35
NASPO17	11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery	$ 251.60
NASPO17	11141-000115	REDI-CHARGE Base	$ 1,292.00
NASPO17	11141-000116	LIFEPAK 12 REDI-CHARGE Adapter Tray	$ 169.15
NASPO17	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs	$ 286.45
NASPO17	11141-000158	LP500 SLA Battery	$ 289.85
NASPO17	11141-000159	LP500 Battery Replacement kit	$ 311.10
NASPO17	11141-000160	Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device	$ 58.65
NASPO17	11141-000161	Rechargable Battery Replacement for LP1000	$ 362.95
NASPO17	11141-000162	CodeManagement Module Lithium Ion Battery	$ 206.19
NASPO17	11150-000007	Modem cable - 6' LIFEPAK 12 to external modem	$ 110.50
NASPO17	11150-000009	Modem door assembly	$ 59.50
NASPO17	11150-000010	External Modem for connection to LIFEPAK 500	$ 285.60
NASPO17	11150-000015	Internal modem (pc card modem)	$ 294.95
NASPO17	11150-000018	LIFEPAK 20e Defibrillator CodeManagement Module - Wireless	$ 1,261.50
NASPO17	11150-000019	LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capnography	$ 3,915.00
NASPO17	11160-000011	NIBP Cuff-Reusable, Infant	$ 17.85
NASPO17	11160-000012	NIBP Cuff-Disposable Infant	$ 7.65
NASPO17	11160-000013	NIBP Cuff-Reusable, Child	$ 20.40
NASPO17	11160-000014	NIBP Cuff-Disposable Child	$ 8.50
NASPO17	11160-000015	NIBP Cuff-Reusable, Adult	$ 25.50
NASPO17	11160-000016	NIBP Cuff-Disposable Adult	$ 9.35
NASPO17	11160-000017	NIBP Cuff-Reusable, Lg Adult	$ 28.05
NASPO17	11160-000018	NIBP Cuff-Disposable Large Adult	$ 9.35
NASPO17	11160-000019	NIBP Cuff-Reusable Adult X large	$ 40.80
NASPO17	11160-000020	NIBP Cuff-Disposable X-tra Large Adult	$ 12.75
NASPO17	11171-000006	Masimo SET LNOP Sp02 Patient Cable- 4 foot	$ 188.70
NASPO17	11171-000007	Masimo SET LNOP Sp02 Sensor - Adult Reusable	$ 322.15
NASPO17	11171-000008	Masimo SET LNOP Sp02 Patient Cable - 8 foot	$ 237.15
NASPO17	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot	$ 294.95
NASPO17	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable	$ 312.80
NASPO17	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)	$ 340.85
NASPO17	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)	$ 379.10
NASPO17	11171-000016	Masimo SET LNCS Patient Cable - 10 foot	$ 249.05
NASPO17	11171-000017	Masimo SET LNCS Adult Reusable Sensor	$ 276.25
NASPO17	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor	$ 255.85
NASPO17	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)	$ 275.40
NASPO17	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)	$ 312.80
NASPO17	11171-000024	Masimo SET LNCS Patient Cable - 4 foot	$ 175.95
NASPO17	11171-000025	Masimo SET LNCS Patient Cable - 14 foot	$ 372.30

NASPO17	11171-000027	Masimo SET LNCS 4' extension (for Nellcor equipped units)	$ 215.90
NASPO17	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	$ 385.90
NASPO17	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)	$ 422.45
NASPO17	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)	$ 385.90
NASPO17	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft	$ 862.75
NASPO17	11171-000033	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft	$ 862.75
NASPO17	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)	$ 501.50
NASPO17	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)	$ 414.80
NASPO17	11171-000037	RC-04, Patient Cable, 4 ft. , 1/box	$ 211.65
NASPO17	11171-000038	RC-12, Patient Cable, 12 ft. , 1/box	$ 315.35
NASPO17	11171-000039	M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box	$ 285.60
NASPO17	11171-000040	M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box	$ 303.45
NASPO17	11171-000041	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box	$ 374.85
NASPO17	11171-000042	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box	$ 374.85
NASPO17	11171-000043	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	$ 410.55
NASPO17	11171-000046	M-LNCS DCI, Adult Reusable Sensor, 1/box	$ 255.85
NASPO17	11171-000047	M-LNCS DCIP, Pediatric Reusable Sensor, 1/box	$ 255.85
NASPO17	11171-000049	Rainbow DCI Adt Reusable Sensor, 1/box	$ 544.00
NASPO17	11171-000050	Rainbow DCIP PED REUSABLE Sensor	$ 599.25
NASPO17	11171-000051	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box	$ 607.75
NASPO17	11171-000052	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR,REF 2653	$ 284.75
NASPO17	11171-000053	DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR,REF 2644	$ 607.75
NASPO17	11171-000054	Reuseable Light Shield, 5 /box	$ 55.25
NASPO17	11171-000055	Disposable Light Shield 10/pack	$ 52.70
NASPO17	11210-000001	Wall mount bracket for AED	$ 103.70
NASPO17	11210-000002	BSS2 wall mount bracket	$ 111.35
NASPO17	11210-000021	Wall mount bracket for LIFEPAK CR Plus	$ 90.95
NASPO17	11210-000026	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges	$ 408.00
NASPO17	11210-000027	AED Wall Cabinet with alarm, fire rated - recessed, square edges	$ 388.45
NASPO17	11210-000028	AED Floor Stand Cabinet with alarm- White	$ 960.50
NASPO17	11210-000029	AED Floor Stand Cabinet with alarm- Grey	$ 998.75
NASPO17	11220-000025	Battery pouch for the LIFEPAK 500	$ 56.95
NASPO17	11220-000028	Top Pouch for the LP12/LP15	$ 48.45
NASPO17	11220-000033	LIFEPAK 12 Front cover	$ 37.40
NASPO17	11220-000076	Wall Cabinet, standard, surface mount, SS	$ 476.00
NASPO17	11220-000077	Wall Cabinet, standard, semi-recessed, SS	$ 429.25
NASPO17	11220-000078	Wall Cabinet, small, fully recessed, SS	$ 408.00
NASPO17	11220-000079	AED Wall Cabinet with alarm - surface mount, rolled edges	$ 283.05
NASPO17	11220-000083	AED Wall Cabinet with alarm and strobe -surface mount, rolled edges	$ 347.65
NASPO17	11220-000084	AED Wall Cabinet with alarm and strobe - surface mount, rolled edges	$ 497.25
NASPO17	11230-000018	LP20 Serial Port Cable	$ 106.25
NASPO17	11230-000019	LP20 Configuration Transfer Cable	$ 106.25
NASPO17	11230-000020	Serial port cable	$ 137.70
NASPO17	11240-000013	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)	$ 17.00
NASPO17	11240-000016	Strip chart recorder paper, 100mm 2rolls/bx (1-23)	$ 17.85
NASPO17	11250-000004	LIFEPAK 500T Replacement carry case	$ 69.70
NASPO17	11250-000006	LIFEPAK 500T Replacement simulated battery pak	$ 33.15
NASPO17	11250-000012	Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)	$ 68.85
NASPO17	11250-000015	LIFEPAK CR Plus Training System replacement training electrodes	$ 35.70
NASPO17	11250-000042	Replacement infant/child AED training electrodes	$ 36.55
NASPO17	11250-000043	Cable/connector assembly/pouch for infant/child AED training electrodes	$ 42.50
NASPO17	11250-000045	Infant/child AED training electrodes training set	$ 63.75
NASPO17	11250-000052	Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator	$ 61.20
NASPO17	11250-000073	LIFEPAK CR Plus Training System	$ 325.55
NASPO17	11250-000096	LIFEPAK 500 AED Training System	$ 561.00
NASPO17	11260-000014	LIFEPAK CR Plus Training System replacement carry case	$ 33.15
NASPO17	11260-000015	LIFEPAK CR Plus Hard shell carry case	$ 225.25
NASPO17	11260-000016	QUIK-COMBO Accessory pouch for LP20	$ 51.85
NASPO17	11260-000018	LP20 Basic Carry Case	$ 136.00
NASPO17	11260-000023	LIFEPAK 1000 Hard shell, watertight carrying case	$ 291.55
NASPO17	11260-000029	LIFEPAK 12 Carry case back pouch - expandable	$ 76.50
NASPO17	11260-000030	LIFEPAK 12 Basic carry case w/strap, right & left pouches	$ 281.35
NASPO17	11260-000032	Carrying Case of the LIFEPAK 12 with AC Power Adapter	$ 298.35
NASPO17	11260-000033	Carrying Case for the LIFEPAK 12 with Voice Recorder	$ 298.35
NASPO17	11260-000037	LIFEPAK12 Shoulder Strap replacement	$ 31.45
NASPO17	11260-000039	LIFEPAK 15 Carry case back pouch	$ 69.70
NASPO17	11260-000043	LP20 Top Pouch	$ 54.40
NASPO17	11260-000044	TrueCPR Carry Case	$ 66.12
NASPO17	11260-000045	Carry Case for LIFEPAK 20/20e Defibrillator with Module	$ 189.66
NASPO17	11403-000001	LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes	$ 104.55
NASPO17	11403-000002	LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes	$ 87.55
NASPO17	11425-000001	Accessory pounch for 3-wire cable and/or other accessories	$ 56.10
NASPO17	11425-000007	BAG ASSEMBLY, NO STRAP,LIFEPAK 1000	$ 119.85
NASPO17	11425-000012	LIFEPAK 1000 Replacement Shoulder Strap for carry case	$ 37.40
NASPO17	11516-000001	SAM 450P AED Trainer Remote Control	$ 130.90
NASPO17	11516-000003	US Adult Pad-Pak for HeartSine AEDs	$ 149.60
NASPO17	11516-000004	US Pediatric-Pak for HeartSine AEDs	$ 177.65
NASPO17	11516-000009	HeartSine AED Trainer Electrodes - 10	$ 28.05
NASPO17	11516-000010	HeartSine AED Pelican case with insert	$ 133.45
NASPO17	11516-000011	HeartSine AED Trainer Electrodes - 25	$ 63.75
NASPO17	11516-000012	HeartSine Trainer battery charger	$ 27.20
NASPO17	11516-000014	SAM 350P AED Trainer Remote Control	$ 130.90
NASPO17	11516-000017	Pad-Pak Electrode Cartridge for Trainer	$ 42.50
NASPO17	11516-000018	USB Data Download Cable - HeartSine	$ 31.45
NASPO17	11516-000020	AED Wall Sign - HeartSine	$ 27.20
NASPO17	11516-000021	CPR prep kit - HeartSine	$ 28.05
NASPO17	11516-000022	Carry Case for HeartSine AED	$ 46.75
NASPO17	11516-000023	Wall Bracket for HeartSine AED	$ 71.40
NASPO17	11516-000024	HeartSine Wall Cabinet with Alarm	$ 130.90
NASPO17	11516-000027	Aviation Pad-Pak for HeartSine AEDs	$ 163.20
NASPO17	11516-000059	HeartSine SAM 350P AED Trainer	$ 357.00
NASPO17	11516-000092	HeartSine SAM 450P AED Trainer	$ 357.00
NASPO17	11516-000114	Backpack for HeartSine AED	$ 124.10

NASPO17	11576-000035	LUCAS 1 Carry Bag (Backpack)	$ 501.50
NASPO17	11576-000036	Patient Strap (each)	$ 90.10
NASPO17	11576-000038	LUCAS 2 Carrying Bag	$ 292.40
NASPO17	11576-000039	LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)	$ 605.20
NASPO17	11576-000046	LUCAS 2 Disposable Suction Cup (3 pack)	$ 119.00
NASPO17	11576-000047	LUCAS 2 Disposable Suction Cup (12 pack)	$ 423.30
NASPO17	11576-000048	LUCAS 2 12V Car Cable	$ 120.70
NASPO17	11576-000050	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)	$ 86.70
NASPO17	11576-000051	Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)	$ 229.50
NASPO17	11576-000052	Back Plate Grip Tape	$ 38.25
NASPO17	11576-000053	Back Plate Grip Tape (3 pack)	$ 97.75
NASPO17	11576-000060	LUCAS 2 Stand-alone Battery Charger	$ 994.50
NASPO17	11576-000064	LUCAS PCI BACK PLATE	$ 2,992.00
NASPO17	11576-000070	LUCAS 2 Rubber Bumper	$ 36.55
NASPO17	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	$ 605.20
NASPO17	11576-000081	LUCAS Carrying Case, Hard Shell	$ 382.50
NASPO17	11576-000088	LUCAS Slim Back Plate	$ 335.75
NASPO17	11576-000089	Grip Tape, LUCAS Slim Back Plate	$ 23.80
NASPO17	11576-000090	Grip Tape (3-pack), LUCAS Slim Back Plate	$ 57.80
NASPO17	11576-000091	LUCAS 3 Bumpers (Black)	$ 35.70
NASPO17	11577-000001	LIFEPAK 15 Shoulder strap	$ 31.45
NASPO17	11577-000002	LIFEPAK 15 Basic carry case w/ right & left pouches	$ 272.00
NASPO17	11577-000004	Station Battery Charger - For the LP15	$ 1,581.00
NASPO17	11577-000011	Mobile Battery Charger - FOR THE LP15	$ 1,721.25
NASPO17	11577-000019	LP15 Power Attachment Kit	$ 49.30
NASPO17	11600-000022	CODE-STAT 10 Data Review Seat	$ 2,299.25
NASPO17	11600-000024	CODE-STAT Maintenance Subscription (3 Years)	$ 1,625.00
NASPO17	11996-000001	FilterLine H Set Infant/Neonatal (box of 25)	$ 476.00
NASPO17	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect	$ 35.21
NASPO17	11996-000048	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)	$ 101.15
NASPO17	11996-000049	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)	$ 101.15
NASPO17	11996-000060	Durasensor - Adult finger sensor	$ 266.05
NASPO17	11996-000061	Oxiband Adult/Neonatal Sensor	$ 201.45
NASPO17	11996-000062	Oxiband Pediatric/Infant Sensor	$ 201.45
NASPO17	11996-000080	FilterLine H Set Adult/Pediatric (box of 25)	$ 381.65
NASPO17	11996-000081	FilterLine Set Adult/Pediatric (box of 25)	$ 243.10
NASPO17	11996-000082	Nasal FilterLine Set Infant/Neonatal (box of 25)	$ 255.85
NASPO17	11996-000090	Electrode EDGE QUIK-COMBO RTS	$ 39.10
NASPO17	11996-000091	Electrode EDGE QUIK-COMBO Adult	$ 30.64
NASPO17	11996-000092	Electrode EDGE Fast-Patch Plus	$ 18.70
NASPO17	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS	$ 36.85
NASPO17	11996-000106	DURA-Y Multisite sensor (reusable)	$ 578.00
NASPO17	11996-000113	Oxisensor II adult sensor (24/BX)	$ 573.75
NASPO17	11996-000114	Oxisensor II adult sensor, long cable (24/BX)	$ 926.50
NASPO17	11996-000115	Oxisensor II infant sensor (24/BX)	$ 735.25
NASPO17	11996-000116	Oxisensor II pediatric sensor (24/BX)	$ 569.50
NASPO17	11996-000117	Oxisensor II neonatal sensor (24/BX)	$ 748.00
NASPO17	11996-000120	SmartCapnoLine - Pediatric patients <44lbs (box of 25)	$ 273.70
NASPO17	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)	$ 368.90
NASPO17	11996-000162	SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)	$ 273.70
NASPO17	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)	$ 303.45
NASPO17	11996-000164	FilterLine Set Long Adult/Pediatric (box of 25)	$ 272.85
NASPO17	11996-000165	SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)	$ 385.90
NASPO17	11996-000166	SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)	$ 994.50
NASPO17	11996-000167	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)	$ 1,071.00
NASPO17	11996-000183	MNC-1 Adapter Cable - 10 foot	$ 463.25
NASPO17	11996-000198	MNC-1 Adapter Cable - 4 foot	$ 439.45
NASPO17	11996-000278	LUCAS 1 Connector - Chemtron Air	$ 314.50
NASPO17	11996-000279	LUCAS 1 Connector - Ohmeda Air	$ 314.50
NASPO17	11996-000280	LUCAS 1 Connector - Puritan Bennet Air	$ 314.50
NASPO17	11996-000281	LUCAS 1 Connector - Diss Air	$ 314.50
NASPO17	11996-000282	LUCAS 1 Connector - Schrader Air	$ 314.50
NASPO17	11996-000283	LUCAS 1 Connector - Oxequip Air	$ 314.50
NASPO17	11996-000285	LUCAS 1 Regulator	$ 539.75
NASPO17	11996-000309	Surface mount bracket	$ 964.75
NASPO17	11996-000310	QUIK-COMBO 3-lead Patient Simulator	$ 675.75
NASPO17	11996-000311	QUIK-COMBO 12-lead Patient Simulator	$ 777.75
NASPO17	11996-000323	Masimo SET Red LNCS Patient Cable - 4 foot	$ 175.10
NASPO17	11996-000324	Masimo SET Red LNCS Patient Cable - 10 foot	$ 213.35
NASPO17	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot	$ 360.40
NASPO17	11996-000326	Masimo SET RED LNOP Patient Cable - 4 foot	$ 214.20
NASPO17	11996-000327	Masimo SET RED LNOP Patient Cable - 8 foot	$ 255.00
NASPO17	11996-000328	Masimo SET RED LNOP Patient Cable - 12 foot	$ 360.40
NASPO17	11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	$ 334.90
NASPO17	11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot	$ 616.25
NASPO17	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	$ 334.90
NASPO17	11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot	$ 616.25
NASPO17	11996-000335	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot	$ 752.25
NASPO17	11996-000336	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot	$ 1,028.50
NASPO17	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot	$ 752.25
NASPO17	11996-000338	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot	$ 1,028.50
NASPO17	11996-000339	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	$ 607.75
NASPO17	11996-000340	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	$ 629.00
NASPO17	11996-000341	Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	$ 607.75
NASPO17	11996-000342	Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	$ 629.00
NASPO17	11996-000359	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	$ 124.10
NASPO17	11996-000360	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	$ 132.60
NASPO17	11996-000365	RED MNC ADAPTER CABLE, 4FT,2641	$ 688.50
NASPO17	11996-000369	Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	$ 249.90
NASPO17	11996-000374	LP15 bed Connector	$ 128.35
NASPO17	11996-000375	Cable DC Input LP15 Battery Charger	$ 67.15
NASPO17	11996-000390	LIFEPAK 12 NIBP Hose, 12'	$ 52.70
NASPO17	11996-000391	LIFEPAK 12 NIBP Hose, 9'	$ 52.70

NASPO17	11996-000392	LIFEPAK 12 NIBP Hose, coiled 9'	$ 52.70
NASPO17	11996-000393	McGRATH MAC EMS Video Laryngoscope	$ 2,392.50
NASPO17	11996-000394	McGRATH 3.6V EMS Battery	$ 52.20
NASPO17	11996-000398	McGRATH X3 Laryngoscope Blades, Box of 10	$ 243.60
NASPO17	11996-000414	McGRATH MAC 2 Laryngoscope Blades, Box of 10	$ 139.20
NASPO17	11996-000415	McGRATH MAC 3 Laryngoscope Blades, Box of 10	$ 139.20
NASPO17	11996-000416	McGRATH MAC 4 Laryngoscope Blades, Box of 10	$ 139.20
NASPO17	11998-000014	LIFEPAK 500 Complete soft shell carrying case	$ 146.20
NASPO17	11998-000021	LIFEPAK 500 Hard-shell carrying case (Pelican)	$ 337.45
NASPO17	11998-000063	LIFEPAK 12 Removable acrylic screen shield	$ 45.90
NASPO17	11998-000292	Wall Cabinet - Semi-recessed for AED, 3" Trim	$ 277.10
NASPO17	11998-000293	Wall Cabinet - Fully-recessed for AED, 1.5" Trim	$ 236.30
NASPO17	11998-000320	Ambu Res-Cue Key First Responder Kit	$ 32.30
NASPO17	11998-000321	Ambu Res-Cue Mask First Responder Kit	$ 39.95
NASPO17	11998-000326	LIFEPAK 15 internal paddles adapter cable	$ 254.15
NASPO17	11998-000327	AED Wall Sign IIcor w/logo, Flat,8x10	$ 22.10
NASPO17	11998-000328	AED Wall Sign IIcor w/logo, T-mount, 8x10	$ 30.60
NASPO17	11998-000329	AED Wall Sign IIcor w/logo, Tent, 7x8	$ 30.60
NASPO17	11998-000330	AED Wall Sign Traditional w/logo, Flat, 8x10	$ 22.10
NASPO17	11998-000331	AED Wall Sign Traditional w/logo, T-mount, 8x10	$ 30.60
NASPO17	11998-000332	AED Wall Sign Traditional w/logo, Tent, 7x8	$ 30.60
NASPO17	11998-000333	AED Wall Sign Traditional w/o logo, T-mount, 8x10	$ 30.60
NASPO17	21300-004576	LIFEPAK CR Plus Carrying case	$ 63.75
NASPO17	21300-004579	LIFEPAK CR Plus Replacement shoulder strap for carry case	$ 13.60
NASPO17	21300-005847	Signagel, gel	$ 4.25
NASPO17	21300-006361	LIFEPAK 12 Carry case base & side supports	$ 131.75
NASPO17	21300-006587	CENTRAL ALARM SWITCH for CR Plus	$ 48.45
NASPO17	21300-007201	LIFEPAK 12 Replacement carry case left pouch	$ 86.70
NASPO17	21300-007203	LIFEPAK 12 Replacement carry case right pouch	$ 79.05
NASPO17	21300-007585	Service Manual on CD-ROM: LIFEPAK 12 and BSS2	$ 58.65
NASPO17	21300-008054	4-Wire Cable Comb (10- Pack)	$ 47.60
NASPO17	21300-008055	6-Wire Cable Comb (10- Pack)	$ 47.60
NASPO17	21300-008146	LIFEPAK 15 NIBP Hose, 12'	$ 52.70
NASPO17	21300-008147	LIFEPAK 15 NIBP Hose, 9'	$ 52.70
NASPO17	21300-008148	LIFEPAK 15 NIBP Hose, 9' coiled	$ 52.70
NASPO17	21330-000996	ASSY-LP20 DOCKING STATION	$ 323.85
NASPO17	21330-001024	ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED	$ 73.95
NASPO17	21330-001058	LIFEPAK 500 DPS complete soft shell carrying case with "stealth" surface	$ 184.45
NASPO17	21330-001176	LP15 Lithium-ion Battery 5.7 amp hrs	$ 398.65
NASPO17	21330-001357	LIFEPAK 15 In-service Video - DVD format	$ 30.60
NASPO17	21330-001365	Test load (for use with QUIK COMBO therapy cable)	$ 89.25
NASPO17	21340-000706	LIFENET PC Gateway	$ 388.89
NASPO17	21576-000074	LUCAS Stabilization Strap	$ 78.20
NASPO17	21576-000075	LUCAS Stabilization Strap (4 pack)	$ 250.75
NASPO17	21996-000044	LUCAS Back Plate	$ 322.15
NASPO17	21996-000061	LUCAS 1 Extention Hose	$ 290.70
NASPO17	21996-000073	TITAN II Wireless Gateway	$ 900.45
NASPO17	21996-000081	Multitech 3G Gateway - AT&T	$ 1,048.35
NASPO17	21996-000082	AT&T Multitech 3G Gateway (For use with Physio-Control data plan)	$ 1,048.35
NASPO17	21996-000085	Multitech 3G Gateway - Verizon	$ 1,048.35
NASPO17	21996-000086	Verizon Multitech 3G Gateway (For use with Physio-Control data plan)	$ 1,048.35
NASPO17	21996-000092	Titan II - Wifi & Audio & Cellular Gateway (Verizon, Verizon KORE, AT&T)	$ 2,366.40
NASPO17	21996-000093	Titan II - Wifi & Cellular Gateway (Verizon, Verizon KORE, AT&T)	$ 1,405.05
NASPO17	21996-000094	Titan II - Wifi & Audio & Cellular Gateway (AT&T KORE)	$ 2,366.40
NASPO17	21996-000095	Titan II - Wifi & Cellular Gateway (AT&T KORE)	$ 1,405.05
NASPO17	26500-000036	LIFEPAK 500 Service Manual CD-Rom	$ 73.10
NASPO17	26500-000037	LIFEPAK 500 In-service Video	$ 15.30
NASPO17	26500-000185	AED Instruction Card (laminated easy reference)	$ 5.95
NASPO17	26500-000213	LIFEPAK 12 In-service Video	$ 31.45
NASPO17	26500-000234	LIFEPAK 12 & BSS2 Service Manual (paper version)	$ 184.45
NASPO17	26500-000942	LIFEPAK 12 Operating Instructions	$ 61.20
NASPO17	26500-001008	LIFEPAK 500T Operating Instructions	$ 10.20
NASPO17	26500-001156	LIFEPAK CR Plus Operating Instructions: LIFEPAK CR Plus Training System	$ 15.30
NASPO17	26500-001421	LIFEPAK CR Plus Service Manual CD Rom	$ 68.00
NASPO17	26500-002040	Quik reference Instruction Card for AED and CPR instruction	$ 5.95
NASPO17	26500-002156	Quick Reference Instruction Card LIFEPAK 1000	$ 5.95
NASPO17	26500-002408	LIFEPAK 15 Operating Instructions	$ 61.20
NASPO17	26500-002481	Operating Instructions: LIFEPAK 12	$ 63.75
NASPO17	26500-003084	LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN	$ 34.85
NASPO17	26500-003434	LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English	$ 34.85
NASPO17	26500-003716	LUCAS 3.0 Instructions for Use, Replacement, EN	$ 34.00
NASPO17	26996-000014	Individual AED Challenge (Per Person/ Yr)	$ 15.00
NASPO17	44500-000001	12-Leads Made Easy Web-based training program	$ 48.45
NASPO17	44500-000003	Capno Made Easy Web Based Training	$ 48.45
NASPO17	70507-000061	LIFEPAK 20e Defibrillator/Monitor	$ 7,738.65
NASPO17	70507-000080	LIFEPAK 20e Defibrillator/Monitor with Pacing Package	$ 8,869.65
NASPO17	70507-000081	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo and Legacy Nellcor enabled))	$ 10,348.65
NASPO17	70507-000091	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo)	$ 10,000.65
NASPO17	80403-000148	LIFEPAK CR Plus AED Kit Semi-automatic AHA voice prompt	$ 1,536.50
NASPO17	80403-000149	LIFEPAK CR Plus AED Kit Fully automatic AHA voice prompt	$ 1,676.50
NASPO17	80427-000134	LIFEPAK Express Semi-automatic. Incl 1 pair of QUIK-Pak electrodes	$ 1,271.25
NASPO17	80514-000263	HeartSine SAM 350P AED	$ 949.00
NASPO17	80515-000002	HeartSine SAM 450P AED	$ 1,325.00
NASPO17	80596-000003	TrueCPR Coaching Device	$ 1,561.65
NASPO17	81700-000001	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12- Lead ECG, EtCO2, 2 IP Channels)	$ 36,965.43
NASPO17	81700-000002	Bundle: LIFEPAK 15 w/ ACPA (Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT, Temp)	$ 33,356.67
NASPO17	81700-000003	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, NIBP, EtCO2)	$ 22,714.83
NASPO17	81700-000004	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT)	$ 32,215.23
NASPO17	81700-000005	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, EtCO2, BT)	$ 20,431.08
NASPO17	81700-000006	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12- Lead ECG , EtCO2, 2 IP Channels)	$ 36,965.43
NASPO17	81700-000007	Bundle: LIFEPAK 15 w/ ACPA (Standard)	$ 14,219.28
NASPO17	81701-000001	Bundle: LIFEPAK 20e w/ CodeManagement Module (Wireless)	$ 9,000.15
NASPO17	81701-000002	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless)	$ 10,131.15

NASPO17	81701-000003	Bundle: LIFEPAK 20e (Pacing & Masimo SpO2) w/ CodeManagement Module (Wireless)	$ 11,262.15
NASPO17	81701-000004	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless)	$ 11,610.15
NASPO17	81701-000005	Bundle: LIFEPAK 20e w/ CodeManagementModule (Wireless & EtCO2)	$ 11,653.65
NASPO17	81701-000006	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless & EtCO2)	$ 12,784.65
NASPO17	81701-000007	Bundle: LIFEPAK 20e (Pacing and Masimo SpO2) w/ CodeManagement Module (Wireless & EtCO2)	$ 13,915.65
NASPO17	81701-000008	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module(Wireless & EtCO2)	$ 14,263.65
NASPO17	99425-000023	LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & electrodes	$ 2,180.00
NASPO17	99425-000025	LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electrodes	$ 2,516.25
NASPO17	99576-000020	LUCAS 2, 2.2 SW Chest Compression Training unit	$ 8,221.50
NASPO17	99576-000024	LUCAS 2, 2.1 SW Chest Compression System	$ 13,241.40
NASPO17	99576-000042	Training Unit LUCAS 3.0. Non Clinical device for training purposes only.	$ 8,221.50
NASPO17	99576-000043	LUCAS 3.0 Chest Compression System	$ 13,876.50
NASPO17	99577-001368	LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	$ 20,640.75
NASPO17	99577-001372	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	$ 35,165.40
NASPO17	99577-001373	LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	$ 34,571.19
NASPO17	99577-001588	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth	$ 33,429.75
NASPO17	99577-001930	LIFEPAK 15 Standard	$ 12,419.25
NASPO17	99577-001931	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP	$ 19,635.90
NASPO17	99577-001932	LIFEPAK 15 Trending, Masimo SpO2, NIBP,EtCO2	$ 20,914.80
NASPO17	99577-001933	LIFEPAK 15 Trending, Masimo SpO2, NIBP,12-Lead	$ 24,842.85
NASPO17	99577-001934	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2	$ 27,400.65
NASPO17	99577-001935	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2	$ 30,415.20
NASPO17	99577-001936	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet NIBP, 12-Lead, EtCO2	$ 33,429.75
NASPO17	99577-001937	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2, 2 Invasive Pressure Channels	$ 35,165.40
NASPO17	99577-001938	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperature	$ 31,556.64
NASPO17	99577-001939	LIFEPAK 15 Bluetooth	$ 12,419.25
NASPO17	99577-001941	LIFEPAK 15 Nellcor and Masimo SpO2, Bluetooth	$ 14,520.30
NASPO17	99577-001943	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	$ 25,939.05
NASPO17	99577-001944	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth	$ 18,631.05
NASPO17	99577-001945	LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth	$ 16,621.35
NASPO17	99577-001946	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth	$ 17,169.45
NASPO17	99577-001947	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	$ 19,179.15
NASPO17	99577-001948	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	$ 19,727.25
NASPO17	99577-001950	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	$ 20,914.80
NASPO17	99577-001951	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	$ 21,462.90
NASPO17	99577-001952	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	$ 23,929.35
NASPO17	99577-001953	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth	$ 24,842.85
NASPO17	99577-001955	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	$ 27,400.65
NASPO17	99577-001956	LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	$ 28,542.09
NASPO17	99577-001957	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth	$ 30,415.20
NASPO17	99577-001958	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2,Bluetooth, Temp	$ 31,556.64
NASPO17	99577-001959	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	$ 23,015.85
NASPO17	99577-001960	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	$ 29,136.30
NASPO17	99577-001962	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	$ 32,150.85
NASPO17	99577-001963	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	$ 29,684.40
NASPO17	99577-001964	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	$ 27,948.75
NASPO17	99577-001966	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	$ 23,198.55
NASPO17	99996-000117	LP1000 Trainer	$ 879.75
NASPO17	99512-001261	LPCR2 Semi-automatic, WIFI,English, Bag	$ 1,818.75
NASPO17	99512-001262	LPCR2 Semi-automatic, WIFI,English, Handle	$ 1,762.50
NASPO17	99512-001263	LPCR2 Fully-automatic, WIFI,English, Bag	$ 1,968.75
NASPO17	99512-001264	LPCR2 Fully-automatic, WIFI,English, Handle	$ 1,912.50
NASPO17	99512-001265	LPCR2 Semi-automatic, WIFI,English-Spanish, Bag	$ 1,875.00
NASPO17	99512-001266	LPCR2 Semi-automatic, WIFI,English-Spanish, Handle	$ 1,818.75
NASPO17	99512-001267	LPCR2 Fully-automatic, WIFI,English-Spanish, Bag	$ 2,025.00
NASPO17	99512-001268	LPCR2 Fully-automatic, WIFI,English-Spanish, Handle	$ 1,968.75
NASPO17	11141-000165	Replacement Battery Kit	$ 212.50
NASPO17	11101-000021	Replacement Electrode Kit	$ 123.25
NASPO17	11512-000001	Replacement Lid Kit	$ 61.20
NASPO17	21300-008152	COVER, USB PORT, LPCR2	$ 8.50
NASPO17	21300-008143	CABLE, USB2.0 A MALE TO MICRO-B, L 5.5FT	$ 12.75
NASPO17	11260-000047	Carry Case Kit	$ 73.95
NASPO17	11512-000002	Handle Kit	$ 21.25
NASPO17	11998-000320	First Responder Kit (Ambu)	$ 33.15
NASPO17	26500-003645	TAG,LOCAL EMERGENCY CONTACT NUMBER,911,MULTI	$ 4.25
NASPO17	11210-000047	New Wall Bracket - Green	$ 38.25
NASPO17	11210-000046	New Wall Bracket - White/Red	$ 38.25
NASPO17	11220-000093	LIFEPAK WALL BOX, PLASTIC	$ 340.00
NASPO17	11250-000162	KIT, SHIPPING, TRAINER, LPCR2, ENGLISH	$ 551.65
NASPO17	11250-000147	KIT, SHIPPING, DEMO, LPCR2, ENGLISH	$ 594.15
NASPO17	11250-000144	MANIKIN, TRAINER, LPCR2	$ 21.25
NASPO17	11250-000140	PADS, REPLACEMENT, TRAINER, LPCR2, 5 Sets	$ 157.25
NASPO17	11250-000145	TRAY, ELECTRODE, TRAINER, LPCR2	$ 131.75
NASPO17	11250-000139	ASSY, TRAY COVER WITH HANDLE, TRAINER, LPCR2	$ 18.70
NASPO17	21250-000003	DOOR, BATTERY, 3 PACK, TRAINER, LPCR2	$ 14.45
NASPO17	11250-000141	USB, BLUETOOTH, TRAINER, LPCR2	$ 41.65
NASPO17	11250-000142	USB, REPROGRAMMING, TRAINER, LPCR2, CR2T-1.0S	$ 22.95
NASPO17	11250-000178	Replacement Handle Kit	$ 21.25
NASPO17	11141-000166	BATTERY, D-CELL, TRAINER, LPCR2, Pack of 4	$ 17.85
NASPO17	11260-000048	ASSY, CARRY TOTE, TRAINER, LPCR2, ENGLISH	$ 42.50
NASPO17	21250-000004	ASSY, LID, LOCALIZED, TRAINER, LPCR2, ENGLISH	$ 18.70
NASPO17	11516-000091	HeartSine SAM 360P AED Trainer	$ 357.00
NASPO17	11576-000071	Power Supply	$ 322.15
NASPO17	11576-000094	LUCAS Carrying Case, Hard Shell	$ 390.15
NASPO17	11996-000441	Wall Cabinet, Rotaid Plus, With Alarm, White	$ 40.80
NASPO17	11996-000443	Wall Cabinet, Rotaid Plus, With Alarm, Red	$ 259.25
NASPO17	11996-000445	Wall Cabinet, Rotaid Solid Plus, with Alarm, White	$ 22.95
NASPO17	11996-000447	Wall Cabinet, Rotaid Solid Plus, with Alarm, Red	$ 31.45
NASPO17	11996-000449	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, White	$ 31.45
NASPO17	11996-000451	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, Red	$ 22.95
NASPO17	21996-000109	TITAN III -Wifi Gateway	$ 900.45

NASPO17	21996-000110	Titan III Trio – WiFi &Cellular& Fast Audio Gateway, No Sim	$ 2,288.10
NASPO17	21996-000111	Titan III Trio – WiFi & Cellular & Fast Audio Gateway ATT	$ 2,366.40
NASPO17	21996-000112	Titan III – WiFi & Cellular Gateway, No Sim	$ 1,405.05
NASPO17	80514-000264	HeartSine SAM 350P AED Aviation, Semi Automatic	$ 1,050.12
NASPO17	80514-000309	HeartSine SAM 360P AED, Fully-automatic	$ 1,044.14
NASPO17	80514-000312	HeartSine SAM 360P AED Aviation, Fully-Automatic	$ 1,109.96
NASPO17	80515-000127	HeartSine SAM 450P AED Aviation, Semi-Automatic	$ 1,243.54
NASPO17	99576-000063	LUCAS 3, 3.1, IN SHIPPING BOX, EN	$ 13,876.50
NASPO17	99576-000083	LUCAS 3, 3.1, TRAINING UNIT, EN	$ 8,221.50
NASPO17	BUN-LUCAS3.1	Bundle LUCAS 3.1 Chest Compression Device including back plate, 1 battery, neck straps, carry case and 5 year Warranty that includes annu	$ 16,614.00

NASPO ValuePoint
PARTICIPATING ADDENDUM

AUTOMATIC EXTERNAL
DEFIBRILLATORS & ACCESSORIES
Led by the State of **Oklahoma**

Master Agreement #: OK-SW-300

Contractor: STRYKER SALES CORPORATION

Participating Entity: STATE OF XXXXX

The following products or services are included in this contract portfolio:

- *Removable Example: All products and accessories listed on the Contractor page of the NASPO ValuePoint website.*

The following products or services are not included in this agreement:

- *Removable Example: Product modifications.*
- *Removable Example: Installation services.*

Master Agreement Terms and Conditions:

1. Scope: This addendum covers the ***[contract title]*** led by the State of ***[xxxxxx]*** for use by state agencies and other entities located in the Participating State *[or State Entity]* authorized by that State's statutes to utilize State contracts with the prior approval of the State's Chief Procurement Official.

Removable Instruction: Participating States should ensure that paragraph 2 properly defines the scope of participation. The model language in paragraph enables participation by all political subdivisions, institutions of higher education, and other entities included in the state's statewide contract program.

2. Participation: This NASPO ValuePoint Master Agreement may be used by all state agencies, institutions of higher institution, political subdivisions and other entities authorized to use statewide contracts in the State of ***[xxxxxxx]***. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Primary Contacts: The primary contact individuals for this Participating Addendum are as follows (or their named successors):

Contractor

Name:	
Address:	
Telephone:	
Fax:	
Email:	

Participating Entity

Name:	
Address:	
Telephone:	
Fax:	
Email:	

4. PARTICIPATING ENTITY MODIFICATIONS OR ADDITIONS TO THE MASTER AGREEMENT

These modifications or additions apply only to actions and relationships within the Participating Entity.

Participating Entity must check one of the boxes below.

[___] No changes to the terms and conditions of the Master Agreement are required.

[___] The following changes are modifying or supplementing the Master Agreement terms and conditions.

[Removable Instruction: Insert text here to address specific changes to the terms and conditions. Indicate which section numbers of the Master Agreement are modified. If no changes are required, check the box above and delete this paragraph.]

5. Lease Agreements: *[If applicable, insert a statement about whether or not equipment lease agreement terms and conditions included in the Master Agreement have been approved for use by the Participating State and any restrictions or requirements for the use of the lease*

*agreement language in the Master Agreement. If not applicable, mark Section 4 as **"Reserved"**.]*

6. Subcontractors: All contactors, dealers, and resellers authorized in the State of ***[xxxxxx]***, as shown on the dedicated Contractor (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO ValuePoint Master Agreement. The contractor's dealer participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.

7. Orders: Any order placed by a Participating Entity or Purchasing Entity for a product and/or service available from this Master Agreement shall be deemed to be a sale under (and governed by the prices and other terms and conditions) of the Master Agreement unless the parties to the order agree in writing that another contract or agreement applies to such order.

IN WITNESS, WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating Entity:	Contractor:
Signature:	Signature:
Name:	Name:
Title:	Title:
Date:	Date:

[Additional signatures may be added if required by the Participating Entity]

For questions on executing a participating addendum, please contact:

NASPO ValuePoint

Cooperative Development Coordinator:	Tim Hay
Telephone:	(503) 428-5705
Email:	thay@naspovaluepoint.org

[Please email fully executed PDF copy of this document to

PA@naspovaluepoint.org

to support documentation of participation and posting in appropriate data bases.]

Thank you for considering Physio-Control

January 6, 2017

Gerald Elrod II
Strategic Initiatives Purchasing Officer
State of Oklahoma, OMES Central Purchasing
5005 N Lincoln Blvd. STE 300
Oklahoma City, OK 73105

Re: Request for Proposal for Oklahoma Solicitation # SW17300 – NASPO ValuePoint Master Agreement for AED Units and Accessories

Dear Mr. Elrod II,

Thank you for this opportunity to respond to the emergency medical equipment needs of the State of Oklahoma, OMES Central Purchasing (Lead State) and Participating States of the NASPO ValuePoint Master Agreement. Physio-Control, Inc. presents the following proposal for your consideration.

It has been our intent to provide the State of Oklahoma, OMES Central Purchasing (Lead State) and Participating States of the NASPO ValuePoint Master Agreement with all requested information in the proper format. Please visit our website at www.physio-control.com for additional information about our LIFEPAK product lines, ADAPTIV™ biphasic technology and the Physio-Control industry leading Field Service Network.

Physio-Control pioneered external defibrillation over 60 years ago and today continues to be the world market leader. We are passionate about the life saving tools we offer and would appreciate the opportunity to continue to share with you the unique features, technology and service benefits of Physio-Control.

If you have any questions regarding our response please contact Andy Vanderklok directly at andy.vanderklok@physio-control.com, or at (425) 867-4847.

Sincerely,

Mitchell E. Parrish
President & COO
Physio-Control, Inc.
11811 Willows Road NE
Redmond, WA 98052-2003
Fax: 425-867-4970
bidsinbox@physio-control.com

Sections

Section 1

Administrative Forms

Responding Bidder Information

"Certification for Competitive Bid and Contract" MUST be submitted along with the response to the Solicitation.

1. **RE: Solicitation #** SW17300

2. **Bidder General Information:**

FEI / SSN : 91-0697691 VEN ID: SVU-10153787-03

Company Name: Physio-Control, Inc.

3. **Bidder Contact Information:**

Address: 11811 Willows Rd NE

City: Redmond State: WA Zip Code: 98052

Contact Name: Mitch Parrish

Contact Title: President & COO

Phone #: 800-442-1142 FAX#: 425-867-4970

Email: bidsinbox@physio-control.com Website: www.physio-control.com

4. **Oklahoma Sales Tax Permit[1]:**

☒ YES – Permit #: SVU-10153787-03

☐ NO – Exempt pursuant to Oklahoma Laws or Rules

5. **Registration with the Oklahoma Secretary of State:**

☒ YES - Filing Number: 2300593429

☐ NO - Prior to the contract award, the successful bidder will be required to register with the Secretary of State or must attach a signed statement that provides specific details supporting the exemption the supplier is claiming (www.sos.ok.gov or 405-521-3911).

6. **Workers' Compensation Insurance Coverage:**

Bidder is required to provide with the bid a certificate of insurance showing proof of compliance with the Oklahoma Workers' Compensation Act.

☒ YES – include a certificate of insurance with the bid

Certificate of Insurance (Schedule C) is included in Section 4 of this Response

☐ NO - attach a signed statement that provides specific details supporting the exemption you are claiming from the Workers' Compensation Act (Note: Pursuant to Attorney General Opinion #07-8, the exemption from 85 O.S. 2011, § 311 applies only to employers who are natural persons, such as sole proprietors, and does not apply to employers who are entities created by law, including but not limited to corporations, partnerships and limited liability companies.)[2]

Mitchell E. Parrish 1/6/2017

Authorized Signature Date

Mitchell E. Parrish President & COO

Printed Name Title

[1] For frequently asked questions concerning Oklahoma Sales Tax Permit, see http://www.tax.ok.gov/faq/faqbussales.html

[2] For frequently asked questions concerning workers' compensation insurance, see http://www.ok.gov/oid/faqs.html#c221

Certification for Competitive Bid and/or Contract (Non-Collusion Certification)

NOTE: *A certification shall be included with any competitive bid and/or contract exceeding $5,000.00 submitted to the State for goods or services.*

Solicitation or Purchase Order #: SW17300

Supplier Legal Name: Physio-Control, Inc.

SECTION I [74 O.S. § 85.22]:

A. For purposes of competitive bid,

1. I am the duly authorized agent of the above named bidder submitting the competitive bid herewith, for the purpose of certifying the facts pertaining to the existence of collusion among bidders and between bidders and state officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to said bid;
2. I am fully aware of the facts and circumstances surrounding the making of the bid to which this statement is attached and have been personally and directly involved in the proceedings leading to the submission of such bid; and
3. Neither the bidder nor anyone subject to the bidder's direction or control has been a party:
   a. to any collusion among bidders in restraint of freedom of competition by agreement to bid at a fixed price or to refrain from bidding,
   b. to any collusion with any state official or employee as to quantity, quality or price in the prospective contract, or as to any other terms of such prospective contract, nor
   c. in any discussions between bidders and any state official concerning exchange of money or other thing of value for special consideration in the letting of a contract, nor
   d. to any collusion with any state agency or political subdivision official or employee as to create a sole-source acquisition in contradiction to Section 85.45j.1 of this title.

B. I certify, if awarded the contract, whether competitively bid or not, neither the contractor nor anyone subject to the contractor's direction or control has paid, given or donated or agreed to pay, give or donate to any officer or employee of the State of Oklahoma any money or other thing of value, either directly or indirectly, in procuring this contract herein.

SECTION II [74 O.S. § 85.42]:

For the purpose of a contract for services, the supplier also certifies that no person who has been involved in any manner in the development of this contract while employed by the State of Oklahoma shall be employed by the supplier to fulfill any of the services provided for under said contract.

The undersigned, duly authorized agent for the above named supplier, by signing below acknowledges this certification statement is executed for the purposes of:

☒ **the competitive bid attached herewith and contract, if awarded to said supplier;**

OR

☐ the contract attached herewith, which was not competitively bid and awarded by the agency pursuant to applicable Oklahoma statutes

Mitchell E. Parrish
Supplier Authorized Signature

1/6/2017
Certified This Date

Mitchell E. Parrish
Printed Name

President & COO
Title

800-442-1142
Phone Number

bidsinbox@physio-control.com
Email

425-867-4970
Fax Number

Amendment of Solicitation

Date of Issuance: 12/01/2016 **Solicitation No.** SW17300

Requisition No. SW300 **Amendment No.** 1

Hour and date specified for receipt of offers is changed: ☒ No ☐ Yes, to: _____ 3:00 PM CST/CDT

Pursuant to OAC 260:115-7-30(d), this document shall serve as official notice of amendment to the Solicitation identified above. Such notice is being provided to all suppliers to which the original solicitation was sent.

Suppliers submitting bids or quotations shall acknowledge receipt of this solicitation amendment prior to the hour and date specified in the solicitation as follows:

(1) Sign and return a copy of this amendment with the solicitation response being submitted; or,

(2) If the supplier has already submitted a response, this acknowledgement must be signed and returned prior to the solicitation deadline. All amendment acknowledgements submitted separately shall have the solicitation number and bid opening date printed clearly on the front of the envelope.

ISSUED BY and RETURN TO:

U.S. Postal Delivery or Personal or Common Carrier Delivery:

Office of Management and Enterprise Services
Central Purchasing
5005 N. Lincoln Blvd., Ste. 300
Oklahoma City, OK 73105

Gerald Elrod
Contracting Officer

405 - 522 - 1037
Phone Number

Gerald.elrod@omes.ok.gov
E-Mail Address

Description of Amendment:

a. This is to incorporate the following:

The closing date and time will be 3:00PM Central on January 10, 2017.

Additionally, the State of Idaho has signed an intent to participate and is included with the other joining States.

b. All other terms and conditions remain unchanged.

Physio-Control, Inc.
Supplier Company Name (**PRINT**)

1/6/2017
Date

Mitchell E. Parrish
Authorized Representative Name (**PRINT**)

President & COO
Title

Mitchell E. Parrish
Authorized Representative Signature

Amendment of Solicitation

Date of Issuance: 12/21/2016 **Solicitation No.** SW17300

Requisition No. SW300 **Amendment No.** 2

Hour and date specified for receipt of offers is changed: ☒ No ☐ Yes, to: _____ 3:00 PM CST/CDT

Pursuant to OAC 260:115-7-30(d), this document shall serve as official notice of amendment to the Solicitation identified above. Such notice is being provided to all suppliers to which the original solicitation was sent.

Suppliers submitting bids or quotations shall acknowledge receipt of this solicitation amendment prior to the hour and date specified in the solicitation as follows:

(1) Sign and return a copy of this amendment with the solicitation response being submitted; or,

(2) If the supplier has already submitted a response, this acknowledgement must be signed and returned prior to the solicitation deadline. All amendment acknowledgements submitted separately shall have the solicitation number and bid opening date printed clearly on the front of the envelope.

ISSUED BY and RETURN TO:

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5005 N. Lincoln Blvd., Ste. 300
Oklahoma City, OK 73105

Gerald Elrod
Contracting Officer

405 - 522 - 1037
Phone Number

Gerald.Elrod@omes.ok.gov
E-Mail Address

Description of Amendment:

a. This is to incorporate the following:

The following document has been added:

"SW300 – QUESTIONS AND ANSWERS.DOCX" has been added to the solicitation.

The following documents have been updated:

"SW300 – SOLICITATION – 20161129.PDF" has been replaced with "SW300 – SOLICITATION – 20161221.PDF"

"SW300 – ATTACHMENT E – APPROVED DISTRIBUTORS FORM.XLSX" has been replaced with "SW300 – ATTACHMENT E – APPROVED DISTRIBUTORS FORM – REVISION 1.XLSX"

"SW300 – ATTACHMENT G – HISTORIC AND ANTICIPATED USAGE.XLS" has been replaced with "SW300 – ATTACHMENT G – HISTORIC AND ANTICIPATED USAGE – REVISION 1.XLS"

Attachment B, Section A. "Contract Awards" has been modified to include the following language:

"Distributors may provide service nationally or locally. The distributor coverage area should be listed in the appropriate section of Attachment E.

Each state represented by NASPOValuePoint that chooses to participate in this Master Agreement independently has the option of deploying only resellers approved by the Participating State. The Participating State that chooses to exercise this option will define the process to add and remove resellers in their Participating Addendum."

Attachment E has been updated to include a field for coverage area.

Description of Amendment - continuing

Attachment G has been updated to include accurate usage information.

b. All other terms and conditions remain unchanged.

Physio-Control, Inc.		1/6/2017
Supplier Company Name (**PRINT**)		Date
Mitchell E. Parrish	President & COO	
Authorized Representative Name (**PRINT**)	Title	Authorized Representative Signature

Section 2

Executive Summary

Executive Summary

When you respond to emergencies, you need the most advanced monitor/defibrillator that sets the standard in innovation, operations and toughness. Throughout this response we are taking the opportunity to briefly describe and outline why Physio-Control is the best Partner to provide your emergency medical equipment needs.

Physio-Control, now part of Stryker, has been involved in emergency medical care for 61 years and leads the industry in developing products that monitor or treat patients in emergency medical situations. Physio-Control develops technologies and designs devices according to the unique needs of our customers and our goal is to provide complete solutions for cardiorespiratory emergencies. The entire Physio-Control product portfolio is designed to assist customers in their lifesaving work — whether it is accessories, disposables, flexible energy dosing, or data management solutions that help them capture patient data and learn from it to improve patient care.

Physio-Control approaches product development with the values our customers expect front and center: quality, innovation, durability and reliability. We sustain rigorous quality and innovation standards, and believe that good enough is never good enough when you are talking about devices used on a daily basis in a variety of emergency care environments. At Physio-Control, we are always innovating our product and clinical technologies and looking for ways to improve our processes—because our customers and their patients depend on it.

VISION: A world in which no person dies suddenly as a result of an acute, treatable medical event.

MISSION: We provide lifesaving tools for lifesaving teams – unique medical products of the highest quality that predict or intervene in life-threatening medical emergencies.

The line of products offered include LIFEPAK® monitor/defibrillators and automated external defibrillators, the LIFENET® System, HealthEMS® electronic patient care reporting (ePCR) software, LUCAS® Chest Compression System, TrueCPR™ coaching device, McGrath® MAC EMS video laryngoscope and HeartSine® samaritan PAD automated external defibrillators (AEDs).

Framework for Success

Physio-Control employs over 1400 Team Members worldwide. Approximately 700 of these team members are based in Redmond, Wash., the company headquarters. It is our intent to work with NASPO ValuePoint to design a strategic relationship model. Under this partnership, Physio-Control will provide the necessary resources to work specifically with the Lead State and Participating States.

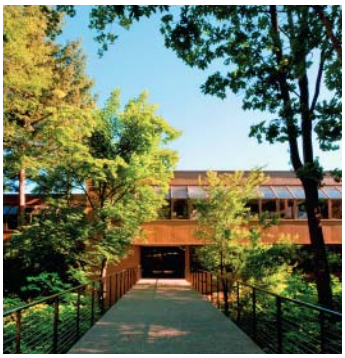
A long-term decision requires long-term solutions. Physio-Control adopts a multi-disciplinary, multi-agency, and multi-geographic approach that benefits from ease-of-use, data, transmission, interactivity, and consistency in protocols/data/accessories.

Section 3

Offeror Profile

Offeror Profile

Full Legal Name	Physio-Control, Inc.
Primary business address	11811 Willows Rd NE Redmond, WA 98052
Describe your company ownership structure	Physio-Control, Inc. is a wholly-owned subsidiary of Stryker Corporation, a medical technologies company, which owns many subsidiary companies within its holdings.
Employee Size	1419 Global
Website	www.physio-control.com
Sales contact information	Kevin Veenstra Manager, Strategic & Government Accounts, Sales Kevin.veenstra@physio-control.com 800-442-1142
Brief history	Please refer to “About Physio” attached to this profile.



About Physio-Control

The pioneer in portable defibrillation and monitoring technology, Physio-Control continues to define the standard for cardiac emergency care equipment, solutions and services.

Physio-Control is the world leader in developing, manufacturing, selling and servicing emergency care products. The company pioneered defibrillation technology over 55 years ago and continues to design and develop advanced emergency medical devices for in-hospital and out-of-hospital use. The company's LIFEPAK® defibrillators have been carried to the top of Mount Everest and launched into orbit on the International Space Station. More than 800,000 units are in use today on fire and rescue rigs, ambulances, hospital crash carts, and in thousands of public access locations worldwide.

Physio-Control employs over 1000 Team Members worldwide. Approximately 700 of these team members are based in Redmond, Wash., the company headquarters.

Vision and Mission

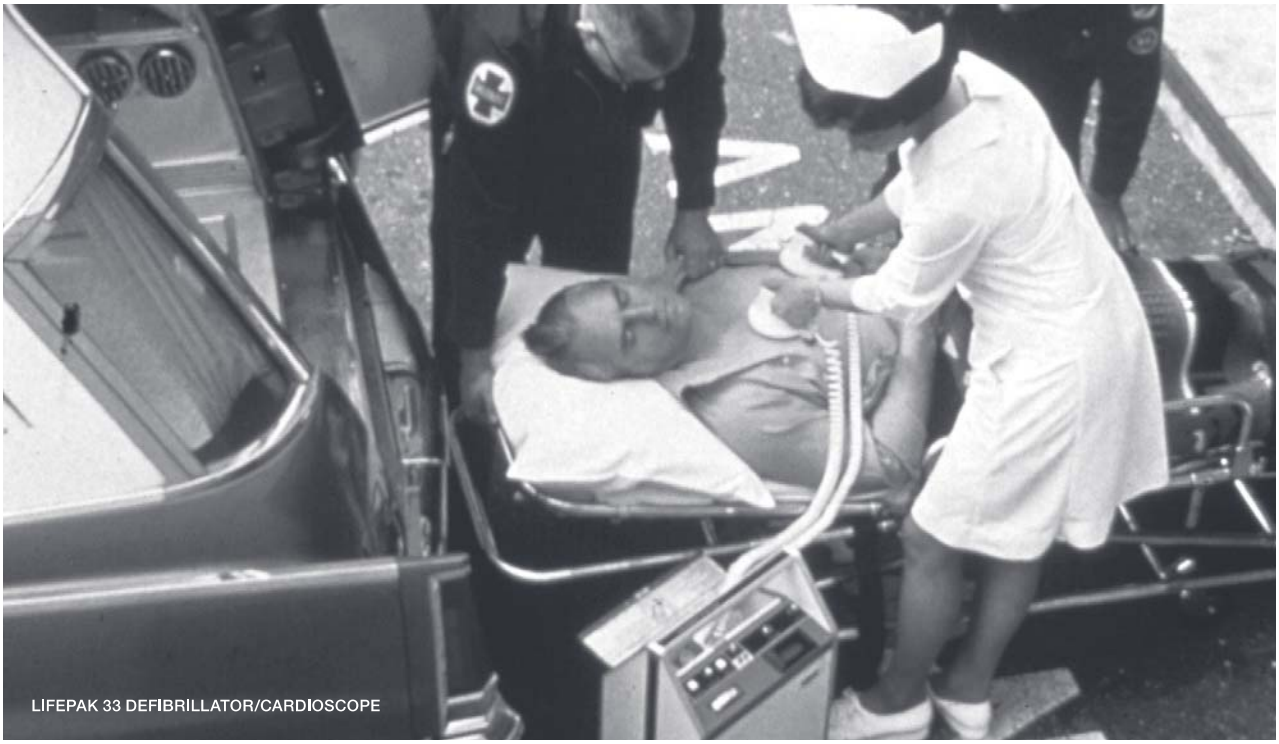
Physio-Control has been involved in emergency medical care for more than 55 years and leads the industry in developing products that monitor or treat patients in emergency medical situations.

Physio-Control develops technologies and designs devices according to the unique needs of our customers and our goal is to provide complete solutions for cardiorespiratory emergencies. Everything is designed for customers, to work with them—whether it is accessories, disposables, flexible energy dosing, or data management solutions that help them capture patient data and learn from it to improve patient care.

Physio-Control approaches product development with the values our customers expect front and center: quality, innovation, durability and reliability. We hold ourselves to rigorous quality and innovation standards, and firmly believe that good enough is never good enough when you are talking about devices used on a daily basis in a variety of emergency care environments. At Physio-Control, we are always innovating our product and clinical technologies and looking for ways to improve our processes—because our customers and their patients depend on it.

VISION: A world in which no person dies suddenly as a result of a cardiorespiratory event.

MISSION: We provide lifesaving tools for lifesaving teams.



LIFEPAK 33 DEFIBRILLATOR/CARDIOSCOPE

Building on a Proud Legacy of Firsts

Dr. Karl William Edmark, a cardiovascular surgeon determined to reduce the number of sudden deaths during cardiac surgery, founded Physio-Control Corporation in 1955. His research showed that a very brief electrical current could correct an abnormal heart rhythm, and led to the development of the first commercial defibrillator. This discovery enabled Physio-Control to dramatically change the face of emergency medical care.

1968

The first LIFEPAK defibrillator, the **LIFEPAK 33** defibrillator/cardioscope, included a built-in battery for mobile use to meet the needs of the fledgling paramedic market. A "90 day wonder," the *33* was designed, fabricated, assembled and tested in just three months. It won wide acclaim for being the first truly portable defibrillator/cardioscope.

1972

Physio-Control introduced the **LIFEPAK 2** defibrillator/monitor, designed for use in hospitals as well as the nation's new emergency vehicle program. It was the first portable defibrillator to allow transmission of the patient's ECG (electrocardiogram) signals by telephone.

1976

The **LIFEPAK 5** defibrillator/monitor, smaller and lighter than earlier competition by 45 percent, was introduced. The *5* weighed only 19 lbs. and soon became the standard for prehospital use worldwide. Designed for use by paramedics and emergency field personnel, a modified LIFEPAK 5 unit accompanied the 65-member American Medical Expedition to Mt. Everest in 1981 and the China-Everest Expedition in 1982.

1989

Physio-Control launched the **LIFEPAK 10** defibrillator/monitor/pacemaker. Specifically designed to meet stringent size, weight and durability requirements for the paramedic and the hospital transport markets, the *10* was the first portable defibrillator/monitor with an integral external pacemaker. This evolution of the LIFEPAK 5 defibrillator also added extra battery capacity and CODE SUMMARY™ critical event record documentation for collecting patient information.

1991

The **LIFEPAK 9P** defibrillator/monitor/pacemaker was equipped with a Shock Advisory Adaptor that converted the product to a hospital automated external defibrillator (AED).

1995

We introduced the **LIFEPAK 11** monitor/defibrillator, which helped define the standard in prehospital 12-lead ECG management by obtaining an electrocardiogram (ECG) representation of the heart's electrical activity recorded from electrodes on the patient's body and providing a diagnostic tool in the prehospital setting.

1998
The **LIFEPAK 12** defibrillator/monitor series revolutionized acute cardiac care with expanded diagnostic and monitoring capability. The *12* packs multi-parameter, therapeutic and diagnostic functions into a single device designed for both prehospital and hospital users. The innovative platform design provides full-featured, escalating energy up to 360 joules and industry standard monitoring including SpO_2, $EtCO_2$, 12-lead ECG, NIBP and invasive pressures.

1999
The **LIFENET® System** became the first data management solution to merge 12-lead ECG information across a tiered platform from the field (EMS) to the hospital emergency room or medical personnel's handheld devices.

2002
The **LIFEPAK CR® Plus** automated external defibrillator (AED) launched as the first fully automatic AED (does not require the responder to push the shock button) in the marketplace.

The **LIFEPAK 20** defibrillator/monitor was released in the hospital marketplace. Compact and lightweight, the *20* combines AED functionality with manual capability.

2006
The **LIFEPAK 1000** defibrillator was introduced as the newest AED in the market designed for professional responders. It is small, lightweight and sturdy, with a durability rating of IP55. In 2008 NASA evaluated 18 AEDs in the marketplace and selected the LIFEPAK 1000 defibrillator to protect astronauts aboard the International Space Station.

2007
LUCAS® 1 chest compression system is introduced to U.S. market. Built by Jolife in Sweden and distributed worldwide by Physio-Control.

2008
Building on the design of its predecessor, the **LIFEPAK 20e** defibrillator/monitor was introduced for a range of hospital settings. It skillfully combines AED functionality with manual capability so that clinicians trained in advanced cardiac life support (ACLS) can quickly and easily deliver advanced diagnostic and therapeutic care. Clinically advanced and packed with power, the *20e* uses Lithium-ion battery technology that provides extended operating time for transporting patients from one area of the hospital to another and includes ADAPTIV™ biphasic technology up to 360 joules.

Physio-Control released the **LIFENET System** as the first web-based STEMI (ST-segment Elevated Myocardial Infarction) management solution. The LIFENET System enables seamless, secure and flexible flow of 12-lead ECG data from prehospital to hospital to quickly identify STEMI patients. It also helps improve door-to-balloon time and reduce false-positive cath lab activations.

2009
Physio-Control launched the **LIFEPAK 15** monitor/defibrillator —the new standard in emergency care for ALS teams who want the most clinically innovative, operationally innovative and LIFEPAK TOUGH™ device available today.

LIFENET SYSTEM FOR DATA MANAGEMENT

2009

LUCAS® 2 chest compression system introduced. All-new battery powered version designed to provide effective, consistent and uninterrupted compressions.

2010

LIFENET® System 4.1 introduced with first to market feature allowing integration of data from multiple vendors' 12-lead management systems.

LIFENET® System 5.0 is introduced providing EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care flow and operational efficiency.

CODE-STAT™ 9.0 data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

2011

An enhanced version of the **LIFEPAK® 15** monitor/defibrillator is introduced adding continuous temperature monitoring and external AC power capability.

2013

TrueCPR™ coaching device is launched to help responders optimize their manual CPR performance.

The **CodeManagement Module™** is introduced which adds waveform capnography and wireless connectivity to LIFEPAK 20 and 20e defibrillator/monitors.

Section 4

Technical Response

Exceptions to Request for Proposals

Physio-Control, Inc. is taking the following exceptions and clarifications to the Request for Proposal for Oklahoma Solicitation Number SW17300:

Attachment A: NASPO ValuePoint Master Agreement Terms and Conditions
Administration of Orders
14. Shipping and Delivery.
a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's upon delivery to the Purchasing Entity ~~until final inspection and acceptance~~ when responsibility shall pass to the Purchasing Entity except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an Order to be shipped without transportation charges that is back ordered shall be shipped without charge.

16. Inspection and Acceptance.
b. All Products are subject to inspection at reasonable times and places before Acceptance. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement. Products that do not meet specifications may be rejected. Failure to reject upon receipt, however, does not relieve the contractor of liability for material (nonconformity that substantial impairs value) latent or hidden defects subsequently revealed when goods are put to use. Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.
Return of products are subject to the terms in the Standard Physio-Control Returned Product Policy (Schedule B) enclosed in Section 4 of this response.

c. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements pursuant to the terms in the Physio-Control Limited Warranty~~; and reduce the contract price to reflect the reduced value of services performed~~.

d. The limited warranty period shall begin upon the date of delivery to the Purchasing Entity ~~Acceptance~~.

e. Acceptance Testing may be explicitly set out in a Master Agreement to ensure conformance to an explicit standard of performance. Acceptance Testing means the process set forth in the Master Agreement for ascertaining that the Product meets the standard of performance prior to Acceptance by the Purchasing Entity. If Acceptance Testing is prescribed, this subsection applies to applicable Products purchased under this Master Agreement, including any additional,

replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in this Master Agreement or the Participating Addendum, starting from the day ~~after~~ the Product is delivered or, if installed, the day ~~after~~ the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, and pursuant to the terms in the Physio-Control Returned Product Policy notify Physio-Control to repair or replace the Products. ~~continue Acceptance Testing on a day-to-day basis until the standard of performance is met.~~ Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option~~: (a) declare Contractor to be in breach and~~ may terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. ~~No Product shall be deemed Accepted and no charges shall be paid until the standard of performance is met. The warranty period shall begin upon Acceptance.~~

17. Payment

Payment is due thirty (30) days from invoice date. ~~after Acceptance is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later.~~ After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

18. Warranty

Section is hereby deleted in its entirety and replaced with the following:
Products purchased pursuant to this Contract are subject to the terms and coverage set forth in the Physio-Control Limited Warranty (Schedule A) enclosed in Section 4 of this response.

19. Title of Product

Upon ~~Acceptance by~~ delivery of the Products to the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

General Provisions

21. Insurance

b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below: (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, ~~blanket contractual liability,~~ personal injury

(including death), advertising liability, and property damage, with a limit of not less than $1 million per occurrence/$2 million general aggregate;

c. Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within ~~five (5) business~~ thirty (30) days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.

d. Prior to commencement of performance, Contractor shall provide to the Lead State a written blanket endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) ~~names~~ list the Participating States identified in the Request for Proposal as additional insureds, (2) provides that written notice of cancellation shall be delivered in accordance with the policy provisions, ~~and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory~~. Unless otherwise agreed in any Participating Addendum, other state Participating Entities' rights and Contractor's obligations are the same as those specified in the first sentence of this subsection except the endorsement is provided to the applicable state.

22. Records Administration and Audit.

b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records. In the event of an overpayment in fees, the Contractor shall have the right to recover the excess costs.

30. Defaults and Remedies

a. The occurrence of any of the following events shall be an event of default under this Master Agreement:

~~(1) Nonperformance of contractual requirements; or~~

(2) A material breach of any term or condition of this Master Agreement; or

(3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or

(4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

(5) Any default specified in another section of this Master Agreement.

b. Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of ~~15~~ 30 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages~~, including liquidated damages to the extent provided for under this Master Agreement~~.

c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this

Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:
(1) Exercise any remedy provided by law; and
(2) Terminate this Master Agreement and any related Contracts or portions thereof; and
~~(3) Impose liquidated damages as provided in this Master Agreement; and~~
~~(4) Suspend Contractor from being able to respond to future bid solicitations; and~~
(5) Suspend Contractor's performance; and
~~(6) Withhold payment until the default is remedied.~~

33. Indemnification

a. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from defective material or workmanship in the products purchased pursuant to this Contract ~~act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement~~.

Scope of Work

Physio-Control is the world leader in developing, manufacturing, selling and servicing emergency care products. The company pioneered defibrillation technology over 60 years ago and continues to design and develop advanced emergency medical devices for in-hospital and out-of-hospital use. The company's LIFEPAK® defibrillators have been carried to the top of Mount Everest and launched into orbit on the International Space Station. More than 800,000 units are in use today on fire and rescue rigs, ambulances, hospital crash carts, and in thousands of public access locations worldwide. Our goal is simple, to manufacture emergency response tools of the highest quality to help clinicians and emergency responders, anywhere in the world, through the toughest kind of emergencies. We take our responsibilities seriously. When we say we work to help save lives, we mean it.Physio-Control employs over 1400 Team Members worldwide. Approximately 800 of these team members are based in Redmond, Wash., the company headquarters.

Collaboration & Value Proposition
We will elevate our relationship by aligning Physio-Control's strategic resources and evidence based solutions to support your members to focus on cost strategies while driving quality improvement to achieve medical outcomes that are among the best in the world.

Framework for Success
It is our intent to work with members to design a strategic relationship model with strong Statements of Work and Project Management Processes. Under this partnership, Physio-Control will provide the following resources as applicable;

- Relationship Manager, Project Manager, Clinical Consultant, Local Sales Support, Service Engineers, Data Solutions Manager, Leadership Committee and Business Reviews.

Support Specifications

a. Product Consumables and Accessories

For detailed information, please refer to Consumables and Accessories List (Schedule D) in Section 4 of this response.

b. Warranties and Extended Warranties

Please refer to the Limited Warranty (Schedule A) in Section 4 of this Response.

c. Product Training

Physio-Control, Inc. recognizes the importance of product training for the optimal implementation of new professional defibrillators and AED units. We have been providing cardiac care equipment and customer support for more than 60 years and our experience has taught us key steps to achieve successful implementation and use of new medical equipment.

Product Documentation is provided with the professional defibrillators and AED units and can be provided at the request of Participating States. In addition, Physio-Control provides flexible and convenient access to a full range of clinical resources designed to enhance clinical and medical device knowledge. Customized device training is sold separately.

d. Software Updates

Physio-Control, Inc. complies with post training tools and shall provide all non-proprietary software tools and alternative solutions to any software tools.

- Updates are released as necessary and can be downloaded by the Customers.
- All Updates can be performed by Physio-Control's Service Technicians.

Updates may be billed separately, and Physio-Control offers service contracts under which updates are provided at a discount, or at no charge.

e. Customer and Service Support

Physio-Control strives to provide consistent support by resolving service issues within twenty-four (24) hours. The call support is available at no additional cost through the coverage of warranty and the purchase of any service contract.

Product Specifications

a. Public Access and Infrequent User AEDs

Model: LIFEPAK® CRPLUS		
Specifications	**Meet or Exceed**	**Catalog Nu**
i. The AED must enhance user performance by displaying visual icons or audible prompts.	Exceeds. Device shall guide the operator through operating procedures with a combination of voice prompts, flashing LEDs, and visual prompts.	
ii. The AED must guide the rescuer in following the proper rescue sequence.	Exceeds	
iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.	Exceeds. Biphasic waveform with impedance compensation and highest-available escalating energy 200/300/360J	
iv. The AED must be user configurable to adapt to local and changing protocols.	Meets	
v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.	Meets	
vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.	Meets	
vii. The AED must offer the capability of a user-activated manual self-test.	Meets	LIFE
viii. The AED must include an easily identifiable on/off switch on the front of the device.	Meets	
ix. The AED must have an easy to see status indicator that advises users if the unit requires service.	Meets	
x. The AED must offer an audible tone that sounds if the unit requires service.	Meets	
xi. The AED must record data to an internal memory.	Exceeds. Device shall have the capability of storing at least 20 minutes of continuous patient ECG and scene audio in internal memory (i.e. without the use of external storage media).	
xii. The AED must include the ability to download data to a computer.	Meets	
xiii. The AED must utilize pre-connected, disposable, single use, self-adhesive electrode(s).	Meets	
xiv. The electrode must have a shelf life of at least two years.	Meets	
xv. The AED must have a cable length of at least 48 inches.	Meets	
xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.	Meets	
xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.	Meets	
xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.	Meets	
Note: Brochure is included in Section 7 of this Response.		

a.1. Public Access and Infrequent User AEDs

Model: HeartSine® Samaritan		
Specifications	**Meet or Exceed**	**Catalog N Catalog N**
i. The AED must enhance user performance by displaying visual icons or audible prompts.	Meets	
ii. The AED must guide the rescuer in following the proper rescue sequence.	Meets	
iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.	Exceeds. The samaritan PAD 350P and 450P utilizes proprietary electrode technology and SCOPE™ biphasic technology, waveform with impedance compensating escalating energy 150/150/200J.	
iv. The AED must be user configurable to adapt to local and changing protocols.	Meets	
v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.	Meets	
vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.	Meets	
vii. The AED must offer the capability of a user-activated manual self-test.	The device adjusts automatically to patient impedance.	S
viii. The AED must include an easily identifiable on/off switch on the front of the device.	Meets	
ix. The AED must have an easy to see status indicator that advises users if the unit requires service.	Meets	
x. The AED must offer an audible tone that sounds if the unit requires service.		
xi. The AED must record data to an internal memory.	90 minutes of ECG (full disclosure) and event/incident recording	
xii. The AED must include the ability to download data to a computer.	Exceeds.Custom USB data cable (optional) directly connected to PC with Saver EVO™ Windows-based data review software	
xiii. The AED must utilize pre-connected, disposable, single use, self-adhesive electrode(s).		
xiv. The electrode must have a shelf life of at least two years.	Exceeds. With a shelf life of four years from date of manufacture, the Pad-Pak offers significant savings over other defibrillators that require separate battery and electrode replacements.	S
xv. The AED must have a cable length of at least 48 inches.	Electrode cable length:1 meter	
xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.	Meets	
xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.	Meets	
xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.	Meets	
Note: Brochure is included in Section 7 of this Response.		

b. First Responder AEDs

Model: LIFEPAK® 1000		
Specifications	**Meet or Exceed**	**Catalog Num**
i. The pediatric algorithm must alter the default energy levels the AED delivers to pediatric patients to levels of 50, 70 and 85 Joules.	Infant/Child Reduced Energy Defibrillation Electrodes: Deliver ¼ selected energy. Intended for use on children up to 8 years of age or 25 kg (55 lbs).	
ii. The electrode must offer a CPR rate and depth sensor and an adaptive metronome that assists rescuers in performing proper CPR.	Prompts to start CPR, CPR countdown timer, cprMAX technology	
iii. The AED must offer disposable, single use, self-adhesive electrode(s)for ease of application.	Meets	
iv. The AED must utilize a biphasic waveform.	Biphasic waveform with impedance compensation and highest-available escalating energy 200/300/360J	
v. The AED must be capable of operating in semi-automatic and/or manual mode.	Meets	
vi. The AED must have the capability of monitoring a patient with a 3 lead patient cable through ECG electrodes.	Meets	
vii. The energy settings must be user configurable with a pre-set maximum energy setting of 200 Joules or escalating variable energy range up to 360 Joules.	Meets	
viii. The electrode must have a shelf-life of at least two years.	Meets	
ix. The AED must invoke a specific pediatric algorithm when pediatric pads are attached.	Meets	
x. The AED must have an internal memory capable of recording up to 7 hours of continuous information.	Meets	
xi. The internal memory must be configurable to record information on up to four patients.	Device has the capability of dual patient storage with a minimum of 40 minutes ECG for current patient and summarized data for previous patient.	
xii. The AED must meet water and particulate ingress ratings of IP55.	Meets	
xiii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.	Meets	
xiv. The AED must have multiple user configurable prompts.	Meets	
Note: Brochure is included in Section 7 of this Response.		

c. Professional Defibrillator Specifications

Model: LIFEPAK® 15 Monitor/Defibrillator		
Specifications	**Meet or Exceed**	**Catalog Numb**
i. General:		
1. Unit must be able to digitally record ECG on a standard a removable card (optional).	The device includes a 100mm (3.9 in) thermal recorder that is easily accessible from the front of the device.	
2. Unit must be able to transmit 12-lead ECG information through a fax/modem card.	Exceeds. The device is capable of transferring data records via direct connection to PC, Bluetooth devices, and/or wireless connection.	
3. External paddles must be available.	Meets	
4. Unit shall have a battery that shall be easily and rapidly replaced.	Meets	
5. Unit shall have an affixed protective roll cage for added device protection.	Exceeds.	
6. Unit shall have integral carry bags providing an independent location for each cable.	Meets	
7. Unit shall be able to be tested through multi-function cable or paddles.	Meets	
8. Unit must provide testing capability which tests: charging, energy delivery, paddles, multi-function cable.	Meets	
9. Unit must have a test cap to allow multi-function cable testing.	Meets	
10. Unit must have built-in AC or DC charging as a standard feature.	Meets	
11. Unit must provide 3 hours typical continuous ECG monitoring time with a new battery.	Meets	
12. Unit must provide 4 hrs typical continuous ECG monitoring time with a new Lithium Ion battery.	ECG Monitoring typical 360 minutes, minimum 340 minutes	
13. Unit must provide an OPS Clock Sync feature as a standard option.	Meets	
14. The device must be compatible with the AHA Standards for Advanced Cardiac Life Support basis life support and Pediatric Life Support.	The device is capable of adjusting the AED protocol by providing the ability to adjust settings for energy protocol, Auto Analyze timing, Motion Detection, Pulse Check, CPR time after a shock, CPR time after No Shock Advised, Initial CPR, Pre-shock CPR, Metronome parameters, and stacked shocks to meet AHA, IEC and local protocols.	
15. The device must be capable of monitoring the ECG with appropriate display and alarm (visual and audible).	Meets	
16. The device shall provide normal operating capability for ALS users, including semi-automatic external defibrillation, manual defibrillation, synchronized cardio version and external pacing.	Meets	
17. The unit shall have the capability to do Pulse Oximetry, 12 lead ECG, end-tidal C02 monitoring, capnography, NIBP, etc.	Meets	
ii. Display:		

1. Unit must have a high-resolution color liquid crystal display as a standard feature.	The device display is dual-mode color backlit display with a resolution of 640 x 480 pixels.	
2. Unit must be able to change display from color to black on white or white on black through the push of a button.	The primary mode is a black background with color waveforms and text data. Waveforms and values are automatically color synchronized to real-time display of patient data to facilitate assessment at a glance (ex. blue pulse oximetry waveform matched with blue pulse oximetry value; green ECG waveform matched with green heart rate).	
3. Unit must have a screen with a sweep speed of 25 mm I sec.	Meets	
4. Unit must have a screen that provides a minimum viewing time of 4 seconds.	Exceeds	
5. Unit must have a display that provides the following information: Heart Rate, Lead/Pads, Alarm On/Off, Sp02, EtC02, NIBP, AED functions and prompts, defibrillator test function, self-test function, error corrections and faults, Pacer functions, Code markers, alarm selection and limits, delivered energy, joule settings, ECG size, Synchronized cardioversion, optional EtC02 readings, Sp02 readings and NIBP readings.	Meets	
iii. Defibrillator:		
1. Unit must utilize a low energy, constant current biphasic waveform.	Meets	
2. Unit must have the following energy selections available to provider in manual mode operation: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 85, 100, 120, 150, 200 joules.	Exceeds. While in manual mode, the device allows the operator to select the following energy settings; 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 100, 125, 150, 175, 200, 225, 250, 275, 300, 325 and 360 joules or a user configurable sequence of 150-360 (1st shock), 150 - 360 (2nd shock), 150 - 360 joules (3rd shock).	
3. Unit must meet current AHA specifications for biphasic defibrillation.	Meets	
4. Unit must allow provider the ability to adjust energy selection controls on device front panel or sternum paddle.	Meets	
5. Unit must be able to charge to 200 joules in 6 seconds or less with a new fully charged battery.	Exceeds. Charge time to 360 joules in less than 10 seconds, typical	
6. Unit must display energy selected and delivered on monitor display, strip chart recorder and code summary.	Meets	
7. Unit must have synchronized cardioversion capability with "sync" message displayed on monitor.	An indicator is shown on the ECG QRS where the shock will be delivered.	
8. Unit must have optional paddles that are external anterior/anterior adult and pediatric paddles.	Meets	
9. Unit must contain a built in defibrillator tester that tests energy output and continuity	Meets	

of the multifunction cable and paddles documented on strip chart recorder and optional PCMCIA card.		
10. Unit must have a "Multi-function" cable that is field replaceable	Meets	
iv. Recorder:		
1. Unit must utilize a thermal strip chart recorder.	Meets	
2. Strip chart recorder must use at least 90mm paper width thermal recording paper.	Paper size: 100 mm (3.9 in)	
3. Strip chart recorder must utilize a 6 second delay.	Exceeds	
4. Strip chart recorder must be able to print the following annotations: Time, date, defib. energy, heart rate, pacer output (Pacer version only), QRS sync marker, ECG SIZE, lead, alarm, DEFIB TEST OK/FAIL, ANALYZE ECG, PADS OFF, ANALYSIS HALTED, NOISY ECG,SHOCK ADVISED, NO SHOCK ADVISED, ECG TOO LARGE and diagnostic bandwidth.	Meets	
5. Unit must have user configurable print out modes offering manual or automatic recording options initiated by alarm activation or defibrillator discharge.	Meets	
6. Strip chart recorder must be able to print 3 leads simultaneously, diagnostic bandwidth and a 4x3 12-lead printout.	Print format for 12-Lead reports of 3-Channel Standard, 4-Channel Standard, 3- Channel Cabrera or 4-Channel Cabrera.	
v. Pacemaker:		
1. Unit must utilize a constant current 40 ms pace pulse width.	Meets	
2. Unit must have a continuously variable current level.	Meets	
3. Unit must have a continuously variable pacing rate from 30-180 ppm.	The device generates pacing pulses at a rate of 40 to 170ppm.	
4. Pacer parameters must be maintained when switching back to defibrillation or monitor mode.	Meets	
5. The heart rate alarms must function in the pacing mode.	Meets	
6. Unit must have mechanism to allow viewing of intrinsic patient rhythm without losing pacing capture.	Meets	
7. Unit must be configurable for initial setting of pacing rate.	Meets	
8. Unit must display pacing rate and milliamps on display.	Meets	
9. The pacer must continue to deliver life-saving therapy in the event an ECG lead falls off.	Meets	
10. Unit must be able to pace through multi-function or pacing electrodes.	Meets	
vi. 12- lead ECG:		
1. The 12-lead parameter must reside within a defibrillator weighing less than 15 lbs.		
2. The 12-lead parameter must be able to provide a diagnostic 12-lead ECG 4x3 printout by holding the recorder button for two seconds.	Meets	
3. The 12-lead parameter must be capable of providing a diagnostic 12-lead ECG printout with interpretation by pressing the acquire button in the 12-lead mode.	Meets	
4. The 12-lead parameter must allow direct transmission of 12-lead ECG via land or cell phone to a standard fax machine.	The user can select and print reports, and transfer the stored information via supported communication methods.	
5. The 12-lead parameter must provide a user configuration that allows the option of printing detailed measurements along with the interpretation.	Meets	
6. The 12-lead ECG must be capable of being acquired without entering deep menus		

and without the use of a trim knob.		
7. The unit must offer an optional 0.05 to 40hz bandwidth.	Bandwidth: Digital filtered, DC to 30 Hz (< -3db)	
8. The 12-lead parameter must allow users to easily insert patient name, age and gender using soft keys on the defibrillator.	Meets	
9. The 12-lead parameter must allow users to print the 12 SL Analysis, including measurements and patient name, age and gender on 90mm fan-fold paper.	Meets	
10. The 12-lead parameter must be capable of storing up to 24 pre-programmed telephone numbers facilitating rapid and easy 12-lead ECG transmission.	The data transferred from the device can be transferred and managed using Web-based distribution and management. The data center is managed by the manufacturer on a 7/24 basis.	
11. The 12-lead parameter must allow configuration of user defined lead groups for rapid printout and review of pertinent ECG.	Meets	
12. The 12-lead patient cable must consist of 4 limb leads and a separate V lead cable.	When the 6 chest electrodes are removed, the 10 wire cable functions as a 4-wire cable. Leads I, II, lll, AVR, AVL, and AVF with the 4-wire cable (simultaneous acquisition).	
13. The 12-lead patient cable must be capable of providing limb lead signals directly to the defibrillator when only the limb leads are attached.	Meets	
14. The 12-lead patient cable must accommodate either snap or clip connectors.		
15. The 12-lead parameter must be capable of providing an automatic patient identifier using 7 alphanumeric characters.	The device displays patient ECG and alphanumeric characters for patient parameter values, device instructions, and prompts.	
16. The 12-lead parameter must be capable of providing a device identifier using 3 alphanumeric characters.		
17. The unit must be upgradeable to allow the use of an integrated Bluetooth option for the wireless transmission of 12-lead and vital sign data via a cell phone or other communication technology.	Exceeds.	
18. The unit must provide serial communication capability through an RS232 serial port.	Meets. Serial Port RS232 communication + 12V available	
19. The unit must be able to transmit 12-lead and vital data both automatically and manually on acquisition.	Exceeds.	
20. The unit must be able to transmit all data stored on a PC card to a remote handheld device or laptop.	Exceeds.	
21. The unit must be able to provide the option for both landline and cellular transmission when utilizing a Bluetooth wireless option.	Exceeds.	
22. The unit must offer the option of direct fax transmission via a Bluetooth option.	Exceeds.	
vii. Pulse Oximetry:		
1. The unit must have an integral pulse oximeter or be upgradeable to include an integral Pulse Oximeter.	Meets	
2. The unit must utilize pulse oximetry that has FDA 51 Ok clearance for use during	Meets	

patient motion and low perfusion.		
3. The unit must utilize sensors that work in bright sunlight.	Meets	
4. The unit must utilize a pulse oximeter with alarms that are user adjustable in the field.	Meets	
viii. Capnography:		
1. The unit, when purchased with Sp02, must have an EtC02 port.	Exceeds.	
2. All units with an EtC02 port must be upgradeable to include C02 by plugging in a mainstream or sidestream CAPNO 5 sensor.	The device does not have any CO2 sensor external to the device due to external sensor vulnerability to damage and high replacement cost. The capnography option is compatible with Oridion FilterLine and Smart CapnoLine CO2 accessories.	
3. The unit must be able to offer the option to upgrade to either mainstream or sidestream capnography with sensor located outside of the unit allowing easy service and replacement if needed.		
4. The defibrillator must be capable of providing continuous EtC02 and Respiratory Rate readings as well as a capnogram for on-screen display or print-out.	Meets	
5. The C02 sensors used must not require a yearly calibration check.	The CO2 system can be easily calibrated by certified technicians through the service menu using standard procedures with known sample gas value.	
ix. Non-Invasive Blood Pressure:		
1. Unit must be capable of acquiring a blood pressure within a typical measurement time of 30 seconds or less on average.	Exceeds. The device typically performs a blood pressure measurement in 20 seconds.	
2. Unit must incorporate oscillometric technology.		
3. Unit must display systolic, diastolic and mean pressures.	Meets	
4. Unit must be capable of taking automatic, stat or manual measurements.		
5. Automatic intervals should be user adjustable to 2.5, 5, 10, 15, 20, 30, 45, 60, 90, and 120 minutes.	The device can be set to perform automatic recurring measurements at the following set intervals - 2, 3, 5, 10, 15, 30, 60 minutes.	
6. Stat mode must allow up to 10 measurements within 5 minutes.	Meets	
7. Unit must include an artifact indicator which is displayed when excessive artifact is detected.	Meets	
8. Unit must display a cuff inflation status bar.	Indicates inflation status.	
9. Unit be capable of displaying and/or printing up to 4 hours of patient BP history data.	The device measures BP with accuracy of maximum mean error of ±5 mmHg.	
Note: Brochure is included in Section 7 of this Response.		

d. Additional Products

Model: LUCAS® Chest Compression	
Specifications	**Catalog Number (2nd Gen Catalog Number (3rd Gen**
Device and Therapy • Chest compressions consistent with AHA and ERC guidelines, delivered in the middle of the chest. • Unique compression using piston with suction cup designed to stabilize the compression point, and which may assist chest recoil back to the start position. • 102 ± 2 compressions per minute • 2.1± 0.1 inches / 53±2 mm for patients with sternum height greater than 7.3 inches /185 mm • Allows for chest recoil between each compression and remembers the start position of the suction cup • Compression duty cycle: 50±5% • Compression modes: 30:2 (30 compressions followed by a 3 sec ventilation pause) • Continuous compressions with 10 ventilation alerts per minute • Two part device assembly (back plate and upper part) • Advanced automatic control of delivered compression depth in the individual patient, compression rate and duty cycle, with safety alarm • Automatic fine-tuning of suction cup's contact to chest when setting the start position (Quick Fit) • Automatic self-test at each Power ON Patients eligible for treatment • 6.7 to 11.9 inches / 17.0 to 30.3 cm sternum height (anterior – posterior) • 17.7 inches / 44.9 cm chest width • No patient weight limitation Device post-event data and connectivity • Bluetooth 2.1 wireless communication built into device to allow for wireless transmission of device data to PC with Bluetooth ability • Reporting software: Report Generator software (available online) with ability to print, save and share reports of each use (PDF format) Device physical specifications • Device dimensions: 22.0 x 20.5 x 9.4 inches / 56 x 52 x 24 cm (when assembled) • Device weight with Battery: 17.7 lbs / 8.0 kg • Operating temperature: +32°F to +104°F / +0°C to +40°C -4°F / -20°C for 1 hour after storage at room temperature • Device IP Classification: IP43 ***Note: Brochure is included in Section 7 of this Response.***	 LUCAS® CHES Secon  Third

Model: LIFEPAK ® 20e Defibrillator/Monitor	
Specifications	**Catalog Number: 81701-0**
• Physio-Control is the only manufacturer that offers defibrillators with the ability to escalate energy to 360 Joules. Escalating energy levels up to 360J to maximize clinical options and treat the widest range of patients. The full range of energy levels are accessible at any time (except internal defibrillation), as limited by pre-determined patient impedance ranges. • Configuration: Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless & EtCO2) • Compatible electrodes and unique capabilities: The device operates in manual mode using adult and pediatric hands-free pacing/defibrillation/ECG electrodes, adult standard paddles, or pediatric paddles. Standard paddles or therapy electrodes (QUIK-COMBO pacing/defibrillation/ECG electrodes or FAST-PATCH® disposable defibrillation/ECG electrodes) are used for paddles lead monitoring. • ECG Lead configurations: 3,5 lead ECG • Battery: Integrated batter. LIFEPAK 20e comes with 1 lithium-ion battery and battery gauge is displayed on screen. • LIFEPAK 20e: The total memory capacity of the device is at least two full capacity patient records of at least 100 single waveform events. • Short, medium, or long CODE SUMMARY™ reports; Initial ECG; Auto vital sign measurements every five minutes and whenever alarm limits are exceeded; 3-channel or 4-channel format 12-Lead ECG report; Continuous waveform - 360 minutes continuous ECG record; Trend summary (includes patient information, vital signs data and vital signs graphs); Vital Signs – includes patient information, event and vital signs log. Snapshot – includes patient information and 8 seconds of transmitted ECG captured at the time of transmission. • With the use of the CPR metronome along with EtCO2 monitoring integrated into the device, it has been shown to effectively monitor CPR quality. Physio-Control is a leader in lifesaving technology for more than five decades, the TrueCPR coaching device can be used in conjunction with any brand defibrillator to measure actual chest compression depth. TrueCPR utilizes our proprietary TFI technology, which has been shown to provide accurate feedback on compliant surfaces and guide rescuers to perform deeper compressions. ***Note: Brochure is included in Section 7 of this Response.***	

Schedule A

Limited Warranty

US/Canada/Latin America/South America

Subject to the limitations and exclusions set forth below, the following Physio-Control products which are purchased from authorized Physio-Control representatives or authorized resellers for use in the United States of America, Canada, Latin America and South America and are used in accordance with their instructions, will be free from defects in material and workmanship appearing under normal service and use as defined below.

Eight Years:

- New LIFEPAK CR® Plus automated external defibrillator and internal battery system

Five Years:

- New LIFEPAK® 15 monitor/defibrillator series, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 12 defibrillator/monitor, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 20 defibrillator/monitor family of products, used in clinics and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 1000 defibrillators
- New LIFEPAK EXPRESS® automated external defibrillator and internal battery system

Two Years:

- CodeManagement Module™ for use with the LIFEPAK 20/20e defibrillator/monitor
- New Trainer 1000 trainer

One Year:

- New LIFEPAK 15 monitor/defibrillator series, which includes use in out-of-hospital and mobile applications
- New LIFEPAK 12 defibrillator/monitor series, which includes use in out-of-hospital and mobile applications
- RELI℠ LIFEPAK 12 defibrillator/monitor series
- New LUCAS® Chest Compression System
- New LIFEPAK 500T trainer
- New LIFEPAK CR-T trainer
- Internal Battery System for LIFEPAK 20 defibrillator/monitor family of products
- Battery charging systems and power adapters
- All batteries and battery paks, excluding CHARGE-PAK™ Charging Unit
- Masimo SET® Rainbow® patient cables and reusable sensors
- New TrueCPR™ Coaching Device

180 Days:

- Masimo® SET SpO_2 only patient cables and reusable sensors

90 Days:

- CHARGE-PAK Charging Unit (external system) for LIFEPAK CR Plus defibrillator
- Installed customer repair parts
- All other product accessories

30 Days:

- Internal paddles and internal paddle handles

(continued on back)

Limited warranty time limits begin on the date of delivery to the First Owner.[1]

Physio-Control warrants neither error-free nor interruption-free performance. The sole and exclusive remedy of the First Owner under this Limited Warranty is repair or replacement of defective material or workmanship at the option of Physio-Control. To qualify for the repair or replacement, the product must have been continuously owned by the First Owner and not have been repaired or altered outside of an authorized Physio-Control factory in any way which, in the judgment of Physio-Control, affects its stability and reliability. The product must have been used in accordance with applicable operating instructions and in the intended environment or setting. The product must not have been subjected to misuse, abuse or accident.

Physio-Control, in its sole discretion, will determine whether warranty service on the product will be performed in the field or through ship-in repair. For field repair, this warranty service will be provided by Physio-Control at the purchaser's facility or an authorized Physio-Control facility during normal business hours. For ship-in repair, all products and/or assemblies requiring warranty service should be returned to a location designated by Physio-Control, freight prepaid, and must be accompanied by a written, detailed explanation of the claimed failure. Products repaired or replaced under this warranty retain the remainder of the warranty period of the repaired or replaced Product.

Except for the Limited Warranty provided above, **PHYSIO-CONTROL MAKES NO WARRANTY, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WHETHER ARISING FROM STATUTE, COMMON LAW, CUSTOMER OR OTHERWISE.** THIS LIMITED WARRANTY SHALL BE THE EXCLUSIVE REMEDY AVAILABLE TO ANY PERSON. PHYSIO-CONTROL IS NOT LIABLE FOR INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF BUSINESS OR PROFITS) WHETHER BASED ON CONTRACT, TORT, OR ANY OTHER LEGAL THEORY.

ANY LEGAL ACTION ARISING FROM THE PURCHASE OR USE OF PHYSIO-CONTROL PRODUCTS SHALL BE COMMENCED WITHIN ONE YEAR FROM THE ACCRUAL OF THE CAUSE OF ACTION, OR BE BARRED FOREVER. IN NO EVENT SHALL PHYSIO-CONTROL'S LIABILITY UNDER THIS WARRANTY OR OTHERWISE EXCEED THE GREATER OF $50,000 OR THE PURCHASE PRICE OF THE PRODUCT GIVING RISE TO THE CAUSE OF ACTION.

Products are warranted in conformance with applicable laws. If any part or term of this Limited Warranty is held to be illegal, unenforceable or in conflict with applicable law by any court of competent jurisdiction, the validity of the remaining portions of the Limited Warranty shall not be affected, and all rights and obligations shall be construed and enforced as if this Limited Warranty did not contain the particular part or term held to be invalid. Some geographies, including certain US states, do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you. This Limited Warranty gives the user specific legal rights. The user may also have other rights which vary from state to state or country to country.

1 First Owner means the first purchaser or lessee of the products listed above, directly from Physio-Control, through a Physio-Control corporate affiliate, or from an authorized Physio-Control reseller, and includes the invoiced purchaser's corporate affiliates, and their respective employees, officers and directors.

Physio-Control will pass through warranties offered by Third Party Manufacturers.

For further information, please contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com

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L5N 8C3
Canada
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Fax 866 430 6115

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Schedule B

Physio-Control, Inc. Returned Product Policy

If Customer desires to return a purchased product, Customer must call its local Physio-Control representative or the Physio-Control regional sales office for information on credit or replacement of any purchased and non-expired product. A Returned Material Authorization (RMA) number will be provided and must be clearly identified on the carton of any returned product. Customer must return the product to Physio-Control in its original packaging, unopened, and undamaged, except for product that was received in a damaged condition or as otherwise authorized by Physio-Control, which product may be returned in its existing condition. Physio-Control will not accept the return of a non-defective and conforming product if Customer breaks the security seal on the product.

Physio-Control will provide an RMA and accept the return of any product under any of the following circumstances:

a) Physio-Control shipped the product in error;

b) Customer received the product after the product's expiration date;

c) Customer received the product in a damaged condition;

d) The product is recalled and must be removed from the market; or

e) Physio-Control specifically authorizes the return of the product (a 15% restocking fee may apply).

Product must be returned within 30 working days from the date the Customer receives the product or within 30 working days from the date the Customer receives notice of recall, if applicable. Upon receipt of a properly returned product, Physio-Control will apply a full credit to Customer's account or provide replacement. Customer is advised that product returned without an RMA number, or not otherwise authorized, will not be accepted and will be returned to Customer at Customer's expense.

For further information, please contact Physio-Control at 800.442.1142 or visit our website at www.physio-control.com.

Schedule C

CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
04/21/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Aon Risk Services Central, Inc.
Grand Rapids MI Office
50 Louis Street NW
Suite 200
Grand Rapids MI 49503 USA

CONTACT NAME:
PHONE (A/C. No. Ext): (616) 456-5366
FAX (A/C. No.): (616) 456-7451
E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A:	Old Republic Insurance Company	24147
INSURER B:		
INSURER C:		
INSURER D:		
INSURER E:		
INSURER F:		

INSURED
Stryker Corporation & Subsidiaries
2825 Airview Boulevard
Kalamazoo MI 49002 USA

COVERAGES **CERTIFICATE NUMBER:** 570061873228 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY			MWZY 306858	02/01/2016	02/01/2017	EACH OCCURRENCE	$5,000,000
	[ ] CLAIMS-MADE [X] OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$500,000
							MED EXP (Any one person)	Excluded
							PERSONAL & ADV INJURY	$2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$5,000,000
	X POLICY [ ] PRO-JECT [ ] LOC						PRODUCTS - COMP/OP AGG	$5,000,000
	OTHER:							
A	AUTOMOBILE LIABILITY			MWTB 306805	02/01/2016	02/01/2017	COMBINED SINGLE LIMIT (Ea accident)	$2,000,000
	X ANY AUTO						BODILY INJURY (Per person)	
	[ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS						BODILY INJURY (Per accident)	
	[ ] HIRED AUTOS ONLY [ ] NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	
	X Phys-Dmge-Self Insd							
	[ ] UMBRELLA LIAB [ ] OCCUR						EACH OCCURRENCE	
	[ ] EXCESS LIAB [ ] CLAIMS-MADE						AGGREGATE	
	[ ] DED [ ] RETENTION							
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N			MWC 306855 00	02/01/2016	02/01/2017	X PER STATUTE [ ] OTH-ER	
	ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? [N]	N / A		AOS				
A	(Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			MWXS 306856	02/01/2016	02/01/2017	E.L. EACH ACCIDENT	$2,000,000
				Excess wc - MI			E.L. DISEASE-EA EMPLOYEE	$2,000,000
							E.L. DISEASE-POLICY LIMIT	$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Physio-Control, Inc. and its affiliated companies are named under the referenced policies effective May 1, 2016.

Evidence of Coverage

CERTIFICATE HOLDER

Physio-Control International, Inc.;
Physio-Control, Inc.
11811 Willows Road NE
PO Box 97006
Redmond WA 98073 USA

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Aon Risk Services Central Inc.

Holder Identifier :

Certificate No : 570061873228

Physio-Control, Inc.

NASPO Market Basket Items

Please refer to product brochures in Section 7 of this Response for specifications of accessories and disposables.

Product Category	Catalog Number	Catalog/Product Description
Accessory	11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery
Accessory	11150-000018	LIFEPAK 20e Defibrillator CodeManagement Module - Wireless
Accessory	11150-000019	LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capnography
Accessory	11260-000045	Carry Case for LIFEPAK 20/20e Defibrillator with Module
Accessory	11141-000162	CodeManagement Module Lithium Ion Battery
Accessory	99996-000117	LP1000 Trainer
Accessory	11141-000100	LMnO2 Non-Rechargeable Battery
Accessory	11141-000161	Rechargable Battery Replacement for LP1000
Accessory	11141-000160	Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device
Accessory	11140-000085	Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)
Accessory	11425-000007	BAG ASSEMBLY, NO STRAP,LIFEPAK 1000
Accessory	11260-000023	LIFEPAK 1000 Hard shell, watertight carrying case
Accessory	11425-000012	LIFEPAK 1000 Replacement Shoulder Strap for carry case
Accessory	11111-000016	3-Wire ECG Cable
Accessory	11425-000001	Accessory pounch for 3-wire cable and/or other accessories
Accessory	11250-000052	Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator
Accessory	26500-002156	Quick Reference Instruction Card LIFEPAK 1000
Accessory	11260-000015	LIFEPAK CR Plus Hard shell carry case
Accessory	21300-004576	LIFEPAK CR Plus Carrying case
Disposable	11403-000001	LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes
Disposable	11403-000002	LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes
Accessory	11210-000021	Wall mount bracket for LIFEPAK CR Plus
Accessory	21300-006587	CENTRAL ALARM SWITCH for CR Plus
Accessory	11250-000073	LIFEPAK CR Plus Training System
Accessory	11260-000014	LIFEPAK CR Plus Training System replacement carry case
Disposable	11250-000015	LIFEPAK CR Plus Training System replacement training electrodes
Accessory	26500-001156	LIFEPAK CR Plus Operating Instructions: LIFEPAK CR Plus Training System
Accessory	26500-001421	LIFEPAK CR Plus Service Manual CD Rom
Accessory	21300-004579	LIFEPAK CR Plus Replacement shoulder strap for carry case
Accessory	11516-000018	USB Data Download Cable - HeartSine
Accessory	11516-000020	AED Wall Sign - HeartSine
Accessory	11516-000021	CPR prep kit - HeartSine
Accessory	11516-000022	Carry Case for HeartSine AED
Accessory	11516-000114	Backpack for HeartSine AED
Accessory	11516-000010	HeartSine AED Pelican case with insert
Accessory	11516-000023	Wall Bracket for HeartSine AED
Accessory	11516-000024	HeartSine Wall Cabinet with Alarm
Disposable	11516-000003	US Adult Pad-Pak for HeartSine AEDs
Disposable	11516-000004	US Pediatric-Pak for HeartSine AEDs
Disposable	11516-000027	Aviation Pad-Pak for HeartSine AEDs
Accessory	11516-000059	HeartSine SAM 350P AED Trainer
Accessory	11516-000092	HeartSine SAM 450P AED Trainer
Disposable	11516-000011	HeartSine AED Trainer Electrodes - 25
Disposable	11516-000009	HeartSine AED Trainer Electrodes - 10
Accessory	11516-000012	HeartSine Trainer battery charger
Accessory	11516-000014	SAM 350P AED Trainer Remote Control
Accessory	11516-000001	SAM 450P AED Trainer Remote Control
Disposable	11516-000017	Pad-Pak Electrode Cartridge for Trainer
Accessory	11576-000070	LUCAS 2 Rubber Bumper
Accessory	11996-000285	LUCAS 1 Regulator
Accessory	11576-000035	LUCAS 1 Carry Bag (Backpack)
Accessory	21996-000061	LUCAS 1 Extention Hose
Accessory	11996-000278	LUCAS 1 Connector - Chemtron Air
Accessory	11996-000279	LUCAS 1 Connector - Ohmeda Air
Accessory	11996-000280	LUCAS 1 Connector - Puritan Bennet Air
Accessory	11996-000281	LUCAS 1 Connector - Diss Air
Accessory	11996-000282	LUCAS 1 Connector - Schrader Air
Accessory	11996-000283	LUCAS 1 Connector - Oxequip Air
Accessory	11576-000064	LUCAS PCI BACK PLATE

Product Category	Catalog Number	Catalog/Product Description
Accessory	21996-000044	LUCAS Back Plate
Accessory	11576-000052	Back Plate Grip Tape
Accessory	11576-000053	Back Plate Grip Tape (3 pack)
Accessory	11576-000050	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)
Accessory	11576-000051	Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)
Accessory	11576-000038	LUCAS 2 Carrying Bag
Accessory	11576-000046	LUCAS 2 Disposable Suction Cup (3 pack)
Accessory	11576-000047	LUCAS 2 Disposable Suction Cup (12 pack)
Accessory	11576-000060	LUCAS 2 Stand-alone Battery Charger
Accessory	11576-000039	LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)
Accessory	11576-000048	LUCAS 2 12V Car Cable
Accessory	11576-000081	LUCAS Carrying Case, Hard Shell
Accessory	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo
Accessory	21576-000074	LUCAS Stabilization Strap
Accessory	21576-000075	LUCAS Stabilization Strap (4 pack)
Accessory	11576-000088	LUCAS Slim Back Plate
Accessory	11576-000089	Grip Tape, LUCAS Slim Back Plate
Accessory	11576-000090	Grip Tape (3-pack), LUCAS Slim Back Plate
Accessory	11576-000091	LUCAS 3 Bumpers (Black)
Accessory	26500-003716	LUCAS 3.0 Instructions for Use, Replacement, EN
Accessory	26500-003084	LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN
Accessory	26500-003434	LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English
Accessory	11576-000036	Patient Strap (each)
Disposable	11101-000003	AED Trainer new style training electrodes (5 pr)
Disposable	11101-000004	AED training electrode set - (5pr), cable & pouch
Accessory	11101-000006	Cable/connector assembly/pouch for Adult AED training electrodes
Disposable	11250-000042	Replacement infant/child AED training electrodes
Accessory	11250-000043	Cable/connector assembly/pouch for infant/child AED training electrodes
Disposable	11250-000045	Infant/child AED training electrodes training set
Accessory	11260-000044	TrueCPR Carry Case
Accessory	11996-000394	McGRATH 3.6V EMS Battery
Accessory	11996-000414	McGRATH MAC 2 Laryngoscope Blades, Box of 10
Accessory	11996-000415	McGRATH MAC 3 Laryngoscope Blades, Box of 10
Accessory	11996-000416	McGRATH MAC 4 Laryngoscope Blades, Box of 10
Accessory	11996-000398	McGRATH X3 Laryngoscope Blades, Box of 10
Accessory	11998-000292	Wall Cabinet - Semi-recessed for AED, 3" Trim
Accessory	11998-000293	Wall Cabinet - Fully-recessed for AED, 1.5" Trim
Accessory	11220-000076	Wall Cabinet, standard, surface mount, SS
Accessory	11220-000077	Wall Cabinet, standard, semi-recessed, SS
Accessory	11220-000078	Wall Cabinet, small, fully recessed, SS
Accessory	11210-000026	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges
Accessory	11220-000083	AED Wall Cabinet with alarm and strobe -surface mount, rolled edges
Accessory	11220-000079	AED Wall Cabinet with alarm - surface mount, rolled edges
Accessory	11210-000027	AED Wall Cabinet with alarm, fire rated - recessed, square edges
Accessory	11220-000084	AED Wall Cabinet with alarm and strobe - surface mount, rolled edges
Accessory	11210-000028	AED Floor Stand Cabinet with alarm- White
Accessory	11210-000029	AED Floor Stand Cabinet with alarm- Grey
Accessory	11998-000327	AED Wall Sign Ilcor w/logo, Flat,8x10
Accessory	11998-000328	AED Wall Sign Ilcor w/logo, T-mount, 8x10
Accessory	11998-000329	AED Wall Sign Ilcor w/logo, Tent, 7x8
Accessory	11998-000330	AED Wall Sign Traditional w/logo, Flat, 8x10
Accessory	11998-000331	AED Wall Sign Traditional w/logo, T-mount, 8x10
Accessory	11998-000332	AED Wall Sign Traditional w/logo, Tent, 7x8
Accessory	11998-000333	AED Wall Sign Traditional w/o logo, T-mount, 8x10
Accessory	26500-000185	AED Instruction Card (laminated easy reference)
Accessory	11998-000320	Ambu Res-Cue Key First Responder Kit
Accessory	11998-000321	Ambu Res-Cue Mask First Responder Kit
Accessory	11250-000096	LIFEPAK 500 AED Training System
Accessory	11141-000158	LP500 SLA Battery
Accessory	11141-000159	LP500 Battery Replacement kit
Accessory	11210-000001	Wall mount bracket for AED
Accessory	11998-000014	LIFEPAK 500 Complete soft shell carrying case
Accessory	11998-000021	LIFEPAK 500 Hard-shell carrying case (Pelican)
Accessory	11250-000004	LIFEPAK 500T Replacement carry case
Accessory	11250-000006	LIFEPAK 500T Replacement simulated battery pak

Product Category	Catalog Number	Catalog/Product Description
Accessory	26500-000036	LIFEPAK 500 Service Manual CD-Rom
Accessory	26500-001008	LIFEPAK 500T Operating Instructions
Accessory	21330-001058	LIFEPAK 500 DPS complete soft shell carrying case with "stealth" surface
Accessory	26500-000037	LIFEPAK 500 In-service Video
Accessory	11141-000002	LIFEPAK 500 rechargeable sealed lead acid battery pak
Accessory	11110-000050	Setup Transfer cable for LIFEPAK 500
Accessory	11150-000010	External Modem for connection to LIFEPAK 500
Accessory	11220-000025	Battery pouch for the LIFEPAK 500
Accessory	11110-000051	Power Adapter extension cable for LIFEPAK 12 power adapter
Accessory	11210-000002	BSS2 wall mount bracket
Accessory	11141-000068	LIFEPAK 20 NiMH rechargeable internal battery
Accessory	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs
Accessory	11141-000028	LIFEPAK SLA Battery
Accessory	11577-000004	Station Battery Charger - For the LP15
Accessory	11577-000011	Mobile Battery Charger - FOR THE LP15
Accessory	21330-001176	LP15 Lithium-ion Battery 5.7 amp hrs
Accessory	11141-000106	LIFEPAK 12 Li-ion Battery
Accessory	11141-000115	REDI-CHARGE Base
Accessory	11141-000116	LIFEPAK 12 REDI-CHARGE Adapter Tray
Accessory	11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray
Accessory	11140-000072	AC Power Adapter
Accessory	11140-000074	DC Power Adapter
Accessory	11577-000019	LP15 Power Attachment Kit
Accessory	11140-000015	AC Power Cord
Accessory	11140-000080	Extension Cable (5ft 3 in)
Accessory	11140-000081	Right angle cable (10in) included with ACPA & DCPA
Accessory	11996-000375	Cable DC Input LP15 Battery Charger
Accessory	11260-000030	LIFEPAK 12 Basic carry case w/strap, right & left pouches
Accessory	11260-000029	LIFEPAK 12 Carry case back pouch - expandable
Accessory	21300-007203	LIFEPAK 12 Replacement carry case right pouch
Accessory	21300-007201	LIFEPAK 12 Replacement carry case left pouch
Accessory	21300-006361	LIFEPAK 12 Carry case base & side supports
Accessory	11260-000037	LIFEPAK12 Shoulder Strap replacement
Accessory	11220-000033	LIFEPAK 12 Front cover
Accessory	11998-000063	LIFEPAK 12 Removable acrylic screen shield
Accessory	11220-000028	Top Pouch for the LP12/LP15
Accessory	11260-000032	Carrying Case of the LIFEPAK 12 with AC Power Adapter
Accessory	11260-000033	Carrying Case for the LIFEPAK 12 with Voice Recorder
Accessory	21300-007203	Right Pouch Replacement (Note: Included with basic case)
Accessory	11577-000002	LIFEPAK 15 Basic carry case w/ right & left pouches
Accessory	11260-000039	LIFEPAK 15 Carry case back pouch
Accessory	11577-000001	LIFEPAK 15 Shoulder strap
Accessory	11996-000374	LP15 bed Connector
Accessory	11260-000016	QUIK-COMBO Accessory pouch for LP20
Accessory	11260-000018	LP20 Basic Carry Case
Accessory	11260-000043	LP20 Top Pouch
Accessory	21330-000996	ASSY-LP20 DOCKING STATION
Accessory	11996-000309	Surface mount bracket
Accessory	11130-000001	Standard hard paddles for use w/LIFEPAK 12
Accessory	11130-000037	LIFEPAK 20E Standard Adult Detachable Hard Paddles
Accessory	11130-000061	Standard hard paddles for use w/LIFEPAK 15
Accessory	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language
Accessory	11131-000001	Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20
Accessory	11131-000010	Internal paddles - 1" size (6.25" shaft length)
Accessory	11131-000011	Internal paddles - 1.5" size (6" shaft length)
Accessory	11131-000012	Internal paddles - 2" size (5.75" shaft length)
Accessory	11131-000013	Internal paddles - 2.5" size (5.75" shaft length)
Accessory	11131-000014	Internal paddles - 3.5" size (5" shaft length)
Accessory	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)
Accessory	11131-000021	Internal paddles - 1.5" size (9" shaft length)
Accessory	11131-000022	Internal paddles - 2" size (8.75" shaft length)
Accessory	11131-000023	Internal paddles - 3.5" size (8" shaft length)
Accessory	11131-000024	Internal paddles - 1.5" size (14.25" shaft length)
Accessory	11998-000326	LIFEPAK 15 internal paddles adapter cable

Product Category	Catalog Number	Catalog/Product Description
Accessory	21300-005847	Signagel, gel
Accessory	11110-000040	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20
Accessory	11113-000004	QUIK-COMBO therapy cable for use w/LIFEPAK 15
Accessory	11111-000022	12 Lead ECG, Precordial Leads (AHA)
Accessory	11111-000020	8ft Trunk cable with AHA limb leads
Accessory	11111-000018	5ft Trunk cable with AHA limb leads
Accessory	21300-008054	4-Wire Cable Comb (10- Pack)
Accessory	21300-008055	6-Wire Cable Comb (10- Pack)
Accessory	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20
Accessory	11110-000066	5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20
Disposable	11240-000013	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)
Disposable	11240-000016	Strip chart recorder paper, 100mm 2rolls/bx (1-23)
Accessory	11150-000007	Modem cable - 6' LIFEPAK 12 to external modem
Accessory	11150-000009	Modem door assembly
Accessory	11150-000015	Internal modem (pc card modem)
Accessory	11230-000020	Serial port cable
Accessory	11230-000018	LP20 Serial Port Cable
Accessory	11230-000019	LP20 Configuration Transfer Cable
Accessory	11996-000392	LIFEPAK 12 NIBP Hose, coiled 9'
Accessory	11996-000391	LIFEPAK 12 NIBP Hose, 9'
Accessory	11996-000390	LIFEPAK 12 NIBP Hose, 12'
Accessory	21300-008148	LIFEPAK 15 NIBP Hose, 9' coiled
Accessory	21300-008147	LIFEPAK 15 NIBP Hose, 9'
Accessory	21300-008146	LIFEPAK 15 NIBP Hose, 12'
Accessory	11160-000011	NIBP Cuff-Reusable, Infant
Accessory	11160-000013	NIBP Cuff-Reusable, Child
Accessory	11160-000015	NIBP Cuff-Reusable, Adult
Accessory	11160-000017	NIBP Cuff-Reusable, Lg Adult
Accessory	11160-000019	NIBP Cuff-Reusable Adult X large
Disposable	11160-000012	NIBP Cuff-Disposable Infant
Disposable	11160-000014	NIBP Cuff-Disposable Child
Disposable	11160-000016	NIBP Cuff-Disposable Adult
Disposable	11160-000018	NIBP Cuff-Disposable Large Adult
Disposable	11160-000020	NIBP Cuff-Disposable X-tra Large Adult
Accessory	11996-000060	Durasensor - Adult finger sensor
Accessory	11996-000061	Oxiband Adult/Neonatal Sensor
Accessory	11996-000062	Oxiband Pediatric/Infant Sensor
Accessory	11996-000106	DURA-Y Multisite sensor (reusable)
Disposable	11996-000113	Oxisensor II adult sensor (24/BX)
Disposable	11996-000114	Oxisensor II adult sensor, long cable (24/BX)
Disposable	11996-000115	Oxisensor II infant sensor (24/BX)
Disposable	11996-000116	Oxisensor II pediatric sensor (24/BX)
Disposable	11996-000048	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)
Disposable	11996-000049	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)
Disposable	11996-000117	Oxisensor II neonatal sensor (24/BX)
Accessory	11110-000042	DEC-4 Cable Extension: 4'
Accessory	11110-000176	DEC-8 Cable Extension: 8'
Accessory	11171-000006	Masimo SET LNOP Sp02 Patient Cable- 4 foot
Accessory	11171-000008	Masimo SET LNOP Sp02 Patient Cable - 8 foot
Accessory	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot
Accessory	11171-000007	Masimo SET LNOP Sp02 Sensor - Adult Reusable
Disposable	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable
Disposable	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)
Disposable	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)
Disposable	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)
Disposable	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)
Accessory	11996-000326	Masimo SET RED LNOP Patient Cable - 4 foot
Accessory	11996-000327	Masimo SET RED LNOP Patient Cable - 8 foot
Accessory	11996-000328	Masimo SET RED LNOP Patient Cable - 12 foot
Accessory	11171-000024	Masimo SET LNCS Patient Cable - 4 foot
Accessory	11171-000016	Masimo SET LNCS Patient Cable - 10 foot
Accessory	11171-000025	Masimo SET LNCS Patient Cable - 14 foot
Accessory	11996-000323	Masimo SET Red LNCS Patient Cable - 4 foot
Accessory	11996-000324	Masimo SET Red LNCS Patient Cable - 10 foot
Accessory	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot

Product Category	Catalog Number	Catalog/Product Description
Accessory	11171-000027	Masimo SET LNCS 4' extension (for Nellcor equipped units)
Accessory	11171-000017	Masimo SET LNCS Adult Reusable Sensor
Accessory	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor
Disposable	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)
Disposable	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)
Disposable	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)
Disposable	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)
Disposable	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)
Disposable	11171-000039	M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000040	M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000041	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000042	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000043	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box
Accessory	11171-000046	M-LNCS DCI, Adult Reusable Sensor, 1/box
Accessory	11171-000047	M-LNCS DCIP, Pediatric Reusable Sensor, 1/box
Accessory	11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000335	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000336	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000338	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot
Accessory	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft
Accessory	11171-000033	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft
Accessory	11171-000049	Rainbow DCI Adt Reusable Sensor, 1/box
Accessory	11171-000050	Rainbow DCIP PED REUSABLE Sensor
Disposable	11996-000339	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Disposable	11996-000340	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Disposable	11996-000341	Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Disposable	11996-000342	Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Accessory	11171-000037	RC-04, Patient Cable, 4 ft. , 1/box
Accessory	11171-000038	RC-12, Patient Cable, 12 ft. , 1/box
Disposable	11171-000055	Disposable Light Shield 10/pack
Accessory	11171-000054	Reuseable Light Shield, 5 /box
Accessory	11171-000051	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box
Accessory	11171-000052	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR,REF 2653
Accessory	11171-000053	DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR,REF 2644
Accessory	11996-000183	MNC-1 Adapter Cable - 10 foot
Accessory	11996-000198	MNC-1 Adapter Cable - 4 foot
Accessory	11996-000365	RED MNC ADAPTER CABLE, 4FT,2641
Disposable	11996-000001	FilterLine H Set Infant/Neonatal (box of 25)
Disposable	11996-000080	FilterLine H Set Adult/Pediatric (box of 25)
Disposable	11996-000081	FilterLine Set Adult/Pediatric (box of 25)
Disposable	11996-000164	FilterLine Set Long Adult/Pediatric (box of 25)
Disposable	11996-000082	Nasal FilterLine Set Infant/Neonatal (box of 25)
Disposable	11996-000120	SmartCapnoLine - Pediatric patients <44lbs (box of 25)
Disposable	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)
Disposable	11996-000162	SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)
Disposable	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)
Disposable	11996-000165	SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)
Disposable	11996-000166	SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)
Disposable	11996-000167	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)
Electrode	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect
Electrode	11996-000090	Electrode EDGE QUIK-COMBO RTS
Electrode	11996-000091	Electrode EDGE QUIK-COMBO Adult
Electrode	11996-000092	Electrode EDGE Fast-Patch Plus
Electrode	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS
Electrode	11100-000002	Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)
Electrode	11100-000001	Electrode LIFEPATCH ECG , adult, pregelled (3/pkg) 1-99
Electrode	11101-000016	Electrode replacement infant/child reduced energy
Electrode	11101-000017	Electrode Infant/Child reduced energy starter kit
Electrode	21330-001024	ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED
Accessory	11140-000078	Temperature Adapter Cable- 5ft

Product Category	Catalog Number	Catalog/Product Description
Accessory	11140-000079	Temperature Adapter Cable- 10ft
Disposable	11996-000359	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)
Disposable	11996-000360	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)
Accessory	44500-000001	12-Leads Made Easy Web-based training program
Accessory	44500-000003	Capno Made Easy Web Based Training
Disposable	11250-000012	Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)
Accessory	21330-001365	Test load (for use with QUIK COMBO therapy cable)
Accessory	11113-000002	QUIK-COMBO Test Plug for testing QC Cable
Accessory	11996-000311	QUIK-COMBO 12-lead Patient Simulator
Accessory	11996-000310	QUIK-COMBO 3-lead Patient Simulator
Accessory	11110-000085	Defibrillation/ECG training electrode cable extension wire
Disposable	11103-000001	QUIK-COMBO training electrodes (2/PR)
Disposable	11101-000007	Defibrillation/ECG training electrodes
Accessory	26500-002481	Operating Instructions: LIFEPAK 12
Accessory	21300-007585	Service Manual on CD-ROM: LIFEPAK 12 and BSS2
Accessory	26500-000213	LIFEPAK 12 In-service Video
Accessory	26500-000234	LIFEPAK 12 & BSS2 Service Manual (paper version)
Accessory	26500-000942	LIFEPAK 12 Operating Instructions
Accessory	21330-001357	LIFEPAK 15 In-service Video - DVD format
Accessory	26500-002408	LIFEPAK 15 Operating Instructions
Accessory	26500-002040	Quik reference Instruction Card for AED and CPR instruction
Accessory	11996-000369	Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC
No catalog discounts are offered at this time.		

Section 5

Usage Fee and Reporting Plan

Usage Fee and Reporting Plan

Physio-Control has a dedicated Team that provides support with sales, usage reports and payment of administration fees arising from this agreement. Physio-Control strives to meet the terms and deadlines pursuant to the terms in the Master Agreement and each of the Participating Addendum.

The Authorized Distributors set forth in Attachment E are required to provide sales reports to Physio-Control electronically and on a monthly basis. Any information needed is upon request.

The Master Agreement with NASPO ValuePoint will be managed and handled by:

Name: Andy Vanderklok
Title: Associate Strategic Pricing Manager
Phone Number: (425) 867-4847
Email: andy.vanderklok@physio-control.com

Promotion of the NASPO ValuePoint Master Agreement

Physio-Control's Sales Representatives are trained to understand the scope of work of the NASPO Master Agreement to achieve and maximize the benefits of being part of it. Our Team focuses in preparing, negotiating, or addressing any questions of the Participating Addendum with our Customers in order to provide a comprehensive scope of the products offered in this Agreement.

Section 6

Authorized Distributors

NC SUPPLIER CONTACT FORM

Company Information	
Company Name	Physio-Control, Inc.
Address	11811 Willows Rd NE
City, State, Zip Code	Redmond, WA 98052
Company Phone	800-442-1142
Company Fax	425-867-4970
Description of Products Sold	Medical Equipment and Supplies
Does your company utilize fulfillment partners/channel partners (dealers, distributors, resellers, etc.)?	**Yes** ☑ **No** ☐
Customer Service Phone Number	800-442-1142
Federal Tax ID Number	910697691
Ariba Network ID (if applicable)	
Dun & Bradstreet Number	9251992
Website URL (if applicable)	www.physio-control.com
Business Contact – Person who understands NC relationships and who can serve as a project manager	
First and Last Name	Aric Vacchiano
Job Title	Sales Director, Workplace & Community - Americas
Phone Number	(+1-800) 442-1142 x74482
Fax Number	425-867-4970
E-Mail Address	aric.vacchiano@physio-control.com
Address (if different from above)	
Technical Contact – (If different from above) – Person within your organization who can assist with the creation of an electronic product catalog for your contract line items	
First and Last Name	
Job Title	
Phone Number	
Fax Number	
E-Mail Address	
Address (if different from above)	
Corporate eCommerce Contact – (If different from above) – Person within your organization who best understands the company eCommerce initiatives and will communicate these initiatives to the organization	
First and Last Name	
Job Title	
Phone Number	
Fax Number	
E-Mail Address	

SERVICE DISTRIBUTION

AUTHORIZED DISTRIBUTORS

Names, addresses and telephone numbers of representatives who will render services under this contract.
(Use additional sheets if necessary)

Name	**Allied 100, LLC**	**Phone**	**715-358-2329**
Address	**1800 US Hwy 51 N**	**Fax**	**888-364-2377**
City, State, Zip	**Woodruff, WI 54568**	**Email**	orders@aeds.com

Name	**Enerspect Medical Solutions LLC**	**Phone**	**702-586-4911**
Address	**1175 American Pacific Pkwy., Suite C**	**Fax**	**702-586-4910**
City, State, Zip	**Henderson, NV 89074**	**Email**	angela.shelton@enerspect.com

Name	**AED Brands, LLC**	**Phone**	**1-800-580-1375**
Address	**95 Chastain Rd. NW, Suite 302**	**Fax**	**770-429-3882**
City, State, Zip	**Kennesaw, GA 30144**	**Email**	rsteketee@aedbrands.com

Name	**DXE Medical, Inc**	**Phone**	**855-233-0266**
Address	**1001 Flagpole Court**	**Fax**	**844-318-0590**
City, State, Zip	**Brentwood TN 370237**	**Email**	John.Bryson@dxemed.com

Name	**School Health Corporation**	**Phone**	**866-323-5465**
Address	**865 Muirfield Drive**	**Fax**	**800-235-1305**
City, State, Zip	**Hanover Park, IL 60133**	**Email**	bids@schoolhealth.com

Name	**AED Everywhere Inc.**	**Phone**	**877-751-5300**
Address	**3241 Nite Court**	**Fax**	**877-751-5300**
City, State, Zip	**Fort Collins, CO 80525**	**Email**	dave@aedeverywhere.com

Name	**One Beat CPR Learning Center, Inc.**	**Phone**	**954-321-5305**
Address	**4350 Oakes Rd, Suite 500**	**Fax**	**954-321-5307**
City, State, Zip	**Davie, FL 33314**	**Email**	lon@onebeatcpr.com

SERVICE DISTRIBUTION

DISTRIBUTION CENTERS

Number of distribution points from which contract will be serviced: **10**. **Use additional sheets if necessary)**

Distribution points location (City & State):	
1	Orders placed directly to Physio: Redmond, WA and Newtown, PA
2	Orders placed directly to Allied 100, LLC: Woodruff, WI
3	Orders placed directly to Enerspect Medical Solutions LLC: Henderson, NV
4	Orders placed directly to AED Brands, LLC: Kennesaw, GA
5	Orders placed directly to DXE Medical, Inc: Nashville, TN
6	Orders placed directly to School Health Corporation: Hanover Park, IL
7	Orders placed directly to AED Everywhere Inc.: Fort Collins, CO and Salt Lake City, UT
8	Orders placed directly to One Beat CPR Learning Center, Inc.: Davie, FL

ORDERING INFORMATION

List the authorized dealers that will service this contract **(Use additional sheets if necessary)**:

Name	**Allied 100, LLC**	**FID #**	**27-0005083**
Address	**1800 US Hwy 51 N**	**Phone**	**715-358-2329**
City, State, Zip	**Woodruff, WI 54568**	**Fax**	**888-364-2377**
Contact	**Cindy Dunbar**	**Email**	orders@aeds.com
Coverage Area:	**Territory: All States, excluding Fire and EMS Customers** **Products Authorized: LIFEPAK and HeartSine AEDs and related accessories**		

Name	**Enerspect Medical Solutions LLC**	**FID #**	**20-8166387**
Address	**1175 American Pacific Pkwy., Suite C**	**Phone**	**702-586-4911**
City, State, Zip	**Henderson, NV 89074**	**Fax**	**702-586-4910**
Contact	**Angela Shelton**	**Email**	angela.shelton@enerspect.com
Coverage Area:	**Territory: All States, excluding Fire and EMS Customers** **Products Authorized: LIFEPAK and HeartSine AEDs and related accessories**		

Name	**AED Brands, LLC**	**FID #**	**83-0405615**
Address	**95 Chastain Rd. NW, Suite 302**	**Phone**	**1-800-580-1375**
City, State, Zip	**Kennesaw, GA 30144**	**Fax**	**770-429-3882**
Contact	**Rochelle Steketee**	**Email**	rsteketee@aedbrands.com
Coverage Area:	**Territory: All States, excluding Fire and EMS Customers** **Products Authorized: LIFEPAK and HeartSine AEDs and related accessories**		

Name	**DXE Medical, Inc**	**FID #**	**80-0874694**
Address	**1001 Flagpole Court**	**Phone**	**855-233-0266**
City, State, Zip	**Brentwood TN 370237**	**Fax**	**844-318-0590**
Contact	**John Bryson**	**Email**	John.Bryson@dxemed.com
Coverage Area:	**Territory: All States, excluding Fire and EMS Customers** **Products Authorized: LIFEPAK and HeartSine AEDs and related accessories**		

Name	**School Health Corporation**	**FID #**	**36-2425385**
Address	**865 Muirfield Drive**	**Phone**	**866-323-5465**
City, State, Zip	**Hanover Park, IL 60133**	**Fax**	**800-235-1305**

ORDERING INFORMATION

Contact	**Andrew Wlezen**	**Email**	bids@schoolhealth.com
Coverage Area:	**Territory: All States, excluding Fire and EMS Customers** **Products Authorized: LIFEPAK and HeartSine AEDs and related accessories**		

Name	**AED Everywhere Inc.**	**FID #**	**03-502057**
Address	**3241 Nite Court**	**Phone**	**877-751-5300**
City, State, Zip	**Fort Collins, CO 80525**	**Fax**	**877-751-5300**
Contact	**David Robertson**	**Email**	dave@aedeverywhere.com
Coverage Area:	**Territory: Utah, excluding Fire and EMS Customers** **Products Authorized: LIFEPAK and HeartSine AEDs and related accessories**		

Name	**One Beat CPR Learning Center, Inc.**	**FID #**	**75-3012234**
Address	**4350 Oakes Rd, Suite 500**	**Phone**	**954-321-5305**
City, State, Zip	**Davie, FL 33314**	**Fax**	**954-321-5307**
Contact	**Lon Rosen**	**Email**	lon@onebeatcpr.com
Coverage Area:	**Territory: All States, excluding Fire and EMS Customers** **Products Authorized: LIFEPAK and HeartSine AEDs and related accessories**		

Product information telephone number: **Customer Support is available at 800 442 1142**

Section 7

Product Brochures

PHYSIO CONTROL

LIFEPAK® and HeartSine® AEDs

Which AED is right for you?

Physio-Control has a solution for every need.

Industry-leading technology. Real-world solutions.

Whether you have a school, retail storefront, large corporation or industrial facility, we have an AED solution that can be tailored to your specific needs. Our knowledgeable consultants are ready to work with you to create and support an AED program from the broadest range of products on the market, so you can get exactly what you need for the health and safety of your students, staff and the public.

HeartSine AEDs

Designed specifically for the lay responder, HeartSine samaritan AEDs offer industry-leading value and environmental protection, all in an easy-to-operate system in the smallest and lightest package available.

HeartSine AEDs offer:

- **Clinically validated technology.** Escalating, low-energy waveform technology automatically adjusts for differences in patient impedance to optimize energy delivery if necessary.
- **Simple to own.** Each HeartSine defibrillator uses the innovative Pad-Pak™, an integrated battery and electrode cartridge which offers one maintenance change every four years.
- **Fully integrated CPR solutions.** All HeartSine AEDs include advanced CPR coaching that reassures the user and optimizes hands on time. CPR Rate Advisor™ on the SAM 450 provides real-time verbal and visual feedback to increase effectiveness, without the need for cumbersome AED CPR accessories that can delay defibrillation.

samaritan® PAD 350P

The HeartSine samaritan PAD 350P is a simple-to-own semi-automatic defibrillator, designed to be durable, affordable and highly user-friendly.

samaritan® PAD 450P

More than just an AED, the HeartSine samaritan PAD 450P adds integrated CPR Rate Advisor that uses only the defibrillator electrodes to monitor and uniquely provide visual and verbal feedback on the rate of applied CPR. This exclusive technology effectively assists the rescuer to perform CPR—a key link in the chain of survival.

An AED for every need.

Every LIFEPAK and HeartSine AED is backed by the service and support of Physio-Control, the industry leader.

samaritan® PAD 350P

samaritan® PAD 450P

Therapy features		
Defibrillation	Biphasic waveform with impedance compensating escalating energy 150/150/200J	Biphasic waveform with impedance compensating escalating energy 150/150/200J
Shock	Semi-automatic	Semi-automatic

Device features		
CPR prompting	CPR coaching with metronome	CPR coaching with metronome plus real-time verbal and visual CPR-rate feedback
Readiness display	Flashing status indicator and audible alerts	Flashing status indicator and audible alerts
Electrode options	Pad-Pak, Pediatric-Pak™ (four-year shelf life) and TSO-Certified Pad-Pak integrated battery and electrodes	Pad-Pak, Pediatric-Pak (four-year shelf life) and TSO-Certified Pad-Pak integrated battery and electrodes
Post-event review	Saver EVO™ Windows®-based data review software	Saver EVO Windows-based data review software
Power	Pad-Pak—integrated electrode and battery cartridge, >60 shocks at 200J or 6 hours of continuous monitoring	Pad-Pak—electrode and battery cartridge, >60 shocks at 200J or 6 hours of continuous monitoring
Included accessories	Pad-Pak, carrying case	Pad-Pak, carrying case

You can trust the industry leader.

When SCA strikes, you want to provide the best chance of survival for your employees, customers, students and visitors. That's why Physio-Control provides the widest range of AEDs, all with clinically proven effectiveness and escalating energy, so you can choose the right fit for your needs and environment.

REFERENCES

1. http://www.sca-aware.org/about-sca
2. Weisfeldt M, Sitlani C, Ornato J, et al. Survival after application of automatic external defibrillators before arrival of the emergency medical system: evaluation in the resuscitation outcomes consortium population of 21 million. *J Am Coll Cardiol.* 2010;55(16):1713–1720.
3. Stiell I, Walker R, Nesbitt L, Chapman F, et al. The BIPHASIC Trial: A randomized comparison of fixed lower versus escalating higher energy levels for defibrillation in out-of-hospital cardiac arrest. *Circulation.* 2007;115:1511-1517.

* Based on published clinical data of cardiac arrest patients treated with biphasic shocks as of December 2013.

AED users should be trained in CPR and in the use of the AED. AEDs are intended for adults and children of all ages. AEDs may be used on children less than 25 kg (55 lbs) with pediatric defibrillation electrodes (available separately).
Although not everyone can be saved, studies show that early defibrillation can dramatically improve survival rates.

All information including comparative statements is valid as of March 2016.

For further information, please contact Physio-Control at 800.442.1142 or visit our website at www.physio-control.com.

PHYSIO CONTROL

Physio-Control Headquarters
11811 Willows Road NE
Redmond, WA 98052
www.physio-control.com

Customer Support
P. O. Box 97006
Redmond, WA 98073
Toll Free 800 442 1142
Fax 800 426 8049

LIFEPAK devices: Physio-Control, Inc., 11811 Willows Road NE, Redmond, WA 98052 USA
HeartSine devices: HeartSine Technologies, Ltd. 203 Airport Road West, Belfast, Northern Ireland, BT3 9ED

GDR 3326418_B

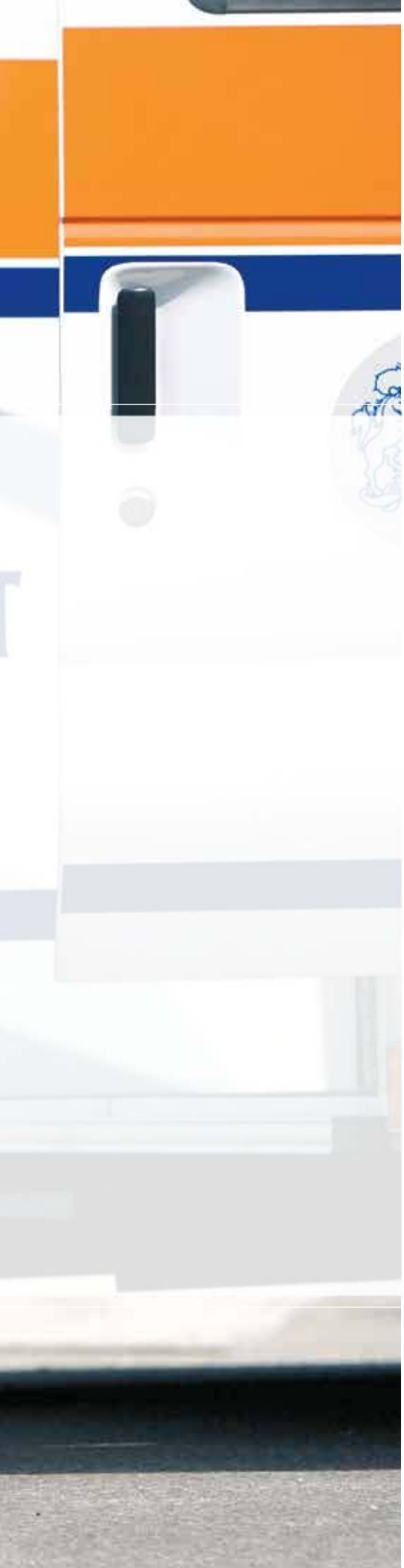
PHYSIO CONTROL

PRODUCT BROCHURE

LIFEPAK® 15 MONITOR/DEFIBRILLATOR

For Emergency Medical Services

When you respond to emergencies, you need the most advanced monitor/defibrillator that sets the standard in innovation, operations and toughness.



The LIFEPAK 15 monitor/defibrillator delivers.

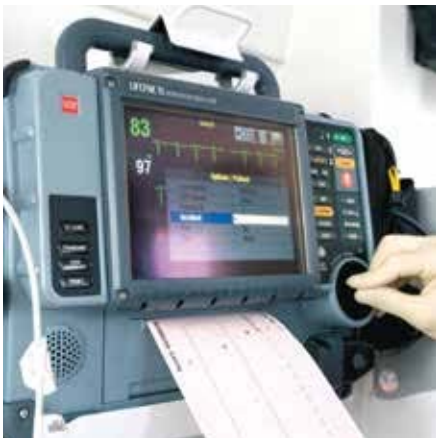
Physio-Control defibrillators have set the standard for six decades, and the latest version of the LIFEPAK® 15 monitor/defibrillator raises the bar. As our most advanced emergency response monitor/defibrillator, the LIFEPAK 15 device balances sophisticated clinical technologies and supreme ease of use in a device that's tough enough to stand up to your most challenging environments. Evolving from its original platform, the *15* features temperature monitoring and external power to complement 360J of energy and 12-lead ECG transmission capability. And that means your team can be even more effective.

A LIFEPAK device never stands on its own—and the LIFEPAK 15 monitor is no different. Physio-Control is committed to providing innovative solutions for emergency response care, from first responders to throughout the hospital.

Our products have helped save tens of thousands of lives. We're proud to continue this work with the features in the LIFEPAK 15 monitor/defibrillator.

The standard in clinical innovation.

The pioneer in portable defibrillation and monitoring technology, Physio-Control is committed to creating technologies and devices that change the way you provide emergency care. You can see the results in the latest version of the LIFEPAK 15 monitor/defibrillator, which sets the standard in innovation—yet again.



Advanced monitoring parameters

With more monitoring capabilities than any other monitor/defibrillator, the *15* gives you $EtCO_2$ with continuous waveform capture. Masimo® Rainbow® technology helps you detect hard-to-diagnose conditions and improve patient care with noninvasive monitoring of carbon monoxide, SpO_2 and methemoglobin. In addition, the *15* offers temperature monitoring—and like other data, you can transmit it to other systems, trend it, or display for post-event review in CODE-STAT™ data review software.

Advanced support for treating cardiac patients

The *15* continuously monitors all 12 leads in the background and alerts you to changes using the ST-Segment trend monitoring feature, after acquiring the initial 12-lead. Additionally, STJ values are included on the 12-lead printout to help you identify changes. The *15* also works seamlessly with the web-based LIFENET System 5.0, so you can automatically share critical patient data with multiple patient care teams.

Full energy up to 360 joules, for every patient who needs it

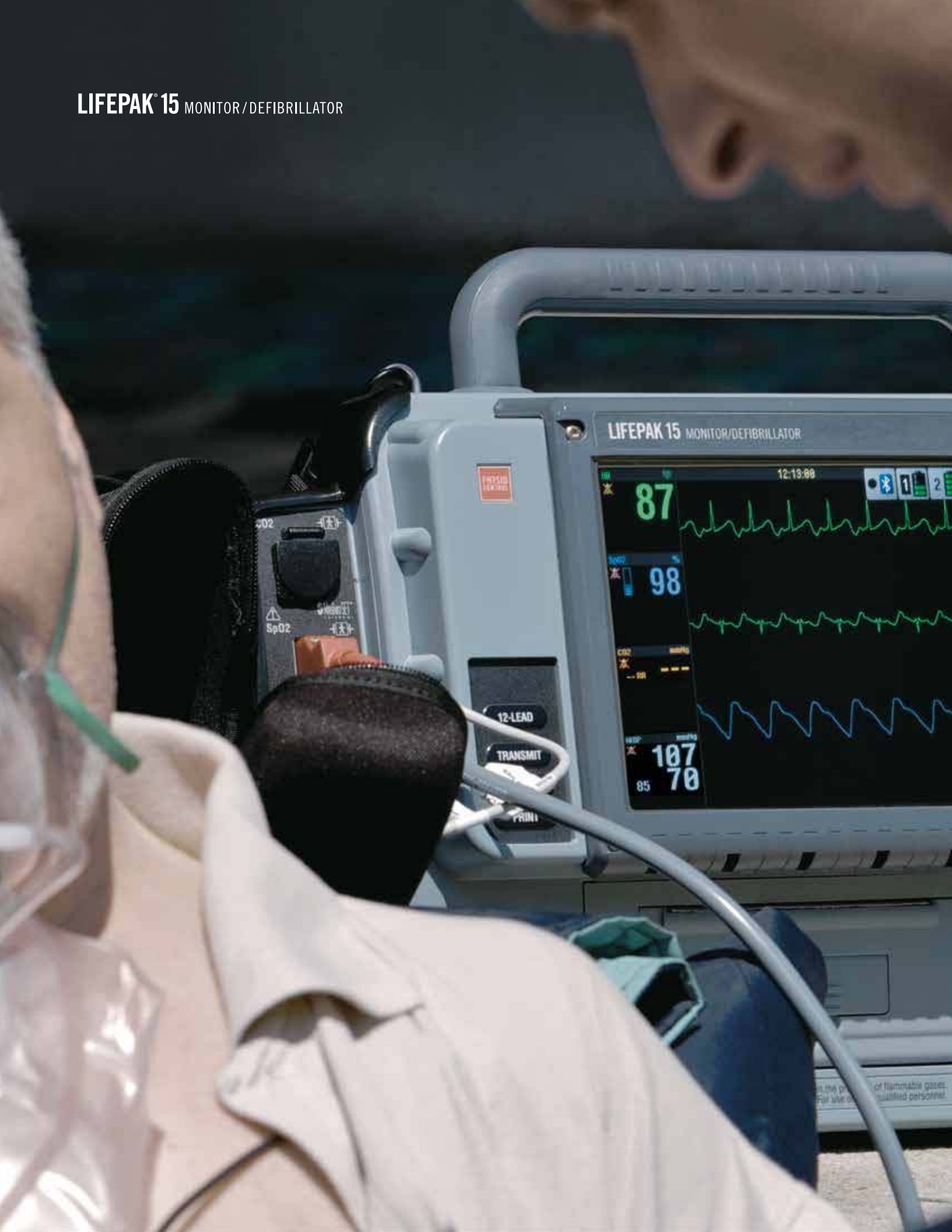
The LIFEPAK 15 monitor/defibrillator features 360J biphasic technology, which gives you the option of escalating your energy dose up to 360J for difficult-to-defibrillate patients. Why is this necessary? Recent studies have shown that refibrillation is common among VF cardiac arrest patients and that defibrillation of recurring episodes of VF is increasingly difficult. A randomized controlled clinical trial shows the rate of VF termination was higher with an escalating higher energy regimen of 200J and over.[1]

Proven CPR guidance and post event review

The CPR Metronome in the LIFEPAK 15 monitor uses audible prompts to guide you without distracting vocal critique. A metronome has been a feature that has been demonstrated to help professionals perform compressions and ventilations within the recommended range of the 2010 AHA Guidelines. Post-event review of CPR data and delivering feedback to the team has been shown to be effective in improving CPR quality in both hospital and out-of-hospital.[2,3,4] And by transmitting code data directly to CODE-STAT Data Review software, EMS personnel can review CPR statistics and provide training and feedback where it is most needed.

Post-event review of CPR data and delivering feedback to the team has been shown to be effective in improving CPR quality in both hospital and out-of-hospital.[2,3,4]

LIFEPAK® 15 MONITOR / DEFIBRILLATOR




ON
ENERGY SELECT
CHARGE
PACER
RATE
CPR
ANALYZE
LEAD
SpO2

The standard in operational effectiveness.

Flexible, connected and easy to use, the LIFEPAK 15 monitor/defibrillator was designed based on the feedback and needs specific to working in the field.

Dual-mode LCD screen with SunVue™ display

Switch from full-color to high-contrast SunVue mode with a single touch for the best full-glare view in the industry. A large screen (8.4 inches diagonally) and full-color display provide maximum viewability from all angles.

Flexible power options

Choose between external worldwide AC or DC power, or use the latest Lithium-ion dual battery technology for up to six hours of power. The LIFEPAK 15 monitor's two-battery system requires no maintenance or conditioning, and allows you to charge batteries in the device. In addition, you can track the status and service life of your batteries using LIFENET® Asset, part of the LIFENET System data network.

Data connectivity

The *15* collects code summaries and equipment status data along with critical clinical information as you treat patients. Using LIFENET Connect, part of the LIFENET System data network, the code summaries can be sent directly to your quality improvement team for review with CODE-STAT Data Review Software. Your equipment manager can also view equipment status on the LIFENET System 5.0 using LIFENET Asset and alert you to any potential issues.

Code summaries can be sent directly to your quality improvement team for review with CODE-STAT Data Review Software.

Upgradable platform

The *15* platform is flexible enough to adapt to evolving protocols and new guidelines, and can be upgraded as you're ready to deliver new capabilities. With more processing power and speed, the *15* is designed to grow as your needs change, helping you avoid costly premature replacements.

Attention to detail

The LIFEPAK 15 monitor is designed based on field feedback to make it a more effective tool. The *15* has a larger handle for easier handoffs, an easy to clean keypad, and a common interface to the LIFEPAK 12 defibrillator/monitor that helps reduce training.

The standard in toughness.

We believe LIFEPAK equipment should live up to the highest expectations of those working in the harshest settings. The *15* is LIFEPAK TOUGH, with improved ruggedness and durability you can rely on.

Works when dropped, kicked, soaked or dirty

The LIFEPAK 15 monitor/defibrillator passes 30-inch drop tests, which is equal to falling off a cot or dropping it in transit. And with an IP44 rating, it doesn't matter how wet or dirty it gets, so you can keep working in steady wind, rain and other harsh environments.

Toughened inside and out

We heard from emergency response teams that they wanted a tougher device—so we added a shock-absorbing handle, a double-layer screen that can take a beating from doorknobs and cot handles, and redesigned cable connections for confident monitoring and therapy delivery.

Unmatched field service

The unit's self-checking feature alerts our service team if the device needs attention. Our on site maintenance and repair, access to original manufacturer parts, and highly trained, experienced service representatives give you the peace of mind that your LIFEPAK 15 monitor will be ready when you need it.*

Data connectivity


LIFEPAK TOUGH™


Dual-mode LCD screen with SunVue display

** A variety of customized service options are available.*

LIFEPAK® 15 MONITOR/DEFIBRILLATOR

The latest Lithium-ion battery technology and dual battery system allows for nearly six hour run time, automatic switching between external power and batteries, and an approximate two-year replacement cycle.

Easy one-touch Bluetooth® data transmission.

12-lead ECG transmissions via the LIFENET System and ST segment trend monitoring make the LIFEPAK 15 device a vital part of decreasing EMS-to-Balloon (E2B) response times.

Integrated Carbon Monoxide and Methemoglobin monitoring.

On-screen temperature display in either Celsius or Fahrenheit.

Large screen for better visibility and easy monitoring and one touch to switch from LCD color view to SunVue mode for best viewing in sunlight.

Ergonomically designed handle has built-in shock absorbers for cushion and fits two gloved hands for easy pass off.

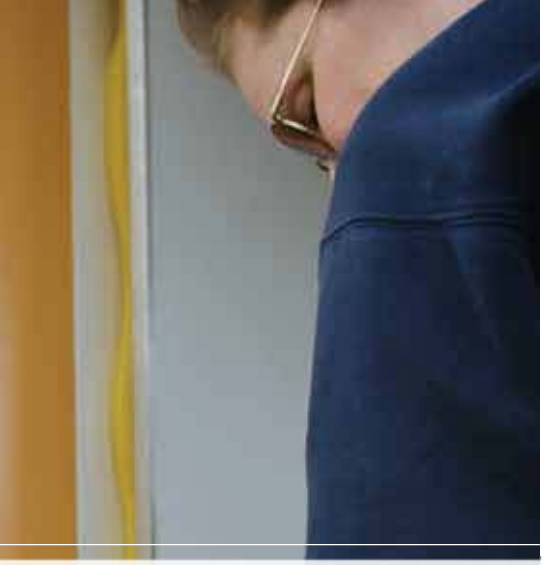
CPR Metronome, a proven technology that actively guides users to a consistent compression rate without the need for extra external hardware.

Integrated Oridion $EtCO_2$ provides waveform ranges as low as 0–20 mmHg to help identify ROSC or gauge CPR quality, consistent with the AHA guidelines.

The LIFEPAK 15 monitor/ defibrillator at a glance.

Redesigned cable connector gives you the confidence for secure therapy delivery.

For six decades, Physio-Control has been developing technologies and designing devices that are legendary among first response professionals, clinical care providers, and the community.



A legacy of trust.

Since we were founded in 1955, Physio-Control has been giving medical professionals around the world legendary quality and constant innovation. Our LIFEPAK devices have been carried to the top of Mount Everest. They've been launched into orbit on the International Space Station. And you'll find more than half a million units in use today on fire rescue rigs, ambulances, and hospital crash carts worldwide.

We are inspired and informed by the rescuers who choose our products to save lives. The knowledge gained from working with some of the world's largest EMS organizations helps us constantly improve clinical standards and durability.

Today, we continue our legacy of innovation with leading technologies that improve patient care. Our 360J biphasic technology gives patients the best chance at survival. Our secure, web-based flow of ECG data helps improve STEMI patient outcomes. And our carbon monoxide monitoring helps catch the number one cause of poisoning deaths.

From the streets to the emergency room to the administrative office, we offer a powerful suite of solutions that range from code response to quality control analysis. And even as we bring ground-breaking products to the market, some things don't change. As always, when you choose our products, you don't just get a device. You also get the most comprehensive warranty in the business, industry-leading technical service, and a partner with six decades of experience in emergency care.

For more information about the LIFEPAK 15 monitor/defibrillator—and how it can help you do what you do best—please contact your local Physio-Control representative or visit ***www.physio-control.com****.*

Physio-Control Family of Products and Services

Defibrillators/Monitors

LIFEPAK CR® Plus Automated External Defibrillator (AED)

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest (SCA).

LIFEPAK® 1000 Defibrillator

The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the *1000* to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.

LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the standard in emergency care for ALS teams who want the most clinically innovative, operationally effective and LIFEPAK TOUGH™ device available today. The *15* offers sophisticated clinical technologies with a rich array of features—like the most powerful escalating energy available (up to 360J), advanced monitoring parameters and a completely upgradable platform.

LIFEPAK® 20e Defibrillator/Monitor with CodeManagement Module™

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care. The CodeManagement Module adds waveform capnography and wireless connectivity to enhance your hospital's ability to effectively manage resuscitations from preparedness through review.

CPR Assistance

LUCAS® 2 Chest Compression System

Designed to provide effective, consistent and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.

TrueCPR™ Coaching Device

TrueCPR helps your team optimize their manual CPR performance using simple real-time and post-event feedback on the most critical resuscitation parameters. It accurately measures compression depth through proprietary Triaxial Field Induction technology.

Data Solutions

LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care, flow and operational efficiency.

CODE-STAT™ Data Review Software

CODE-STAT data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

HealthEMS®

HealthEMS is a remote-hosted field data collection, management and reporting software solution which is proven to help Fire and EMS providers improve patient care and financial performance. HealthEMS creates a two-way information flow which dramatically improves the accuracy and timeliness of information needed to support billing and clinical decision-making.

PulsePoint

PulsePoint Respond alerts CPR-trained bystanders about nearby sudden cardiac arrests in a public area. The app guides the responder to the public location of the incident using a map while also identifying nearby AEDs. Because the PulsePoint solution is integrated into the local dispatch center, alerts are only sent after 911 has been notified.

PulsePoint AED is an app designed to build a comprehensive registry of AEDs available for use during cardiac emergencies. AED submissions are verified by the local agency and then become available within the Respond app.

Support

Physio-Control Service

With a service plan from Physio-Control, you are free to focus on your mission while relying on us to help to ensure the integrity of your lifesaving tools. From emergency repairs to software updates to preventive maintenance, we respond to every service call with speed and expertise so you have the peace of mind to do your job with confidence.

LIFEPAK® 15 MONITOR/DEFIBRILLATOR


3

SPECIFICATIONS

GENERAL

The LIFEPAK 15 monitor/defibrillator has six main operating modes:

AED Mode: for automated ECG analysis and a prompted treatment protocol for patients in cardiac arrest.

Manual Mode: for performing manual defibrillation, synchronized cardioversion, noninvasive pacing, and ECG and vital sign monitoring.

Archive Mode: for accessing stored patient information.

Setup Mode: for changing default settings of the operating functions.

Service Mode: for authorized personnel to perform diagnostic tests and calibrations.

Demo Mode: for simulated waveforms and trend graphs for demonstration purposes.

PHYSICAL CHARACTERISTICS

Weight:

Basic monitor/defibrillator with new roll paper and two batteries installed: 7.9 kg (17.5 lb)

Fully featured monitor/defibrillator with new roll paper and two batteries installed: 8.4 kg (18.5 lb)

Lithium-ion battery: ≤0.6kg (1.3lb)

Accessory Bags and Shoulder Strap: 1.77 kg (3.9 lb)

Standard (hard) Paddles: 0.95 kg (2.1 lb)

Height: 31.7 cm (12.5 in)

Width: 40.1 cm (15.8 in)

Depth: 23.1 cm (9.1 in)

DISPLAY

Size (active viewing area): 212 mm (8.4 in) diagonal; 171 mm (6.7 in) wide x 128 mm (5.0 in) high

Resolution: display type 640 dot x 480 dot color backlit LCD

User Selectable Display Mode: full color or SunVue™ display high contrast

Display: a minimum of 5 seconds of ECG and alphanumerics for values, device instructions, or prompts

Display: up to three waveforms

Waveform Display Sweep Speed: 25 mm/sec for ECG, SpO_2, IP, and 12.5 mm/sec for CO_2

DATA MANAGEMENT

The device captures and stores patient data, events (including waveforms and annotations), and continuous waveform and patient impedance records in internal memory.

The user can select and print reports, and transfer the stored information via supported communication methods.

Report Types:

- Three format types of CODE SUMMARY™ critical event record: short, medium, and long
- 12-lead ECG with STEMI statements
- Continuous Waveform (transfer only)
- Trend Summary
- Vital Sign Summary
- Snapshot

Memory Capacity: Total capacity is 360 minutes of continuous ECG, 90 minutes of continuous data from all channels, or 400 single waveform events.

Maximum memory capacity for a single patient includes up to 200 single waveform reports and 90 minutes of continuous ECG.

COMMUNICATIONS

The device is capable of transferring data records by wired or wireless connection. This device complies with Part 15 of the FCC rules, and its operation is subject to the following two conditions: (1) this device may not cause harmful interference, and (2) this device must accept any interference received, including interference that may cause undesired operation.

Serial Port RS232 communication + 12V available

Limited to devices drawing maximum 0.5 A current

Bluetooth® technology provides short-range wireless communication with other Bluetooth-enabled devices

MONITOR

ECG

ECG is monitored via several cable arrangements:

A 3-wire cable is used for 3-lead ECG monitoring.

A 5-wire cable is used for 7-lead ECG monitoring.

A 10-wire cable is used for 12-lead ECG acquisition. When the chest electrodes are removed, the 10-wire cable functions as a 4-wire cable.

Standard paddles or QUIK-COMBO pacing/defibrillation/ECG electrodes are used for paddles lead monitoring.

Frequency Response:

Monitor: 0.5 to 40 Hz or 1 to 30 Hz

Paddles: 2.5 to 30 Hz

12-lead ECG diagnostic: 0.05 to 150 Hz

Lead Selection:

Leads I, II, III, (3-wire ECG cable)

Leads I, II, III, AVR, AVL, and AVF acquired simultaneously (4-wire ECG cable)

Leads I, II, III, AVR, AVL, AVF, and C lead acquired simultaneously (5-wire ECG cable)

Leads I, II, III, AVR, AVL, AVF, V1,V2,V3,V4,V5, and V6 acquired simultaneously (10-wire ECG cable)

ECG size: 4, 3, 2.5, 2, 1.5, 1, 0.5, 0.25 cm/mV (fixed at 1 cm/mV for 12-lead)

Heart Rate Display:

20–300 bpm digital display

Accuracy: ±4% or ±3 bpm, whichever is greater

QRS Detection Range Duration: 40 to 120 msec

Amplitude: 0.5 to 5.0 m

Common Mode Rejection (CMRR): ECG Leads: 90 dB at 50/60 Hz

SpO_2/SpCO/SpMet

Sensors:

MASIMO® sensors including RAINBOW® sensors

NELLCOR® sensors when used with the MASIMO RED™ MNC adapter

SpO_2

Displayed Saturation Range: "<50" for levels below 50%; 50 to 100%

Saturation Accuracy: 70–100% (0–69% unspecified)

Adults/Pediatrics:
±2 digits (during no motion conditions)
±3 digits (during motion conditions)

Dynamic signal strength bar graph

Pulse tone as SpO_2 pulsations are detected

SpO_2 Update Averaging Rate User selectable: 4, 8, 12 or 16 seconds

SpO_2 Sensitivity User selectable: Normal, High

SpO_2 Measurement: Functional SpO_2 values are displayed and stored

Pulse Rate Range: 25 to 240 bpm

Pulse Rate Accuracy (Adults/Pediatrics):
±3 digits (during no motion conditions)
±5 digits (during motion conditions)

Optional SpO_2 waveform display with autogain control

SpCO®

SpCO Concentration Display Range: 0 to 40%

SpCO Accuracy: ±3 digits

SpMET®

SpMet Saturation Range: 0 to 15.0%

SpMet Display Resolution: 0.1% up to 10%

SpMet Accuracy: ±1 digit

NIBP

Blood Pressure Systolic Pressure Range: 30 to 255 mmHg

Diastolic Pressure Range: 15 to 220 mmHg

Mean Arterial Pressure Range: 20 to 235 mmHg

Units: mmHg

Blood Pressure Accuracy: ±5 mmHg

Blood Pressure Measurement Time: 20 seconds, typical (excluding cuff inflation time)

Pulse Rate Range: 30 to 240 pulses per minute

Pulse Rate Accuracy: ±2 pulses per minute or ±2%, whichever is greater

Operation Features Initial Cuff Pressure: User selectable, 80 to 180 mmHg

Automatic Measurement Time Interval: User selectable, from 2 min to 60 min

Automatic Cuff Deflation Excessive Pressure: If cuff pressure exceeds 290 mmHg

Excessive Time: If measurement time exceeds 120 seconds

CO_2

CO_2 Range: 0 to 99 mmHg (0 to 13.2 kPa)

Units: mmHg, %, or kPa

Respiration Rate Accuracy:
0 to 70 bpm: ±1 bpm
71 to 99 bpm: ±2 bpm

Respiration Rate Range: 0 to 99 breaths/minute

Rise Time: 190 msec

Response Time: 3.3 seconds (includes delay time and rise time)

Initialization Time: 30 seconds (typical), 10-180 seconds

Ambient Pressure: automatically compensated internally

Optional Display: CO_2 pressure waveform

Scale factors: Autoscale, 0–20 mmHg (0–4 Vol%), 0–50 mmHg (0–7 Vol%), 0–100 mmHg (0–14 Vol%)

Invasive Pressure

Transducer Type: Strain-gauge resistive bridge

Transducer Sensitivity: 5µV/V/mmHg

Excitation Voltage: 5 Vdc

Connector: Electro Shield: CXS 3102A 14S-6S

Bandwidth: Digital filtered, DC to 30 Hz (< -3db)

Zero Drift: 1 mmHg/hr without transducer drift

Zero Adjustment: ±150 mmHg including transducer offset

Numeric Accuracy: ±1 mmHg or 2% of reading, whichever is greater, plus transducer error

Pressure Range: -30 to 300 mmHg, in six user selectable ranges

Invasive Pressure Display

Display: IP waveform and numerics

Units: mmHg

Labels: P1 or P2, ART, PA, CVP, ICP, LAP (user selectable)

Temperature

Range: 24.8° to 45.2°C (76.6° to 113.4°F)

Resolution: 0.1°C

Accuracy: ±0.2°C including sensor

Reusable Temperature Cable: 5 foot or 10 foot

Disposable Sensor Types: Surface–Skin; Esophageal/Rectal

Trend

Time Scale: Auto, 30 minutes, 1, 2, 4, or 8 hours

Duration: Up to 8 hours

ST Segment: After initial 12-lead ECG analysis, automatically selects and trends ECG lead with the greatest ST displacement

Display Choice of: HR, PR (SpO_2), PR (NIBP), SpO_2 (%), SpCO (%), SpMet (%), CO_2 ($EtCO_2$/$FiCO_2$), RR (CO_2), NIBP, IP1, IP2, ST

ALARMS

Quick Set: Activates alarms for all active vital signs

VF/VT Alarm: Activates continuous (CPSS) monitoring in Manual mode

Apnea Alarm: Occurs when 30 seconds has elapsed since last detected respiration

Heart Rate Alarm Limit Range: Upper, 100–250 bpm; lower, 30–150 bpm

INTERPRETIVE ALGORITHM

12-Lead Interpretive Algorithm: University of Glasgow 12-Lead ECG Analysis Program, includes AMI and STEMI statements

PRINTER

Prints continuous strip of the displayed patient information and reports

Paper Size: 100 mm (3.9 in)

Print Speed: 25 mm/sec or 12.5 mm/sec

Optional: 50 mm/sec time base for 12-lead ECG reports

Delay: 8 seconds

Autoprint: Waveform events print automatically

Frequency Response:

Diagnostic: 0.05 to 150 Hz or 0.05 to 40 Hz

Monitor: 0.67 to 40 Hz or 1 to 30 Hz

DEFIBRILLATOR

Biphasic Waveform: Biphasic Truncated Exponential

The following specifications apply from 25 to 200 ohms, unless otherwise specified:

Energy Accuracy: ±1 joule or 10% of setting, whichever is greater, into 50 ohms, ±2 joules or 15% of setting, whichever is greater, into 25-175 ohms.

Voltage Compensation: Active when disposable therapy electrodes are attached. Energy output within ±5% or ±1 joule, whichever is greater, of 50 ohms value, limited to the available energy which results in the delivery of 360 joules into 50 ohms.

Paddle Options: QUIK-COMBO® pacing/defibrillation/ECG electrodes (standard). Cable Length 8 foot long (2.4 m) QUIK-COMBO cable (not including electrode assembly).

Standard paddles (optional)

Manual Mode

Energy Select: 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 100, 125, 150, 175, 200, 225, 250, 275, 300, 325, and 360 joules

Charge Time: Charge time to 360 joules in less than 10 seconds, typical

Synchronous Cardioversion: Energy transfer begins within 60 msec of the QRS peak

Paddles Leads OFF Sensing: When using QUIK-COMBO electrodes, the device indicates Paddles Leads OFF if the resistive part of the patient impedance is greater than 300 ±15% ohms, or if the magnitude of the patient impedance is greater than 440 ±15% ohms.

AED Mode

Shock Advisory System™ (SAS): an ECG analysis system that advises the operator if the algorithm detects a shockable or non-shockable ECG rhythm. SAS acquires ECG via therapy electrodes only.

Shock Ready Time: Using a fully charged battery at normal room temperature, the device is ready to shock within 20 seconds if the initial rhythm finding is "SHOCK ADVISED"

Biphasic Output: Energy Shock levels ranging from 150–360 joules with same or greater energy level for each successive shock

cprMAX™ Technology: In AED mode, cprMAX™ technology provides a method of maximizing the CPR time that a patient receives, with the overall goal of improving the rate of survival of patients treated with AEDs.

Setup Options:

- Auto Analyze: Allows for auto analysis. Options are OFF, AFTER 1ST SHOCK
- Initial CPR: Allows the user to be prompted for CPR for a period of time prior to other activity. Options are OFF, ANALYZE FIRST, CPR FIRST
- Initial CPR Time: Time interval for Initial CPR. Options are 15, 30, 45, 60, 90, 120, and 180 seconds.
- Pre-Shock CPR: Allows the user to be prompted for CPR while the device is charging. Options are OFF, 15, 30 seconds.
- Pulse Check: Allows the user to be prompted for a pulse check at various times. Options are ALWAYS, AFTER EVERY SECOND NSA, AFTER EVERY NSA, NEVER
- Stacked Shocks: Allows for CPR after 3 consecutive shocks or after a single shock. Options are OFF, ON
- CPR Time: 1 or 2 User selectable times for CPR. Options are 15, 30, 45, 60, 90, 120, 180 seconds and 30 minutes.

PACER

Pacing Mode: Demand or non-demand rate and current defaults

Pacing Rate: 40 to 170 PPM

Rate Accuracy: ±1.5% over entire range

Output Waveform: Monophasic, truncated exponential current pulse (20 ± 1 ms)

Output Current: 0 to 200 mA

Pause: Pacing pulse frequency reduced by a factor of 4 when activated

Refractory Period: 180 to 280 msec (function of rate)

ENVIRONMENTAL

Unit meets functional requirements during exposure to the following environments unless otherwise stated.

Operating Temperature: 0° to 45°C (32° to 113°F); -20°C (-4°F) for 1 hour after storage at room temperature; 60°C (140°F) for 1 hour after storage at room temperature

Storage Temperature: -20° to 65°C (-4° to 149°F) except therapy electrodes and batteries

Relative Humidity, Operating: 5 to 95%, non-condensing. NIBP: 15 to 95%, non-condensing

Relative Humidity, Storage: 10 to 95%, non-condensing

Atmospheric Pressure, Operating: -382 to 4,572 m (-1,253 to 15,000 ft). NIBP: -152 to 3,048 m (-500 to 10,000 ft)

Water Resistance, Operating: IP44 (dust and splash resistance) per IEC 529 and EN 1789 (without accessories except for 12-lead ECG cable, hard paddles, and battery pack)

Vibration: MIL-STD-810E Method 514.4, Propeller Aircraft - category 4 (figure 514.4-7 spectrum a), Helicopter - category 6 (3.75 Grms), Ground Mobile - category 8 (3.14 Grms), EN 1789: Sinusoidal Sweep, 1 octave/min, 10-150 Hz, ±0.15 mm/2 g

Shock (drop): 5 drops on each side from 18 inches onto a steel surface EN 1789: 30-inch drop onto each of 6 surfaces

Shock (functional): Meets IEC 60068-2-27 and MIL-STD-810E shock requirements 3 shocks per face at 40 g, 6 ms half-sine pulses

Bump: 1000 bumps at 15 g with pulse duration of 6 msec

Impact, Non-operating: EN 60601-1 0.5 + 0.05 joule impact UL 60601-1 6.78 Nm impact with 2-inch diameter steel ball. Meets IEC62262 protection level IK 04.

EMC: EN 60601-1-2:2006 Medical Equipment - General Requirements for Safety - Collateral Standard: Electromagnetic Compatibility - Requirements and Tests EN 60601-2-4:2003: (Clause 36) Particular Requirements for the Safety of Cardiac Defibrillators and Cardiac Defibrillator-Monitors

Cleaning: Cleaning 20 times with the following: Quaternary ammonium, isopropyl alcohol, hydrogen peroxide

Chemical Resistance: 60 hour exposure to specified chemicals: Betadine (10% Povidone-Iodine solution), Coffee, Cola, Dextrose (5% Glucose solution), Electrode Gel/Paste (98% water, 2% Carbopol 940), HCL (0.5% solution, pH=1), Isopropyl Alcohol, NaCl solution (0.9% solution), Cosmetic discoloration of the paddle well shorting bar shall be allowed following exposure to HCL (0.5% solution).

POWER

Power Adapters: AC or DC

Power Adapters provide operation and battery charging from external AC or DC power

- Full functionality with or without batteries when connected to external AC/DC
- Typical battery charge time while installed in LIFEPAK 15 device is 190 minutes
- Indicators: external power indicator, battery charging indicator

Dual battery: Capability with automatic switching

Low battery indication and message: Low battery fuel gauge indication and low battery message in status area for each battery

Replace battery indication and message: Replace battery fuel gauge indication, audio tones and replace battery message in the status area for each battery. When replace battery is indicated, device auto-switches to second battery. When both batteries reach replace battery condition, a voice prompt instructs user to replace battery.

Battery Capacity For two, new fully-charged batteries, 20°C (68°F)

Operating Mode		Monitoring (minutes)	Pacing (minutes)	Defibrillation (360J discharges)
Total Capacity to Shutdown	Typical	360	340	420
	Minimum	340	320	400
Capacity After Low Battery	Typical	21	20	30
	Minimum	12	10	6

BATTERY

Battery Specifications

Battery Type: Lithium-ion

Weight: ≤0.6kg (1.3lb)

Charge Time (with fully depleted battery): 4 hours and 15 minutes (typical)

Battery indicators: Each battery has a fuel gauge that indicates its approximate charge. A fuel gauge that shows two or fewer LEDs after a charge cycle indicates that the battery should be replaced.

Charging Temperature Range: 5° to 45°C (41° to 113°F)

Operating Temperature Range: 0° to 45°C (32° to 113°F)

Short Term (<1 week) Storage Temperature Range: -20° to 60°C (-4° to 140°F)

Long Term (>1 week) Storage Temperature Range: 20° to 25°C (68° to 77°F)

Operating and Storage Humidity Range: 5 to 95% relative humidity, non-condensing

REFERENCES

1 Stiell I, Walker R, Nesbitt L, et al. Biphasic Trial: A randomized comparison of fixed lower versus escalating higher energy levels for defibrillation in out-of-hospital cardiac arrest. *Circulation.* 2007;115:1511-1517.

2 Edelson D, Litzinger B, Arora V, et al. Improving in-hospital cardiac arrest process and outcomes with performance debriefing. *Arch Intern Med.* 2008;168:1063-1069.

3 Olasveengen T, Wik L, Kramer-Johansen J, et al. Is CPR quality improving? A retrospective study of out-of-hospital cardiac arrest. *Resuscitation.* 2007;75:260-266.

4 Fletcher D, Galloway R, Chamberlain D, et al. Basics in advanced life support: A role for download audit and metronome. *Resuscitation.* 2008;78:127-134.

All claims valid as of December 2014.

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GDR 3301019_E

PHYSIO CONTROL

ACCESSORIES BROCHURE

LIFEPAK® 15

MONITOR/DEFIBRILLATOR

Genuine Accessories from Physio-Control

Genuine Accessories from Physio-Control.

Ensure the safety of your staff and patients. Only Physio-Control accessories and disposables have been thoroughly tested with LIFEPAK products. Stick with the name you trust and the company that stands behind it. To order contact your Physio-Control representative.

Power Options

REDI-CHARGE Base

AC power cord and adapter tray not included.
11141-000115

REDI-CHARGE LIFEPAK 15 Adapter Tray

11140-000052

AC Power Cords

11140-000015 (U.S.)
11140-000019 (Europe)
11140-000023 (South Africa)
11140-000046 (Italian)
11140-000017 (Australia)
11140-000021 (U.K.)
11140-000045 (Switzerland)

Mobile Battery Charger

Includes AC and DC power cords, mounting bracket and operating instructions.
11577-000011 (U.S.)
11577-000015 (United Kingdom)
11577-000012 (Europe)
11577-000017 (Australia)
11577-000014 (Switzerland)

Rechargeable Lithium-ion Battery

5.7 ah, 11.1 volt.
21330-001176

AC Power Adapter

Includes Right Angle Cable (AC power cord not included)
11140-000072

DC Power Adapter

Includes DC cable and Right Angle Cable
11140-000074

AC Power Cord

11140-000015 (U.S.)
11140-000019 (Europe)
11140-000023 (South Africa)
11140-000046 (Italian)
11140-000017 (Australia)
11140-000021 (U.K.)
11140-000045 (Switzerland)

Power Attachment Kit

11577-000019

Extension Cable

For AC/DC Power Adapter.
11140-000080

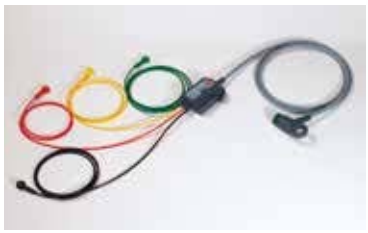
Replacement Right Angle Power Cable

For AC/DC Power Adapter.
11140-000081

Replacement DC Input Cable

For DC Power Adapter.
11140-000084

ECG Monitoring Accessories



12-Lead ECG Cable Trunk Cable with 4-Wire Limb Leads

11111-000018 (5ft, AHA)
11111-000019 (5ft, IEC)
11111-000020 (8ft, AHA)
11111-000021 (8ft, IEC)

12-Lead ECG Cable 6-Wire Precordial Attachment

11111-000022 (AHA)
11111-000023 (IEC)

4-wire Cable Comb

21300-008054 (10/pack)

6-wire Cable Comb

21330-008055 (10/pack)

3-Wire ECG Cable

11110-000029 (AHA)
11110-000030 (IEC)

5-Wire ECG Cable

4-wire limb plus 1 chest lead, labeled "V1" on the monitor reports.
11110-000066 (AHA)
11110-000067 (IEC)

Chart Recorder Paper

100mm x 22m
11240-000016 (2 rolls per box)

LIFE•PATCH® ECG Electrodes

Adult, pregelled
(Not available in the European Union)
11100-000001 (3/pack)
11100-000002 (4/pack)

Cleartrace® ECG Electrodes

Adult, clear tape

Therapy Delivery Accessories

Hard Paddles and Electrode Gel

Standard Hard Paddles (1 pair)

11130-000061 (English)
11130-000062 (French)
11130-000063 (German)
11130-000064 (Spanish)
11130-000065 (Italian)
11130-000066 (Swedish)
11130-000067 (Danish)
11130-000068 (Portuguese)
11130-000069 (Norwegian)
11130-000070 (Dutch)
11130-000071 (Finnish)
11130-000072 (Polish)
11130-000073 (Japanese)

Pediatric Paddle Adapter

11133-000007 (1 adapter)

SIGNAGEL® Electrode Gel

For use with hard paddles. Recommended for ECG, defibrillation, biofeedback and EMG.
21300-005847 (8.5 oz)

Internal Paddles (Requires Internal Paddle Handles and Internal Paddles Adapter Cable)

1 in. size
11131-000010 (1 pair, 6.25 in. shaft)

1.5 in. size
11131-000011 (1 pair, 6 in. shaft)
11131-000021 (1 pair, 9 in. shaft)
11131-000024 (1 pair, 14 in. shaft)

2 in. size
11131-000012 (1 pair, 5.75 in. shaft)
11131-000022 (1 pair, 8.75 in. shaft)

2.5 in. size
11131-000013 (1 pair, 5.5 in. shaft)
11131-000019 (1 pair, 8.5 in. shaft)

3.5 in. size
11131-000014 (1 pair, 5 in. shaft)
11131-000023 (1 pair, 8 in. shaft)

Internal Paddle Handles with Discharge Control

(For use with the Internal Paddles Adapter Cable)
11131-000001 (1 pair)

Internal Paddles Adapter Cable

(For use with Internal Paddle Handles)
111998-000326

Therapy Delivery Accessories

EDGE System™ Electrodes for Pacing/Defibrillation/ECG with QUIK-COMBO® Connector

18-month minimum shelf life remaining at time of shipment from Physio-Control except where noted.

EDGE System Electrodes with QUIK-COMBO Connector

24" leadwire length

11996-000091

EDGE System RTS (Radiotransparent) Electrodes with QUIK-COMBO Connector

24" leadwire length

11996-000090

EDGE System Electrodes with QUIK-COMBO Connector and REDI-PAK™ Preconnect System

42" leadwire length

11996-000017

Pediatric EDGE System RTS Electrodes with QUIK-COMBO Connector

For use only with manual monitor/defibrillators; 12 month minimum shelf life at time of shipment 24" leadwire length.

11996-000093

QUIK-COMBO Therapy Cable

With convenient TRUE-LOCK™ Cable Connector.

11113-000004 (8 ft)

NIBP Monitoring Accessories

NIBP Hoses

NIBP Tubing

21300-008147 (9ft)
21300-008146 (12ft)

NIBP Tubing, Coiled

21300-008148 (2-9ft)

NIBP Cuffs

Reusable Cuff

X-Large Adult
35 - 44 cm
11160-000019

Large Adult
32 - 42 cm
11160-000017

Adult
26 - 35 cm
11160-000015

Pediatric
13 - 20 cm
11160-000013

Infant
8 - 14 cm
11160-000011

Single Patient Use Cuff

X-Large Adult
35 - 44 cm
11160-000020

Large Adult
32 - 42 cm
11160-000018

Adult
26 - 35 cm
11160-000016

Pediatric
13 - 20 cm
11160-000014

Infant
8 - 14 cm
11160-000012

Pulse Oximetry Monitoring Accessories

Masimo SET® RC Patient Cables

RC Patient Cable

For use with M-LNCS and Rainbow Patient Sensors

11171-000037 (4ft)
11171-000038 (12ft)

Masimo SET RC Patient Cable Compatible SpO_2 Sensors

M-LNCS Reusable Sensor

11171-000046 (Ad)
11171-000047 (Ped)

M-LNCS Adhesive Sensors (20/box)

11171-000039 (Ad)
11171-000040 (Ped)

M-LNCS Adhesive Sensors (20/box)

11171-000043 (Neo/Pt)
11171-000042 (Neo/Ad)
11171-000041 (Inf)

Masimo SET RC Patient Cable Compatible Rainbow® SpO_2, SpCO, SpMet Sensors

Rainbow Reusable Sensor

11171-000049 (Ad)
11171-000050 (Ped)

Rainbow Adhesive Sensor (10/box)

11996-000339 (Ad)
11996-000340 (Ped)

Rainbow Adhesive Sensor (10/box)

11996-000342 (Inf)
11996-000341 (Neo/Ad)

Masimo SET LNC Patient Cables

Red LNC Patient Cable
For Use with LNCS Patient Sensors
11996-000323 (4ft)
11996-000324 (10ft)
11996-000325 (14ft)

Masimo SET LNC Patient Cable Compatible SpO_2 Sensors

LNCS® Reusable Sensor
11171-000017 (Ad)
11171-000018 (Ped)

LNCS Reusable Soft Sensor
11171-000052 (Ad)

LNCS Adhesive Sensor (20/box)
11171-000019 (Ad)
11171-000020 (Ped)

LNCS Adhesive Sensor (20/box)
11171-000029 (Neo/Pt)
11171-000028 (Neo/Ad)
11171-000031 (Inf)

Pulse Oximetry Monitoring Accessories

Direct Connect SpO_2 Only Patient Sensors

Adult Reusable Direct Connect Sensor
11996-000331 (3ft)
11996-000332 (12ft)

Pediatric Reusable Direct Connect Sensor
11996-000333 (3ft)
11996-000334 (12ft)

Adult Reusable Soft Direct Connect Sensor
11171-000053 (8ft)

Direct Connect Rainbow SpO_2, SpCO, SpMet Patient Sensors

Adult Rainbow Direct Connect Reusable Sensor
11996-000335 (3ft)
11171-000032 (8ft)
11996-000336 (12ft)

Pediatric Rainbow Direct Connect Reusable Sensor
11996-000337 (3ft)
11171-000033 (8ft)
11996-000338 (12ft)

Additional Masimo Accessories

Reusable Ambient Light Shield
11171-000054 (5/bag)

Disposable Ambient Light Shield
11171-000055 (10/bag)

Pulse Oximetry Monitoring Accessories

Masimo to Nellcor Adapter

Red MNC Cable

Connects LIFEPAK 15 to Nellcor patient sensor

11996-000365 (4ft)
11996-000366 (10ft)

Masimo to Nellcor Adapter Compatible SpO_2 Sensors

DURASENSOR Reusable Clip

11996-000060 (Ad)

DURA-Y Multisite Reusable Sensor

11996-000106 (> 1 kg)

Oxiband Reusable Sensor

Includes 50 disposable adhesive sensors.

11996-000061 (Ad/Neo)
11996-000062 (Ped/Inf)

Disposable Adhesive Bandage Wrap (100/pk)

Not Available in Canada.

11996-000048 (Ad/Neo)
11996-000049 (Ped/Inf)

Oxisensor II Adhesive Sensors (24/box)

11996-000113 (Ad, 18 in.)
11996-000114 (Ad, 36 in.)
11996-000116 (Ped, 18 in.)

Oxisensor II Adhesive Sensors (24/box)

11996-000115 (Inf, 18 in.)
11996-000117 (Neo/Ad, 18 in.)

Temperature Monitoring

Temperature Cables

Temperature Adapter Cable

11140-000079 (10ft)
11140-000078 (5ft)

Temperature Sensors

Single patient use

Esophageal-Rectal Sensor

11996-000360 (9FR, 20/box)

Skin Probe Sensor

11996-000359 (20/box)

Foley Catheter Sensor

11996-000361 (14FR, 10/pk)
11996-000362 (16FR, 10/pk)
11996-000363 (18FR, 10/pk)

End-Tidal CO_2 ($EtCO_2$) Monitoring Accessories

Oridion® Filterlines for Intubated Patients

Single patient use

FilterLine® SET

Key Applications: OR, EMS, ED, Rapid Response Teams, Transport.

Adult/Pediatric
11996-000081 (25/pk, 200 cm)
11996-000164 (25/pk, 400 cm)

FilterLine H SET

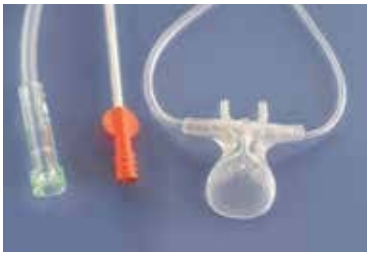
Key Applications: Critcal care, Humidified Environments.

Adult/Pediatric
11996-000080 (25/pk, 200 cm)

Adult/Neonatal
11996-000001 (25/pk, 200 cm)

Oridion Non-Intubated Filterlines

Single patient use



Smart CapnoLine® Plus

Key Applications: Procedural Sedation, Upper GI Procedures, MAC, RMS, BD, Rapid Response Teams.

Adult with O_2
11996-000163 (25/pk, 200 cm)
11996-000167 (100/pk, 200 cm)
11996-000165 (25/pk, 400 cm)

Adult without O_2
11996-000162 (25/pk, 200 cm)
11996-000166 (100/pk, 200 cm)

Smart CapnoLine

Key Applications: Procedural Sedation, SMS, SD, Rapid Response Teams.

Pediatric with O_2
11996-000128 (25/pk, 200 cm)

Pediatric without O_2
11996-000120 (25/pk, 200 cm)

Cases & Mounting Options

Standard Carrying Case
Includes right pouch and left pouch.
11577-000002

Shoulder Strap
11577-000001

Bed Connector
For use in hospital only.
11996-000374

Top Pouch
Storage for sensors and electrodes; insert in place of standard paddles.
11220-000028

Back Pouch
Ideal for additional accessory storage.
11260-000039

Communication Accessories

LIFEPAK Monitor to PC Cable
For connecting LIFEPAK 12 or LIFEPAK 15 monitor/defibrillator to PC.
11230-000020 (Serial)
11996-000369 (USB)

Titan II Wireless Gateway
For transmitting data from LIFEPAK 12/15 to the LIFENET® System or CODE-STAT™ data review software. Requires existing wireless network.
21996-000073 (Wireless Gateway)
21996-000093 (Wireless 3G Gateway - GSM)
21996-000092 (Wireless 3G + Voice Gateway - GSM)

3G Gateway
For transmitting data from LIFEPAK 12/15 to the LIFENET System or CODE-STAT data review software. Requires data plan.
21996-000086 (GSM)

Testers & Training Materials

Patient Simulator (QUIK-COMBO)

Connects directly to your LIFEPAK defibrillator for safe simulation of cardioversion and electrical capture. Generates fibrillation, tachycardias, and bradycardias, as well as ST segment and T wave abnormalities.

11996-000311 (12-Lead)
11996-000310 (3-Lead)

Defibrillator Checker

Tests integrity of energy delivery through standard hard paddles. Neon light indicates energy has been delivered.

11998-000060

Test Load

Use to perform therapy cable performance checks. Connects to the QUIK-COMBO therapy cable on the defibrillator.

21330-001368 (Brazilian, Hungarian, Portuguese, Polish, Romanian)
21330-001369 (Chinese, Czech, Japanese, Korean, Russian)
21330-001366 (Danish, Finnish, Norwegian, Swedish)
21330-001367 (Dutch, French Canadian, German, Intl English, Italian, Spanish)
21330-001365 (English)

Training Tools

Inservice Video:

21330-001357 (English - NTSC DVD)

Operating Instructions:

26500-003255 (English)
26500-003256 (Intl English)
26500-003330 (German)
26500-003331 (Italian)
26500-003332 (French)
26500-003333 (Dutch)
26500-003334 (Spanish)
26500-003335 (Iberian Portuguese)
26500-003336 (Brazilian Portuguese)
26500-003337 (Swedish)
26500-003338 (Danish)
26500-003339 (Finnish)
26500-003340 (Norwegian)
26500-003341 (Polish)
26500-003342 (Hungarian)
26500-003343 (Czech)
26500-003344 (Russian)
26500-003345 (Korean)

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com

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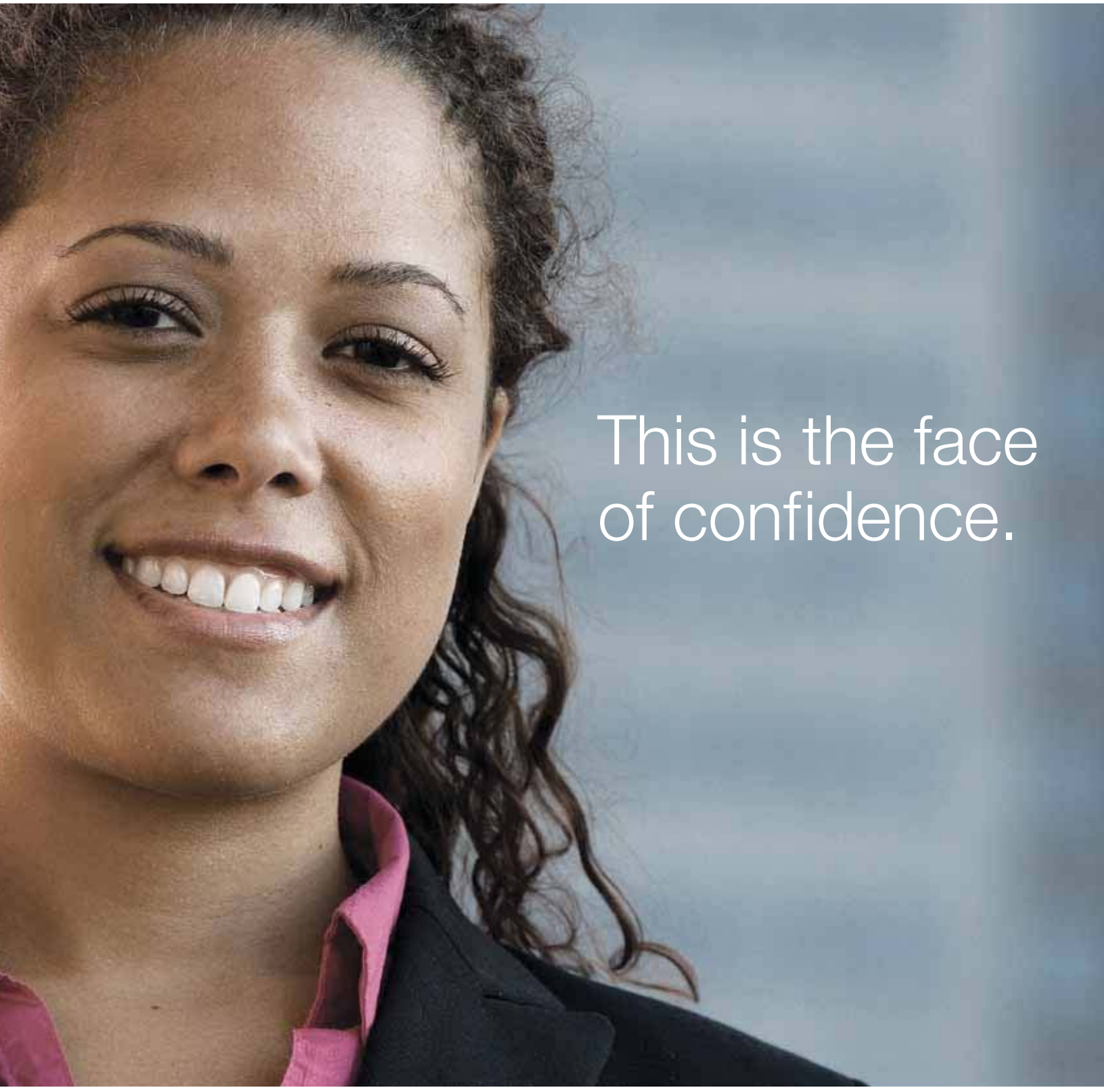
PHYSIO CONTROL

LIFEPAK CR® Plus DEFIBRILLATOR

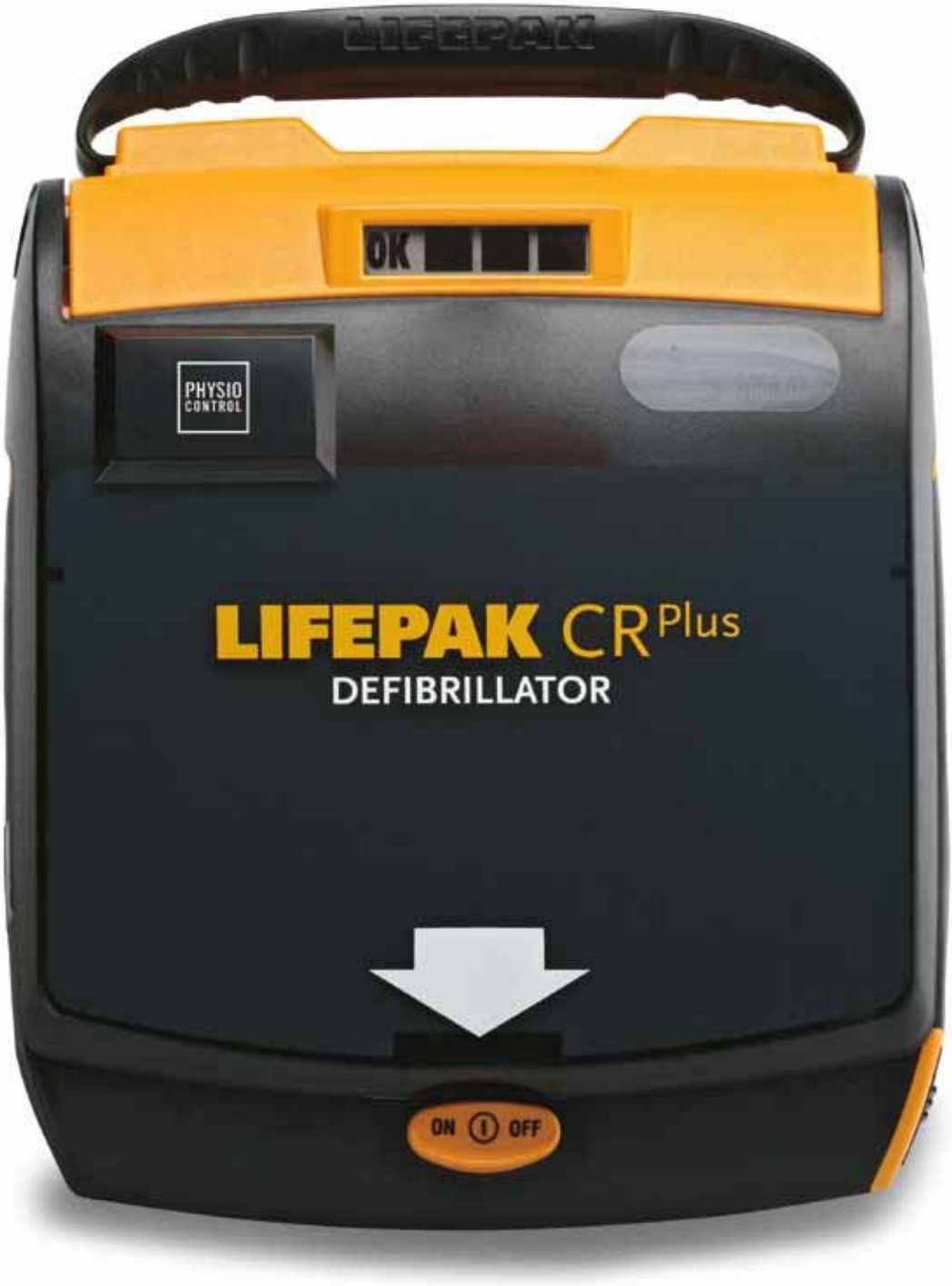


This is why.

At Physio-Control, our reputation—and our mission—is built on confidence. The confidence that comes from over 50 years of innovation, a steadfast commitment to quality, and a position as the global leader in defibrillation. The confidence that comes from manufacturing the lifesaving equipment of choice for more EMS and hospital units around the world than any other brand. The confidence that comes from knowing that the LIFEPAK CR Plus defibrillator in your office, the airport, or your child's school can simply, safely, and effectively help someone save a life.

LIFEPAK CR® Plus DEFIBRILLATOR

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the LIFEPAK CR Plus automated external defibrillator (AED) is designed specifically for the first person to respond to a victim of sudden cardiac arrest (SCA). Unlike AEDs with complex prompts and limited energy for defibrillation, the fully automatic LIFEPAK CR Plus AED combines an easy two-step operation, just the right level of guidance, and the capability to escalate to 360 joules when needed.


LIFEPAK
OK
PHYSIO CONTROL
LIFEPAK CR Plus
DEFIBRILLATOR
ON
OFF

Confidence is knowing you will be ready.

"I figured if I could find AEDs in airports and shopping plazas, then the risk must be low because average folks have to be able to use these things. And when I looked into program maintenance before I brought the *CR Plus* into our organization, I found out they were zero maintenance except for changing out the batteries and pads."

— *David Lauer, Manager*
Environmental Health & Safety, B. Braun

A safer place to live, work, and play.
Whether its victims are young or old, at the office or in class, worshipping, exercising or just walking to an airport gate, sudden cardiac arrest (SCA) knows no boundaries. But no matter where or when it strikes, early use of a defibrillator can help save lives. In fact, it's proven to be the only effective treatment for ventricular fibrillation (VF), a potentially fatal heart rhythm associated with SCA. With the simple, powerful, AHA Guidelines–consistent *CR Plus* and an emergency response plan, you'll be creating a safer environment.[1]

At hand. At the ready.
Having an AED in place is no comfort if you can't be sure it will work when it's needed. The LIFEPAK CR Plus AED conducts weekly and extended monthly automatic self-tests, initialization tests each time it is powered on, and a series of concurrent tests throughout the time the device is in operation. A visible Readiness Display with four clear indicators allows you—and anyone who uses it—to know it's ready to do its job. And unlike AEDs that run off of external batteries that degrade over time, the SafeGuard Power System—unique in the industry—offers a dual layer of security as the CHARGE-PAK™ battery charger keeps the robust internal battery at its optimum level during the life of the unit.

It's never been simpler to be prepared.
The LIFEPAK CR Plus AED is easy for you to manage. The battery charger and electrodes have a synchronized replacement cycle that makes your maintenance program efficient and affordable. Of course, you hope the LIFEPAK CR Plus AED will never be needed in a lifesaving situation, but when it is, you can be confident that your staff is as ready as the AED. AED users should be trained in CPR and use of the AED. We offer a variety of training options to continually educate your response team, from onsite instruction and a LIFEPAK CR Plus AED training unit to online AED/CPR refresher training, videos, and quick reference cards.

[1] The LIFEPAK CR Plus AED provides defibrillation and CPR guidance as recommended by the current American Heart Association Guidelines.

Confidence is
knowing it will be safe to use.

"Everyone was really nervous and upset. Once our nurse put the pads on the way the *CR Plus* prompted us, we were all calmed by it doing just what we were trained it would do. We didn't have to choose what to do—it won't shock anyone who doesn't need it."

— ***Debbie Harrelson, Responder***
Principal, Lovelady Elementary/Middle School

An AED for all of us.
Chances are you're not an EMS technician. Not a surgeon or a lifeguard or a firefighter. Yet, with the right resources at hand, each of us has the power to save a human life—the life of a friend, colleague, student, or a passerby with sudden cardiac arrest. Although not everyone can be saved, studies show that early defibrillation can dramatically improve survival rates. Simple, effective, and at the ready, the LIFEPAK CR Plus AED provides that critical resource and the guidance to use it whenever necessary. It's there for you and for them.

Saving a life. Not endangering one.
Can an AED shock a victim who doesn't need it? Will it shock me while I try to help? The unknown can be frightening, but with the LIFEPAK CR Plus AED, that fear can become confidence. The *CR Plus* is designed to deliver a shock only if it determines a heart needs it. The device then communicates clear, calm, step-by-step instructions—delivered via our ClearVoice™ technology—that let responders know without question when a victim is about to be shocked.

How does an AED work?

During sudden cardiac arrest, the normally organized electrical impulses that initiate cardiac contraction (heartbeats) discharge chaotically, and the heart muscle twitches spasmodically. An AED applies a brief pulse of electrical current to a heart, allowing the heart's normal electrical system to resume control.

We stand by our products.

At Physio-Control, we stand by the quality of our lifesaving products. We even offer an 8-year warranty on the LIFEPAK CR Plus AED—the longest in the industry.


PHYSIO CONTROL
LIFEPAK CR Plus
DEFIBRILLATOR
ON
OFF

Confidence is
a simple, two-step process.

Two steps: turning the device on and applying the electrode pads to the victim. That's all it may take to make the difference between death from sudden cardiac arrest and a better chance for survival. The fully automatic *CR Plus* then takes over, giving ClearVoice prompts and delivering the shock—up to an industry-leading 360 joules—without anyone pushing a button. A recent study shows that safety is not compromised when untrained rescuers use a fully automatic AED compared to a semi-automatic AED.[2]

Step 1: Turn it on

Step 2: Apply the electrode pads

[2] T. Hosmans, I. Maquoi, C. Vogels, A. Courtois, J. Micheels, M. Lamy, K. Monsieurs. *Resuscitation.* "Safety of fully automatic external defibrillation by untrained lay rescuers in the presence of a bystander." Volume 77, Issue 2, Pages 216–219, 2008.

Confidence is
knowing it's the brand the pros use.

"Anytime anyone in the community is using an AED it's great. When you have a compatible brand—where the AED and monitors match—it's a huge time save. We just unplugged their *CR Plus* and plugged their pads right into our LIFEPAK 12. It was a seamless integration."

— ***Mark Mankins, Professional Responder***
EMS Coordinator, Worthington Ohio Fire Department

Losing time can mean losing lives.
There is no time to spare when responding to a victim of SCA. Even with successful defibrillation, precious minutes often have passed by the time emergency medical help arrives, and transferring to EMS or fire department equipment can take even more time. But with the compatibility of the LIFEPAK CR Plus AED, time is saved. More EMS units around the world use LIFEPAK equipment than any other brand, and the electrodes on the *CR Plus* are fully compatible with all other LIFEPAK defibrillators and monitors. That means a faster transfer and more time spent on lifesaving than equipment.

Familiar. Compatible. Trusted.
Professional responders have chosen high-quality, rigorously tested solutions from Physio-Control for decades. For today's EMS units and fire departments, standardizing on LIFEPAK products from first-on-scene through handoff to professional care helps minimize delays in treatment, but it also ensures continuous collection of patient data that local systems can easily download post-event.

Confidence is
maximizing chances for survival.

"If it hadn't been for my school nurse and those around me who were trained just two weeks prior, I wouldn't be here. I hope AEDs become more common than fire extinguishers. I hope everywhere you go, you see one—and you won't be afraid to open that door."

— *Wendy Sharp, Survivor*
Attendance Secretary, McKnight Middle School

Simple enough. Strong enough.

If your life were at risk from sudden cardiac arrest—if you needed the help of a colleague, friend, or passerby—what lifesaving equipment would you want nearby? Certainly an AED that is easy to use by a non-professional responder. But what about an AED that could escalate in power if the standard shock level was ineffective at restarting your heart? The LIFEPAK CR Plus AED has the capability to deliver a shock at 360 joules, the highest available power level in the industry.

Why 360 joules?

A joule (J) is a unit of energy used as the measurement of shock strength provided by an AED. An initial shock from the LIFEPAK CR Plus AED is delivered at 200 joules (200J), which has been shown to be effective at defibrillating the heart of a majority of sudden cardiac arrest victims. However, some patients are more difficult to defibrillate than others, and an ineffective shock can leave them in VF longer and increase costly interruptions in CPR. Physio-Control only offers AEDs with a full range of energy, with default escalating settings of 200J, 300J, and 360J. A recent study has shown a statistically significant benefit for higher escalating shocks compared to fixed lower-energy shocks in patients with VF who required more than one defibrillation shock.[3] In addition, the American Heart Association has provided guidance on the importance of coordinating good CPR with defibrillation to minimize interruptions in chest compressions.[4]

Simply put, we believe the capacity for 360 joules gives patients a better opportunity for a better outcome.

[3] IG. Stiell, RG. Walker, LP. Nesbitt, et al. *Circulation* 2007. "Biphasic trial: A randomized comparison of fixed lower versus escalating higher energy levels for defibrillation in out-of-hospital cardiac arrest." 115:1511-1517.

[4] The LIFEPAK CR Plus AED provides defibrillation and CPR guidance as recommended by the current American Heart Association Guidelines.

Confidence

is lifesaving made simple.

LIFEPAK CR® Plus DEFIBRILLATOR

Simple to use. Simple to manage. Simple to transfer care to professionals. And effective in saving the life of a victim of sudden cardiac arrest.

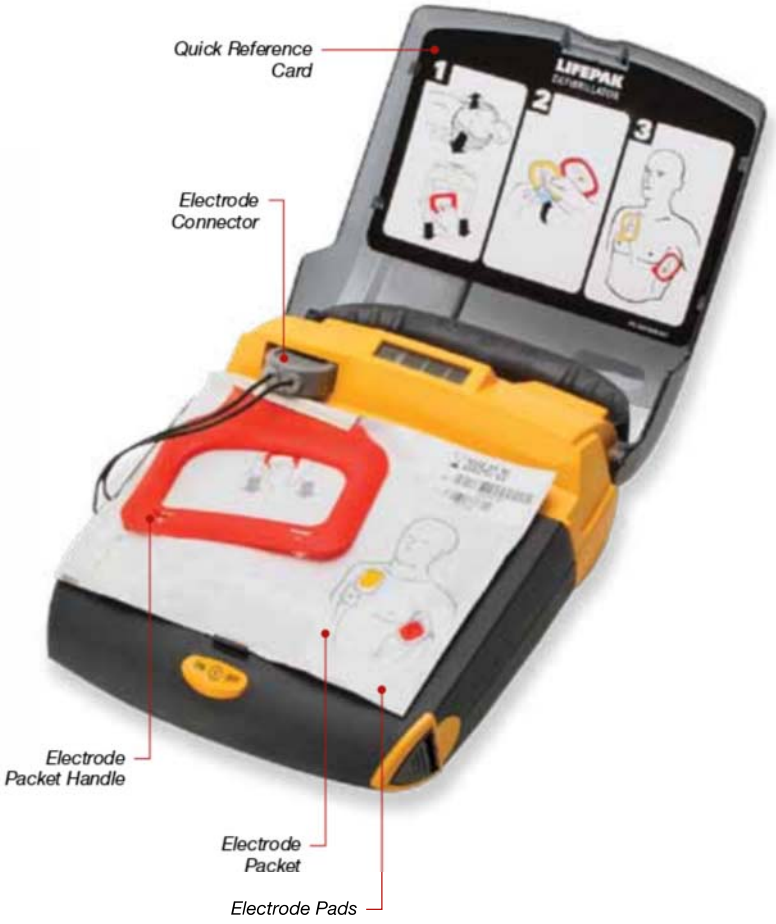
The American Heart Association reports that nearly 300,000 people in the United States die every year from SCA. Nearly 13 percent of these fatalities occur in the workplace.[5] If the presence of AEDs can save even some of these precious lives, then the choice to implement them is clear. And with the advantages of the LIFEPAK CR Plus AED, the choice of which AED to implement becomes even clearer.

The time is now. The choice is the LIFEPAK CR Plus AED from Physio-Control.

Visit **www.physio-control.com** or contact a Physio-Control representative at **1.800.442.1142**.

[5] www.OSHA.gov; Technical Information Bulletin (TIB) 01-12-17.

LIFEPAK CR Plus AED
at a glance



Defibrillator

Waveform: Biphasic truncated exponential, with voltage and current duration compensation for patient impedance.*

Output Energy Sequence: Multiple levels, configurable from 150 joules to 360 joules (200 joules min for Japan). Factory default settings of 200J, 300J, 360J.

Output Energy Accuracy: ±10% into 50 ohms, ±15% into 25 to 100 ohms.

Shock Advisory System: An ECG analysis system that advises whether a shock is appropriate; meets rhythm recognition criteria specified in DF39.

The device charges for shock only when the Shock Advisory System advises defibrillation.

Device Capacity:

Typical: Thirty (30) full discharges or 210 minutes of "on time" with a fully charged device.

Minimum: Twenty (20) full discharges or 140 minutes of "on time" with a fully charged device.

Shock Charge Time: Charge times with a fully charged device: 200 joules in less than 9 seconds, 360 joules in less than 15 seconds.

System Recharge Times: Recharge times with a fully discharged device: Able to deliver 6 shocks or provide 42 minutes of operating time after 24 hours of recharge time and 20 shocks or 140 minutes of operating time after 72 hours of recharge time with a new CHARGE-PAK at temperatures above 15° C (59° F).

Controls:

Lid Release/ON-OFF—Controls device power.

SHOCK button (semi-automatic version)—delivers defibrillation energy. After electrodes are attached to a patient, the fully automatic version of the device delivers a shock, if appropriate, not requiring operator intervention.

Electrical Protection: Input protected against high voltage defibrillator pulses per IEC60601-1/EN60601-1.

Safety Classification: Internally powered equipment. IEC60601-1/EN60601-1.

User Interface

User Interface: The user interface includes voice prompts, audible tones and graphic prompts.

Readiness Display: The readiness display shows the device status.

OK Indicator: Shows "OK" when the last self-test was completed successfully. When the "OK" indicator is visible, all other indicators are not visible. The "OK" indicator is not displayed during device operation.

CHARGE-PAK Indicator: When displayed, replace the CHARGE-PAK™ battery charger.

Attention Indicator: When first displayed, at least six (6) discharges or 42 minutes of operating time remain.

Service Indicator: Service required when displayed.

Environmental

Note: All performance specifications defined assume the unit has been stored (two hours minimum) at operating temperature prior to operation.

Operating Temperature: 0° to +50° C (+32° to +122° F).

Storage Temperature: -40° to +70° C (-40° to +158° F) with CHARGE-PAK and electrodes, maximum exposure time limited to one week.

Atmospheric Pressure: 760 mmHg to 429 mmHg, 0 to 15,000 feet above sea level.

Relative Humidity: 5 to 95% (non-condensing).

Water Resistance: IEC60529/EN60529 IPX4 "Splash proof" with electrodes connected, CHARGE-PAK installed.

Shock: MIL-STD-810E, Method 516.4, Procedure 1, (40g, 6-9 ms pulse, ½ sine each axis).

Vibration: MIL-STD-810E, Method 514.4, Helicopter - category 6 (3.75 Grms) and Ground Mobile - category 8 (2.85 Grms).

Physical Characteristics

Height: 10.7 cm (4.2 in).

Width: 20.3 cm (8.0 in).

Depth: 24.1 cm (9.5 in), excluding handle.

Weight: 2.0 kg (4.5 lb) with CHARGE-PAK and electrodes.

Default Settings

Energy Sequence: Energy sequence is set to 200J, 300J, 360J.

Motion Detection: The motion detection system is set to on during analysis.

Energy Protocol: The energy protocol is set to increase energy only after a lower energy shock was unsuccessful.

Stack Shocks: Stack shocks option is set to off.

Turn-On Prompt: The turn-on prompt is set to provide voice prompts upon power on.

CPR Time: The CPR Time is set to 120 seconds.

Voice Prompt Volume: The voice prompt volume is set to high.

Accessories

CHARGE-PAK Battery Charger

Type: Li/SO2Cl2 Lithium Sulfuryl Chloride, 11.7V, 1.4 amp-hours.

Replacement: Replace the CHARGE-PAK battery charger and QUIK-PAK™ electrodes packet after using the defibrillator, if the CHARGE-PAK symbol appears in the readiness display or when the Use By date is reached (typically 2 years).

Weight: 80.5 grams (0.18 lb).

QUIK-PAK Electrode Pads

Pads: ECG is received from disposable defibrillation electrodes, standard placement (anterior-lateral).

Pads Packaging: User intuitive, rapid release QUIK-PAK electrodes allow the electrode pads to be preconnected to the device and protected under a top cover.

Pads Replacement: Replace every two (2) years.

Infant/Child Reduced Energy Defibrillation Electrodes: For use on infants and children less than 8 years of age or less than 55 lbs (25kg).

Data Storage

Memory Type: Internal digital memory.

ECG Storage: Dual patient data storage. Minimum 20 minutes of ECG stored for the current patient, summarized data stored for the previous patient.

Report Types:

- Continuous ECG – A continuous patient ECG report.
- Continuous Summary report – A summary of critical resuscitation events and ECG waveform segments associated with these events.
- Event Log report – A report of time stamped markers, which reflect operator and device activity.
- Test Log report – A device self-test activity report.

Capacity: Minimum 200 time-stamped event log markers.

Communications: Wireless transfer to a personal computer.

Data Review: Physio-Control provides an array of tools to meet customer needs for data viewing and analysis.

* The specifications apply from 25 to 200 ohms. Voltage compensation is limited to the voltage that would result in delivery of 360 joules into 50 ohms.

All specifications are at 20° C unless otherwise stated.

The Physio-Control
family of products

Defibrillators/Monitors

LIFEPAK CR® Plus Automated External Defibrillator
Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully-automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest.

LIFEPAK® 1000 Defibrillator
The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the *1000* to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.

LIFEPAK® 15 Monitor/Defibrillator
The LIFEPAK 15 monitor/defibrillator is the new standard in emergency care for ALS teams who want the most clinically innovative, operationally effective, and LIFEPAK TOUGH device available today.

LIFEPAK® 20e Defibrillator/Monitor
Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care.

CPR Assistance

LUCAS® Chest Compression System
Designed to provide effective, consistent, and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.

Information Management

LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care flow and operational efficiency.

CODE-STAT™ 9.0 Data Review Software

CODE-STAT 9.0 data review software is a retrospective analysis tool that provides easy access to data, reports, and post-event review.

ReadyLink™ 12-Lead ECG

Handheld, portable, and easy-to-use, the revolutionary ReadyLink 12-Lead ECG quickly and easily captures and transmits 12-lead data to hospitals through the LIFENET System. Doctors can provide chest pain decision support, so teams in the field know exactly what kind of care the patient needs and where to take them.

Support

Physio-Control Service

As the world's leading provider of defibrillation technology, Physio-Control understands our responsibility to maintain the reliability of our lifesaving defibrillator/monitors. We have over 100 field-based technical service representatives worldwide. Physio-Control is committed to service 24/7, and to returning a customer's call within two hours to quickly assess the problem and find the best solution (U.S.). If needed, a technical service representative will be on-site within 24 hours (U.S.).

LIFEPAK CR Plus AED

Lifesaving made simple™

www.physio-control.com

For further information, contact Physio-Control at 800.442.1142 (U.S.), 888.870.0977 (Canada) or visit our website at www.physio-control.com.
LIFEPAK AEDs require a prescription. Please consult your physician.
All information including comparative statements are valid as of September 2012.
The quotes in this brochure come from actual LIFEPAK CR Plus AED customers, however, the pictured people are not the actual customers.

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Physio-Control, Inc., 11811 Willows Road NE, Redmond, WA 98052 USA

GDR 3305831_C

PHYSIO CONTROL

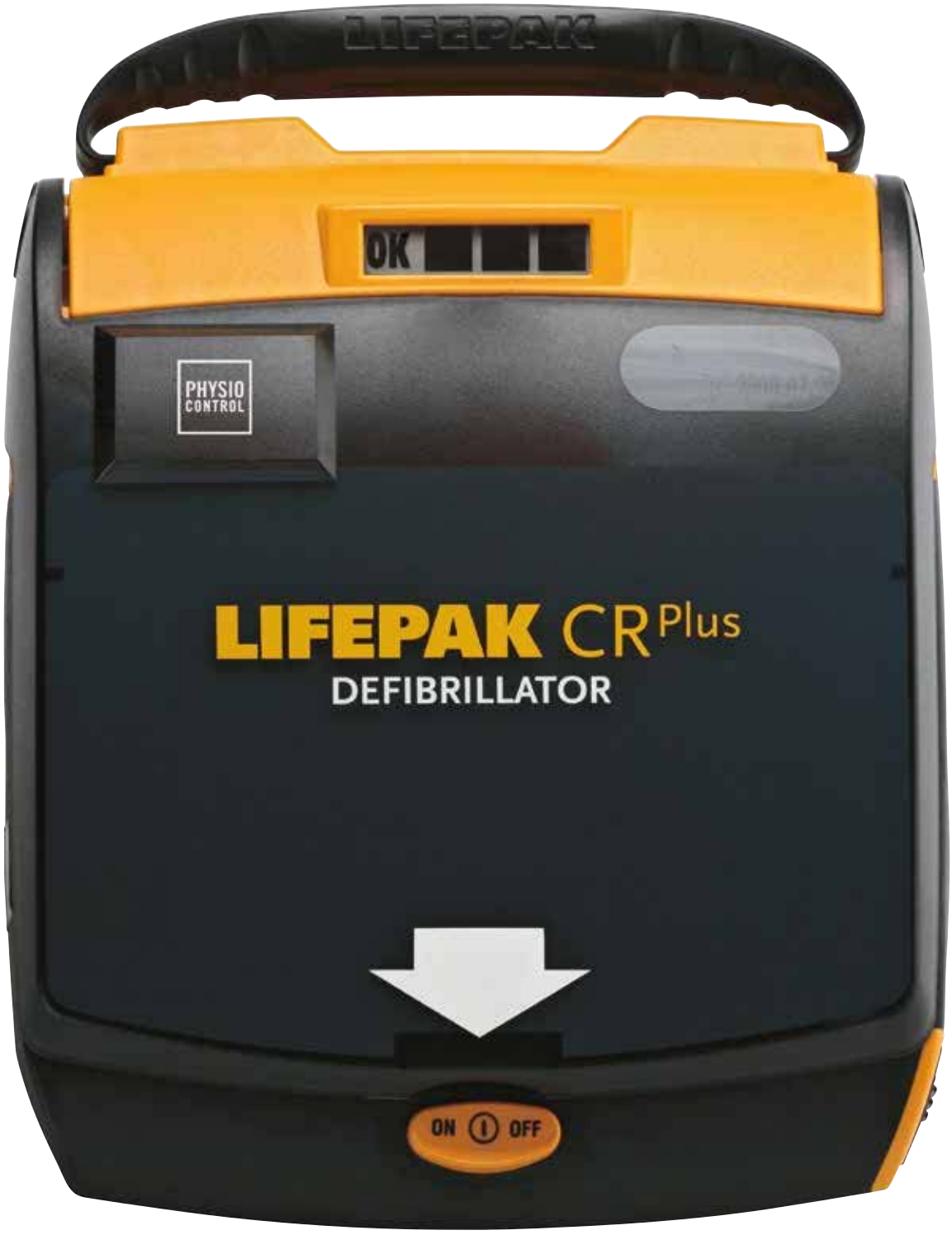
ACCESSORIES BROCHURE

LIFEPAK CR® Plus

AND LIFEPAK EXPRESS® Defibrillators

Genuine Accessories from Physio-Control

LIFEPAK CR® Plus AND LIFEPAK EXPRESS® Defibrillators



Genuine Accessories from Physio-Control

Ensure the safety of your staff and patients. Only Physio-Control accessories and disposables have been thoroughly tested with LIFEPAK products. Stick with the name you trust and the company that stands behind it. To order, contact your Physio-Control representative.

LIFEPAK EXPRESS AED

LIFEPAK CR Plus AED

Battery and Electrode Options

Replacement Kit for CHARGE-PAK™ Battery Charger

Includes 2 sets electrodes and 1 battery charger, replacement instructions, and discharger for safe disposal of used CHARGE-PAK charger

11403-000001

Replacement Kit for CHARGE-PAK Battery Charger

Includes 1 set electrodes and 1 battery charger, replacement instructions, and discharger for safe disposal of used CHARGE-PAK charger.

11403-000002

Infant/Child Reduced Energy Defibrillation Electrode Starter Kit

For use only with LIFEPAK® 500 Biphasic AED with pink connector or LIFEPAK 1000 defibrillator, LIFEPAK EXPRESS AED or LIFEPAK CR Plus AED. For use on children less than 8 years of age or less than 55 lbs.

11101-000017

11101-000016 (Replacement)

Cabinets and Mounting Options

Surface Mount (7" Return)

AED Wall Cabinet with Alarm
11220-000079 (White)
11220-000076 (Stainless)

AED Wall Cabinet with Alarm and Strobe
11220-000083 (White)
11220-000084 (Stainless)

Semi-Recessed (3" Return)

AED Wall Cabinet with Alarm
11998-000292 (White)
11220-000077 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated
11210-000026 (White)

Recessed Mount (1.5" Return)

AED Wall Cabinet with Alarm
11998-000293 (White)
11220-000078 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated
11210-000027 (White)

AED Floor Stand Cabinet with Alarm
52" tall, 14" x 17-3/8" high x 7" deep
11210-000028 (White)
11210-000029 (Gray)

AED Cabinet Window Replacement Kit
21300-006797

Wall Mount Bracket
11210-000021

Hard-shell, Water-tight Carrying Case
11260-000015

Complete Soft Shell Carrying Case
21300-004576

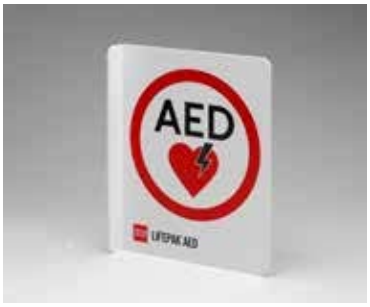
Replacement Shoulder Strap for Carrying Case

Replacement Lid
21300-004913

Miscellaneous Accessories/Training Tools

Tent AED Location Sign
11998-000332 (w/logo, 7" x 8")

Flat AED Location Sign
11998-000330 (w/logo, 8" x 10")



T-mount AED Location Sign
11998-000331 (w/logo, 8" x 10")
11998-000333 (w/o logo, 8" x 10")

Tent ILCOR Location Sign
11998-000329 (w/logo, 7" x 8")

Flat ILCOR Location Sign
11998-000327 (w/logo, 8" x 10")

T-mount ILCOR Location Sign
11998-000328 (w/logo, 8" x 10")

Literature

Orientation Video
26500-002274 (Intl English - NTSC DVD)
26500-001318 (Intl English - PAL VHS)

Service Manual
26500-001421 (CD-ROM)

Quick Reference Instruction Card
Laminated easy reference AED and CPR instruction card. Fits inside the lid.
26500-002040 (Intl English)
26500-001950 (Spanish)

Operating Instructions
26500-001361 (English)
26500-001362 (Intl English)
26500-002379 (German)
26500-002380 (Italian)
26500-002381 (French)
26500-002382 (Dutch)
26500-002383 (Spanish)
26500-002407 (Iberian Portuguese)
26500-001326 (Brazilian Portuguese)
26500-002409 (Swedish)
26500-002410 (Danish)
26500-002475 (Spanish)
26500-002411 (Norwegian)
26500-002384 (Polish)
26500-002470 (Hungarian)
26500-002412 (Czech)
26500-002469 (Russian)
26500-002413 (Mandarin Chinese)
26500-002414 (Cantonese Chinese)
26500-002467 (Korean)
26500-002393 (Japanese)
26500-002474 (Arabic)
26500-001887 (Greek)
26500-002415 (Hebrew)
26500-002472 (Turkish)
26500-002471 (Slovak)
26500-002468 (Slovenian)
26500-002476 (Lithuanian)
26500-002261 (Catalonian Spanish)
26500-002341 (Romanian)

Training Tools

LIFEPAK CR Plus AED Training System

11250-000073 (English only)
11250-000075 (English and French)

Operating Instructions for the Training System

26500-001156

Replacement Carrying Case

11260-000014

Replacement Remote Control and Cable

11250-000099

AED QUIK-PAK™ Training Electrode Set

11250-000012 (Adult)
11250-000015 (Adult Replacement)
11250-000045 (Infant/Child)
11250-000042 (Infant/Child Replacement)

Cable/connector Assembly and Reusable Foil Pouch for AED Training Electrodes

11250-000043 (Infant/Child)

AMBU® First Responder Kit

Includes 2 sets of disposable vinyl gloves, 1 reusable mouth barrier mask, disposable razor, anti-microbial wipe, and 1 pair of trauma scissors.

11998-000321 (Attached to case)
11998-000320 (Stored in case)

For further information contact your local Physio-Control representative or visit our website at www.physio-control.com or order online at store.physio-control.com.

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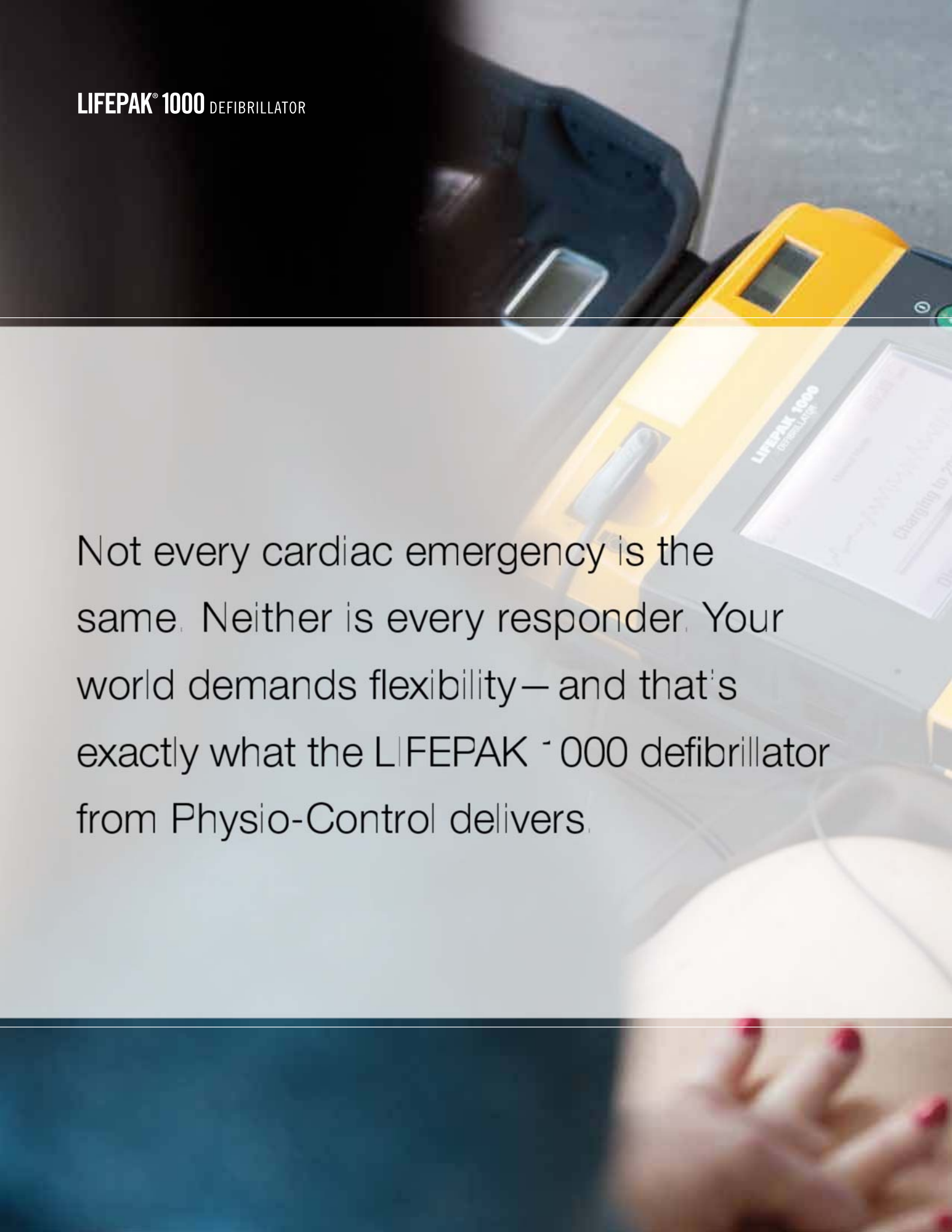
PHYSIO CONTROL

PRODUCT BROCHURE

LIFEPAK® 1000 DEFIBRILLATOR



LIFEPAK® 1000 DEFIBRILLATOR

Not every cardiac emergency is the same. Neither is every responder. Your world demands flexibility—and that's exactly what the LIFEPAK 1000 defibrillator from Physio-Control delivers.

The right tool at the right time. Every time.

A first responder on the scene of an emergency. A BLS-trained team in the field or in a hospital waiting room. An ALS team taking over. No matter who they are or the environment they're facing, with the LIFEPAK 1000 defibrillator they have just the device they need.

The rugged LIFEPAK 1000 defibrillator is an easy-to-use automated external defibrillator (AED) from the leader in defibrillation technology. But it's also a defibrillator powerful and adaptable enough for professional responders, featuring advanced capabilities that can help improve lifesaving outcomes and speed the transition of cardiac patients to the next critical level of care.

First on the scene in an emergency, the LIFEPAK 1000 defibrillator can make the lifesaving difference for victims of sudden cardiac arrest.

For every trained responder, the opportunity to make a difference.

Picture the waiting room of a hospital or a corridor or a cafeteria. Now picture a visitor, patient or staff member struck down by sudden cardiac emergency. Who will respond first? It could be an ALS-trained member of the code team, but it's just as likely to be a nurse or a receptionist trained in the use of the *1000*. The LIFEPAK 1000 defibrillator is ready for all these possibilities, combining the simplicity of one-push defibrillation with clear guidance, both onscreen and from audio prompts.

When an ALS-trained professional does step in—either as a first responder or in transition to advanced care—the touch of a button puts the *1000* into manual override, with greater control over when to analyze and shock. Its ECG capabilities provide critical information to guide your protocol and deliver faster, more appropriate treatment, and the *1000* also stores this vital data for use in post-event review.

On patrol in a squad car or onboard a fire engine, the flexibility of the *1000* makes the story even simpler. BLS-trained responders have exactly the device they need, with powerful defibrillation—up to 360 joules—long battery life, and a rugged construction that can stand up to severe environments. And with cprMAX™ technology, BLS medical directors can configure the settings of the *1000* to match their teams' CPR protocols.

When it's time to hand off a patient to the care of hospital code teams or EMS ALS teams, the compatibility of the *1000* with other Physio-Control devices can speed transfer by allowing electrodes to remain on the patient while responders quickly and seamlessly reconnect to a more advanced monitor.

LIFEPAK 1000 Defibrillator and CODE-STAT 9.0 Data Review Software

The patient and performance data captured by the *1000* can be easily viewed, analyzed and managed with CODE-STAT 9.0 Data Review Software. This information can help future care by enabling teams to review performance and target training areas.

The LIFEPAK 1000 defibrillator at a glance.

Rugged Construction
Rigorously drop-tested device and protective case and bumpers.

Vehicle Friendly
Designed to ride along in any vehicle without damage from continuous vibrations and other movement.

Flexible Power Options
Choose between a rechargeable Lithium-ion (Li-ion) or non-rechargeable Lithium-Manganese Dioxide (Li MnO_2) battery for your device.

360 Joules
Can escalate defibrillation power to an industry-leading 360J.

cprMAX™ Technology
Minimizes CPR interruptions by allowing compressions to continue during AED charging.

CPR Countdown Timer
Provides direction for length of hands-on time for each CPR period based on system protocol.

ECG Capability
3-lead ECG function is available when needed.

Shock Counter
Digitally records and displays delivered shocks for added insight.

Large Display
Large, easy-to-read LCD screen provides more information at a glance.

Compatible Technology
Electrodes are fully compatible with all other LIFEPAK defibrillators and monitors.

Programmable
Adjust settings to match your team's CPR and resuscitation protocols.

Easy-To-Use AED
Loud voice prompts and on-screen graphics provide guidance on applying electrodes and initiating a shock.

cprMAX Technology

The *1000* features our exclusive cprMAX technology, which gives you the flexibility to choose CPR settings that best accommodate your patient and CPR protocol requirements. The pre-shock CPR option allows adjustment of the CPR interval prior to the first shock, making the *1000* the only device that minimizes pre-shock pauses by allowing providers to continue compressions while the AED charges.

Recently published clinical data shows a relationship between increased compression fraction and survival to hospital discharge, and the 2010 AHA Guidelines place a strong emphasis on high-quality CPR.[1] With the LIFEPAK 1000, you have more control over the CPR you provide in lifesaving settings than ever before.

LIFEPAK TOUGH™

Built for the harshest environments, the LIFEPAK 1000 is the toughest, most durable AED from Physio-Control. The device itself withstands rigorous drop-testing from any angle, and is enclosed in a highly protective case with bumpers. In addition, the *1000* has received an IP55 rating—the highest available AED rating signifying protection from external elements.

360 Joules

Like every LIFEPAK defibrillator from Physio-Control, the *1000* can escalate energy up to 360J. Studies show that for difficult-to-defibrillate patients, repeating 200J shocks yields significantly lower VF termination rates.[2,3] And the 2010 AHA Guidelines note that rescuers may consider using escalating energy up to 360J if initial shocks at a lower dose aren't working.[4]

ALS Hand-off

The LIFEPAK 1000 is simple to use for any trained responder, but it also provides an easy, highly compatible transition to ALS care teams. The shock counter on the *1000* gives next level care teams insight into treatment provided. It has an available 3-lead ECG. And its electrodes are the same ones used on LIFEPAK ALS monitors—the brand of choice for more EMS teams across the country.

Getting responders ready with training tools.

Whether you are choosing the *1000* for the first time—or are adding new options—your Physio-Control representative will provide the introductory training you need to get the most from your LIFEPAK 1000 defibrillator. Additional training solutions are also available.

Trainer 1000

With the same screen messages, audible tones and voice prompts as those found in the *1000*, the Trainer 1000 provides realistic training without live energy. It helps guide users through simulated analysis, energy delivery and prompted CPR intervals—without taking your LIFEPAK 1000 defibrillator out of service for hands-on training. Includes simulated cprMAX technology.

Training Simulation Package

For use with your LIFEPAK 1000 defibrillator, this package includes a patient simulator, spare battery and training electrodes, all at an affordable price. Without purchasing a separate training unit, responders can hone their AED skills, practice recognizing and responding to different ECG rhythms, and learn about the advanced capabilities of the *1000* with live-switching from ECG Monitoring Mode to Manual Mode.

AED Challenge

An interactive, online refresher training tool for LIFEPAK automated external defibrillators, AED Challenge® enables you to stay up-to-speed with your AED/CPR skills when and where you choose. Real-life scenarios give you regular practice and immediate feedback, and administrators can adjust and track training with the included learning management tools. AHA 2010 Guidelines consistent.

Committed to Service

With the largest and best-trained network of technical service representatives in the industry, Physio-Control proudly takes the lead in offering LIFEPAK 1000 defibrillator customers best-in-class technical support for their devices. On call 24-hours a day, 7-days a week in North America, our agents strive to return every phone call within two hours, working with you to quickly assess your particular problem and find the best solution. Our Redmond, Washington-based technical support center is also available to trouble-shoot problems by phone.

Meets your Needs

The flexible LIFEPAK 1000 defibrillator from Physio-Control is your chance to give first responders exactly the lifesaving device they need—and give advanced responders the information and capabilities they can use to change outcomes for patients.

Contact your Physio-Control sales representative or call 1.800.442.1142 to find out more.

Hospitals

The LIFEPAK 1000 defibrillator can be an important part of a comprehensive AED solution for your facility. Contact us for a free Heart Safe Hospital Assessment and see how the *1000* can be a part of a comprehensive AED solution for your facility. We'll analyze your existing equipment and resuscitation practices and recommend steps for aligning your cardiac response with the latest guidelines and clinical evidence—including AHA.

Physio-Control Family of Products

Defibrillators/Monitors

LIFEPAK CR® Plus Automated External Defibrillator (AED)

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest (SCA).

LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the standard in emergency care for ALS teams who want the most clinically innovative, operationally effective and LIFEPAK TOUGH™ device available today. The *15* offers sophisticated clinical technologies with a rich array of features—like the most powerful escalating energy available (up to 360J), advanced monitoring parameters and a completely upgradable platform.

LIFEPAK® 20e Defibrillator/Monitor with CodeManagement Module®

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care. The CodeManagement Module adds waveform capnography and wireless connectivity to enhance your hospital's ability to effectively manage resuscitations from preparedness through review.

CPR Assistance

LUCAS® 2 Chest Compression System

Designed to provide effective, consistent and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.

TrueCPR™ Coaching Device

TrueCPR helps your team optimize their manual CPR performance using simple real-time and post-event feedback on the most critical resuscitation parameters. It accurately measures compression depth through proprietary Triaxial Field Induction technology.

Data Solutions

LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care, flow and operational efficiency.

CODE-STAT™ Data Review Software

CODE-STAT data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

SPECIFICATIONS

DEFIBRILLATOR

All specifications are at 20°C unless otherwise specified.

Waveform: Biphasic truncated exponential with voltage and duration compensation for patient impedance*.

Energy Sequence: User configurable, 150 joules–360 joules. Default energy output settings are 200, 300, 360 joules. 360 joules for every shock thereafter.

Charge Time: With new, nonrechargeable battery pack; 200 joules in less than 7 seconds (360 joules in less than 12 seconds).

3-Wire (Lead II) Monitoring Capability: (If ECG display option purchased). Requires purchase of 3-wire (Lead II) monitoring cable and LIFE-PATCH® electrodes.

Device Software: Field upgradeable.

Infant/Child Reduced Energy Defibrillation Electrodes: Reduces selected energy by a factor of 4. Intended for use only with children up to 8 years of age or 25 kg (55 lbs).

Safety Classification: Internally powered equipment IEC 60601-1.

Electrical Protection: Input protected against high voltage defibrillator pulses per IEC 60601-1.

*Voltage compensation is limited to the voltage that would result in delivery of 360 joules into 50 ohms.

DEVICE SETTINGS

Modes:

- **AED** – Provides operating capability for basic users.
- **Manual** – Provides operating capability for advanced users.
- **ECG** – Provides ECG display capability with 3-wire ECG cable.
- **Setup** – Allows user to configure the device.
- **Data Transfer** – Allows user to transfer patient data.
- **Auto Test** – Provides daily automatic tests of hardware and software.

Controls: On/Off, Shock, Menu, Two (2) configurable soft keys.

User Defined Options:

- **Device ID** – Assigns unique identifier to particular device.
- **Energy Sequence** – User configurable from 150 to 360 joules.
- **Flexible Energy** – Increases only after a lower energy was unsuccessful.
- **Auto Analyze** – User can configure device to auto analyze, auto analyze after first shock, or prompt user to push analyze key before each analysis period.
- **CPR Time** – (Post shock or after no shock advised) – User configurable – 15, 30, 45, 60, 90, 120, 180 seconds.
- **Device Date/Time**
- **Voice Prompt Volume** – Allows user to change speaker volume.
- **ECG Display** – (If option purchased) – Turns display on/off for AED mode.
- **Motion Detection** – User defined On/Off (default On).
- **Service Alert** – Audio alarm if the device needs servicing. Configurable on/off.
- **Manual Access** – (If ECG display option purchased) – Devices configured with an ECG display may be set up to allow user to initiate a charge and shock without analysis.
- **cprMAX Technology Settings:**
- **Initial CPR** – User defined time for CPR after first analysis regardless of analysis decision. Can be set to OFF, 15, 30, 45, 60, 90, 120 and 180 seconds.
- **Pre-shock CPR** – Allows for CPR while device is charging. Can be set to OFF, 15, or 30 seconds.
- **Stacked Shocks** – (ON/OFF) When Off, allows for provision of CPR after each shock.
- **Pulse Check** – (Always, After Every NSA, After Second NSA, Never) Allows device to prompt for a pulse check either after each shock, after every NSA pulse check, or never prompt for a pulse check (default Never).

DISPLAY

Backlit LCD displays number of shocks delivered, elapsed time, text and graphics of heart rhythm and optional ECG.

Size: 120mm (4.7 in) x 89 mm (3.5 in).

Frequency Response: 0.55 Hz to 21 Hz (-3 dB), nominal

ECG Option:

- **Waveform Sweep Speed** – 25 mm/sec for ECG, nominal.
- **Waveform Viewing Time** – Minimum 4 seconds.
- **Waveform Amplitude** – 1 cm/mV, nominal.
- **Heart Rate** – 20 to 300 BPM digital display, Display "---" if heart rate is less than 20 bpm. Heart symbol flashes for each QRS detection.

ECG information is received from the adult and Infant/Child electrodes in anterior-lateral or anterior-posterior positions. A 3-wire cable can be used for ECG monitoring (Lead II).

ENVIRONMENTAL

One Hour Operating Temperature (from room temperature to temperature extreme, one hour duration): -20 to 60°C (-4 to +140°F).

Operating Temperature: 0° to 50°C (32° to 122°F).

Storage Temperature: -30° to 60°C (-22° to 144°F) with battery and electrodes (maximum exposure limited to 7 days).

Atmospheric Pressure: 575 hPa to 1060 hPa (4572 to -382 meters; 15,000 to -1253 feet).

Relative Humidity: 5 to 95% (non-condensing).

Dust/Water Resistance: IP55 with battery and REDI-PAK™ electrodes installed (IEC 60529/EN 60529).

Bump: 15 g, 1000 bumps (IEC 600-68-2-29).

Shock: 40 g peak, 15-23 ms, 45 Hz cross over frequency.

Drop: 1 meter drop on each corner, edge and surface (MIL-STD-810F, 516.5, Procedure IV).

Vibration: Random vibration test – MIL-STD-810F, Method 514.5, Category 20; Ground vehicle 3.15 g rms 1 hour per axis.

EMI:

- **Radiated** – IEC 60601-2-4, IEC60601-1-2, CISPR 11 Class B Group 1.
- **Immunity** – IEC 60601-2-4, IEC 60601-1-2; IEC 61000-4-2 (Level 4), IEC 61000-4-3, IEC 61000-4-6, IEC 61000-4-8.

EVENT DOCUMENTATION AND COMMUNICATION

Memory Capacity: Dual patient storage. Minimum 40 minutes ECG for current patient. Summarized data for previous patient.

Report Types: Continuous ECG, summary (critical resuscitation events and associated waveforms), event log report (report of time stamped entries reflecting operator and device activity), test log report (self test activity report).

Capacity: Minimum 100 time stamped event log entries.

Data Review: CODE-STAT™ 6.1 Medical Informatics System, DT Express™ 2.1 Information Management System or higher.

Communications: Infrared wireless transfer to personal computer.

BATTERY AND READINESS DISPLAY

Note: See operating instructions for information on battery care.

Nonrechargeable Battery:

- **Type** – Lithium Manganese Dioxide (Li/MnO_2), 12.0 V, 4.5 Ah
- **Capacity** – Typically will provide 440 200-joule discharges or 1030 minutes of operating time with a new battery (370 200-joule shocks or 900 minutes of operating time at 0°C (32°F)).
- **Weight** – 0.45 kg (1.0 lb)
- **Shelf Life** – (prior to installation) After the battery is stored for 5 years at 20° to 30°C, the device will provide 48 months of standby life.
- **Standby Life** – A new battery provides device power for 5 years.
- **Low Battery Indicator** – At least 30 200-joule shocks or 75 minutes of operating time remain when low battery is first indicated.

Rechargeable Battery:

- **Type** – Lithium-ion, 11.1 V, 4.8 Ah, 53 Wh
- **Capacity** – Typically will provide 261 200-joule discharges or 608 minutes of operating time with a new fully-charged battery (247 200-joule shocks or 576 minutes of operating time at 0°C (32°F)).
- **Battery Charging Time** – Within 4.5 hours
- **Weight** – 0.45 kg (1.0 lb), maximum
- **Standby Life** – A new fully-charged battery provides device power for 6 months.
- **Low Battery Indicator** – At least 30 200-joule shocks or 75 minutes of operating time remain when low battery is first indicated.

Battery Charger:

- **Supported Battery** – Lithium-ion Rechargeable Battery, 11.1 V, 4.8 Ah, 53 Wh
- **Electrical** – External Power Supply: 100-240VAC, 50/60Hz
- **Temperature** – Operating: 0°C to 40°C; Storage: -30°C to 70°C
- **Charge Time** – Within 4.5 hours
- **Charge** – Constant Current/Constant Voltage within temperature limits
- **Length** – 270 mm
- **Width** – 97 mm
- **Height** – 92 mm
- **Weight** – 0.5 kg

PHYSICAL CHARACTERISTICS

Height: 8.7 cm (3.4 in).

Width: 23.4 cm (9.2 in).

Depth: 27.7 cm (10.9 in).

Weight: 3.2 kg (7.1 lbs) with one set of REDI-PAK electrodes and one nonrechargeable battery.

REFERENCES

1 Christenson J, et al. Chest Compression Fraction Determines Survival in Patients with Out-of-Hospital Ventricular Fibrillation. *Circulation.* 2009; 120: 1241-1247.

2 Stiell, I., et al. (2007). "The BIPHASIC Trial: A randomized comparison of fixed lower versus escalating higher energy levels for defibrillation in out-of-hospital cardiac arrest." *Circulation.* 115: 1511-1517.

3 Koster RW, et al., Recurrent ventricular fibrillation during advanced life support care of patients with prehospital cardiac arrest. *Resuscitation.* 2008; 78: 252-257.

4 2010 American Heart Association guidelines for cardiopulmonary resuscitation and emergency cardiac care science. *Circulation.* 2010.

All claims valid as of June 2015.

For further information, please contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com

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PHYSIO CONTROL

ACCESSORIES BROCHURE

LIFEPAK® 1000

DEFIBRILLATOR

Genuine Accessories from Physio-Control

LIFEPAK® 1000 DEFIBRILLATOR

Genuine Accessories from Physio-Control

Ensure the safety of your staff and patients. Only Physio-Control accessories and disposables have been thoroughly tested with LIFEPAK products. Stick with the name you trust and the company that stands behind it. To order, contact your Physio-Control representative.

Power Options / ECG Monitoring Accessories

Replacement Kit

11141-000100 (Non-Rechargeable)
11141-000161 (Rechargeable)

Rechargeable Battery Charger Kit

Includes battery charger AC/DC power converter, and power cord. For use with rechargeable battery only.

11140-000086 (European)
11140-000087 (UK)
11140-000088 (Australia/NZ)
11140-000089 (South Africa)

Battery Charger Replacement Parts

11140-000085 (Battery Charger, LIFEPAK 1000)
11140-000091 (AC/DC power converter)
11140-000092 (Power Cord, North American)
11140-000093 (Power Cord, European)
11140-000094 (Power Cord, UK)
11140-000095 (Power Cord, Australia/NZ)
11140-000096 (Power Cord, South Africa)

Therapy Accessories

EDGE System™ Electrodes with QUIK-COMBO® Connector and REDI-PAK™ Preconnect System

11996-000017

Infant/Child Reduced Energy Defibrillation Electrode Starter Kit

For use only with LIFEPAK® 500 AEDs. For use on children less than 8 years of age or under 55 lbs.

11101-000017
11101-000016 (Replacement)

3-Wire ECG Cable (Lead II)

11111-000016 (AHA)
11111-000017 (IEC)

Adult ECG Electrodes

11100-000002 (LIFE-PATCH, not available in EU)
1700-003 (Cleartrace, available in EU)

Training / Communication Accessories

Clip-on Training Electrodes

For use with QUIK-COMBO patient simulators. Allows users to practice defibrillation electrode placement.

11250-000052 (5 pair)
11101-000003 (Replacement)

Patient Simulator (QUIK-COMBO)

Connects directly to your LIFEPAK defibrillator for safe, interactive training.

11996-000310 (3-Lead)

Trainer 1000

The Trainer 1000 provides realistic training for LIFEPAK 1000 defibrillator users. It utilizes the same screen messages, audible tones and voice prompts as those found in the LIFEPAK 1000 defibrillator to guide users-in-training through simulated analysis, energy delivery and prompted CPR intervals.

Trainer 1000

99996-000117 North America
99996-000118 Central Europe

Trainer 1000 Bag

11996-000351 (Soft Bag)
11996-000352 (Hard Bag)

Trainer 1000 Remote

11996-000358

User Manual (CD)

26500-003362 North America
26500-003363 Central Europe

Trainer 1000 Plug-in Charger

11996-000355 USA (A)
11996-000353 EUR (C)
11996-000356 GBR (G)
11996-000357 AUS (I)

Spare Fuse

21996-000071

Training Electrodes

11101-000004

Cabinets and Mounting Options

Surface Mount (7" Return)

AED Wall Cabinet with Alarm

11220-000079 (White)
11220-000076 (Stainless)

AED Wall Cabinet with Alarm and Strobe

11220-000083 (White)
11220-000084 (Stainless)

Semi-Recessed (3" Return)

AED Wall Cabinet with Alarm

11998-000292 (White)
11220-000077 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated

11210-000026 (White)

Recessed Mount (1.5" Return)

AED Wall Cabinet with Alarm

11998-000293 (White)
11220-000078 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated

11210-000027 (White)

AED Floor Stand Cabinet with Alarm

52" tall 14" x 17-3/8" high x 7" deep
11210-000028 (White)
11210-000029 (Gray)

AED Cabinet Window Replacement Kit

21300-006797

Wall Mount Bracket for LIFEPAK 1000 or LIFEPAK 500 Defibrillators

11210-000001

AMBU® First Responder Kit

Includes 2 sets of disposable vinyl gloves, 1 reusable mouth barrier mask, disposable razor, anti-microbial wipe, and 1 pair of trauma scissors.
11998-000321 (Attached to case)
11998-000320 (Stored in case)

Hard Shell, Water-tight Carrying Case

11260-000023

Soft Shell Carrying Case

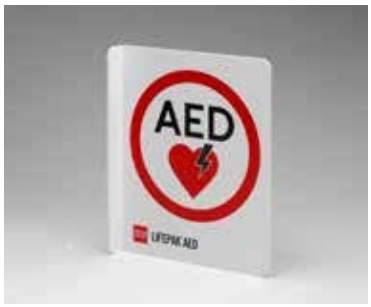
(Does not include shoulder strap)
11425-000007
11425-000012 (Shoulder Strap)

Accessory Pouch

AED Wall Signs / Literature

Tent AED Location Sign
11998-000332 (w/logo, 7" x 8")

Flat AED Location Sign
11998-000330 (w/logo, 8" x 10")



T-mount AED Location Sign
11998-000331 (w/logo, 8" x 10")
11998-000333 (w/o logo, 8" x 10")

Tent ILCOR Location Sign
11998-000329 (w/logo, 7" x 8")

Flat ILCOR Location Sign
11998-000327 (w/logo, 8" x 10")

T-mount ILCOR Location Sign
11998-000328 (w/logo, 8" x 10")

Literature

Operating Instructions
(without Rechargeable Battery)
26500-001964 (English)
26500-002100 (Intl English)
26500-002581 (Russian)
26500-002122 (Spanish)
26500-003188 (T. Chinese)
26500-002120 (French)

Operating Instructions
(with Rechargeable Battery)
26500-002586 (Croatian)
26500-002580 (Czech)
26500-002576 (Danish)
26500-002121 (Dutch)
26500-002577 (Finnish)
26500-003459 (French)
26500-002118 (German)
26500-002582 (Greek)
26500-002583 (Hebrew)
26500-002579 (Hungarian)
26500-002119 (Italian)
26500-003189 (Korean)
26500-002603 (Lithuanian)
26500-002578 (Norwegian)
26500-003199 (Persian)
26500-002124 (Polish)
26500-003197 (Romanian)
26500-003187 (S. Chinese)
26500-002584 (Slovak)
26500-002585 (Slovenian)
26500-003460 (Spanish)
26500-002123 (Swedish)
26500-003462 (T. Chinese)
26500-003190 (Thai)
26500-003191 (Turkish)
26500-002587 (Serbian)
26500-003048 (Japanese)
26500-003101 (Canadian)
26500-003185 (Brazilian Portuguese)
26500-002575 (Iberian Portuguese)
26500-003457 (English)
26500-003458 (International English)
26500-003461 (Russian)

For further information contact your local Physio-Control representative or visit our website at www.physio-control.com or order online at store.physio-control.com.

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HeartSine® samaritan® PAD 350P AED

HeartSine

Public Access Defibrillator with CPR Coaching

Lifesaving Technology for Public Access

Sudden cardiac arrest strikes 7 million people a year worldwide with no warning and no pattern. There's little time to react and even less time to think. This means an Automated External Defibrillator (AED) must be close at hand, easy to use and ready to shock.

The HeartSine® samaritan® PAD 350P offers industry-leading value and environmental protection, all in an easy-to-operate system in the smallest and lightest package available.

Ready to Shock

Portable and lightweight. The samaritan PAD is much lighter 2.4 lbs and smaller than other defibrillators.

Highest level of protection against dust and water. With its IP56 rating, the samaritan PAD 350P defibrillator offers unmatched ruggedness.

Clinically Validated Technology.[1] The samaritan PAD 350P utilizes proprietary electrode technology and SCOPE™ biphasic technology, an escalating, low-energy waveform that automatically adjusts for differences in patient impedance.

Easy-to-Follow Visual and Verbal Guides

User-friendly. Easy-to-understand visual and voice prompts guide the rescuer through the entire resuscitation process, including CPR—a key link in the chain of survival.

Two-button operation. Only two buttons, ON/OFF and SHOCK, for straightforward operation.

Always ready. A System Status Ready Indicator flashes to show that the complete system is operational and ready for use. The device automatically runs a self-check each week.

"Apply pads to patient's bare chest as shown in picture"

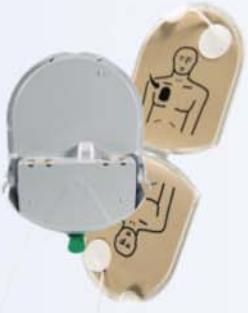
"Stand clear of the patient"

"Safe to touch the patient"

Simple to Own

Two parts, one expiration date. The innovative Pad-Pak,™ an integrated battery and electrode single-use cartridge with one expiration date, offers one simple maintenance change every four years.

Low cost of ownership. With a shelf life of four years from date of manufacture, the Pad-Pak offers significant savings over other defibrillators that require separate battery and electrode replacements.



Pad-Pak and Pediatric-Pak™ with pre-attached electrodes.

The HeartSine samaritan PAD's built-in intelligence and unique Pediatric-Pak ensure the appropriate energy level is delivered for children, between 1 and 8 years of age or up to 55 lbs/25 kg.

Technical Overview

SAM 350P

Physical	With Pad-Pak™ Inserted
Size:	8.0 in x 7.25 in x 1.9 in/20 cm x 18.4 cm x 4.8 cm
Weight:	2.4 lbs/1.1 kg

Defibrillator	
Waveform:	Self-Compensating Output Pulse Envelope (SCOPE™) optimized biphasic escalating waveform compensates energy, slope and duration for patient impedance

Patient Analysis System	
Method:	Evaluates patient's ECG, signal quality, electrode contact integrity and patient impedance to determine if defibrillation is required
Sensitivity/Specificity:	Meets IEC/EN 60601-2-4
Impedance Range:	20 - 230 ohms

Environmental	
Operating/Standby Temperature:	32°F to 122°F/0°C to 50°C
Transportation Temperature:	14°F to 122°F/–10°C to 50°C for up to two days. If the device has been stored below 32°F/0°C, it should be returned to an ambient temperature of between 32°F to 122°F/0°C to 50°C for at least 24 hours before use.
Relative Humidity:	5% to 95% (non-condensing)
Enclosure:	IEC/EN 60529 IP56
Altitude:	0 to 15,000 feet/0 to 4,575 meters
Shock:	MIL STD 810F Method 516.5, Procedure 1 (40 G's)
Vibration:	MIL STD 810F Method 514.5+, Procedure 1 Category 4 Truck Transportation – US Highways Category 7 Aircraft – Jet 737 & General Aviation
EMC:	IEC/EN 60601-1-2
Radiated Emissions:	IEC/EN 55011
Electrostatic Discharge:	IEC/EN 61000-4-2 (8 kV)
RF Immunity:	IEC/EN 61000-4-3 80 MHZ-2.5 GHZ, (10 V/m)
Magnetic Field Immunity:	IEC/EN 61000-4-8 (3 A/m)
Aircraft:	RTCA/DO-160G, Section 21 (Category M) RTCA/DO-227 (TSO/ETSO-C142a)
Falling Height:	3.3 feet/1 meter

Energy Selection			
Pad-Pak:	Shock 1: 150J;	Shock 2: 150J;	Shock 3: 200J
Pediatric-Pak:	Shock 1: 50J;	Shock 2: 50J;	Shock 3: 50J

Charging Time	
New Battery:	Typically 150J in < 8 seconds, 200J in < 12 seconds

Event Recording	
Type:	Internal Memory
Memory:	90 minutes of ECG (full disclosure) and event/ incident recording
Review:	Custom USB data cable (optional) directly connected to PC with Saver EVO™ Windows-based data review software

Materials Used	
Housing:	ABS, Santoprene
Electrodes:	Hydrogel, Silver, Aluminum and Polyester

Pad-Pak — Electrode and Battery Cartridge Adult Pad-Pak (Pad-Pak-01) and Pediatric Pad-Pak (Pad-Pak-02) **TSO/ETSO-certified aviation Pad-Pak also available*	
Shelf Life/Standby Life:	See the expiration date on the Pad-Pak/Pediatric-Pak (4 years from manufacture date)
Weight:	0.44 lbs/0.2 kg
Size:	3.93 in x 5.24 in x .94 in/10 cm x 13.3 cm x 2.4 cm
Battery Type:	Disposable single-use combined battery and defibrillation electrode cartridge (lithium manganese dioxide (LiMnO2) 18V)
Battery Capacity (New):	> 60 shocks at 200J or 6 hours of continuous monitoring
Electrodes:	HeartSine samaritan disposable defibrillation pads are supplied as standard with each device
Electrode Placement:	Anterior-lateral (Adult); Anterior-posterior or Anterior-lateral (Pediatric)
Electrode Active Area:	15 in²/100 cm²
Electrode Cable Length:	3.3 feet/1 meter
Aircraft Safety Test (TSO/ETSO-certified Pad-Pak):	RTCA/DO-227 (TSO/ETSO-C142a)

1. Simon J. Walsh, Anthony J.J. McClelland, Colum G. Owens, James Allen, John McCanderson, Colin Turner, A.A. Jennifer Adgey, Efficacy of Distinct Energy Delivery Protocols Comparing Two Biphasic Defibrillators for Cardiac Arrest, *Am J Cardiol* 2004;94:378–380.

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CE 0120 The HeartSine products described in this brochure meet the European Medical Directive requirement.

UL Classified. See complete marking on product.

CAUTION: U.S. Federal law restricts this device to sale by or on the order of a licensed practitioner.

Lifesaving, Pure and Simple

HeartSine

www.heartsine.com

HeartSine® samaritan® PAD 450P AED

HeartSine

Public Access Defibrillator with Integrated CPR Rate Advisor™

Key Link in the Chain of Survival

Cardiopulmonary Resuscitation (CPR) and Automated External Defibrillators (AEDs) are key links in the chain of survival of sudden cardiac arrest (SCA). Some cardiac events are treatable with effective CPR alone. Others require a combination of effective CPR and the delivery a lifesaving shock by an AED. Either way, every minute counts. Typically, only about five percent of SCA victims survive. However, survival rates can increase up to 74%[1] if CPR and a shock from an AED are provided within three minutes of collapse. Reducing response time by even one or two minutes from collapse to shock can mean the difference between death and survival.[2]

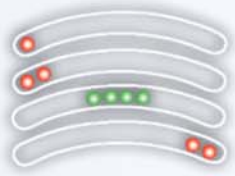
More than a simple AED, the HeartSine® samaritan® PAD 450P with integrated CPR Rate Advisor™ meets the needs of two key links in the chain of survival. Not only can the samaritan PAD 450P deliver a lifesaving shock, it provides real-time visual and verbal feedback to the rescuer on the rate of CPR compressions during an SCA resuscitation — effectively assisting the rescuer to perform CPR.

Real-Time CPR Rate Feedback

ICG-Based Feedback. With its revolutionary technology, HeartSine's proprietary CPR Rate Advisor detects the rate of CPR being applied via the defibrillator electrodes, without the addition of accelerometers (or pucks) commonly used in other AED solutions.

Easy-to-Follow Visual and Verbal Guides. Designed for ease of use, the samaritan PAD 450P uses easy-to-understand visual and voice prompts to guide the rescuer through the entire CPR process, providing specific feedback on the rate of compressions.

Improved CPR Fraction. To improve hands-on time for CPR delivery, the samaritan PAD 450P continues to remind the rescuer to perform CPR when no CPR is detected.



No CPR being performed/"Begin CPR"
"Push Faster"
"Good Speed"
"Push Slower"

Visual indicators and verbal feedback tell the rescuer if the rate of CPR is in line with the AHA guidelines.

Ready to Shock

Highest level of protection from dust and water. With its IP56 rating, the samaritan PAD 450P defibrillator offers unmatched ruggedness.

Clinically Validated Technology.[3] The samaritan PAD 450P utilizes proprietary electrode technology and SCOPE™ biphasic technology, an escalating, low-energy waveform that automatically adjusts for differences in patient impedance.

Most compact design. At 2.4 lbs and with a compact footprint, the samaritan PAD is the most portable AED on the market.

Simple to Own

Two parts, one expiration date. The innovative Pad-Pak,™ an integrated battery and electrode single-use cartridge with one expiration date, offers one simple maintenance change every four years.

Low cost of ownership. With a shelf life of four years from date of manufacture, the Pad-Pak offers significant savings over other defibrillators that require separate battery and electrode replacements.

Pad-Pak and Pediatric-Pak™

with pre-attached electrodes.

The HeartSine samaritan PAD's built-in intelligence and unique Pediatric-Pak ensure the appropriate energy level is delivered for children, between 1 and 8 years of age or up to 55 lbs/25 kg.

CPR Rate Advisor is deactivated when the Pediatric-Pak is in use.

Technical Overview

SAM 450P

Physical	With Pad-Pak™ Inserted
Size:	8.0 in x 7.25 in x 1.9 in/20 cm x 18.4 cm x 4.8 cm
Weight:	2.4 lbs/1.1 kg

Defibrillator	
Waveform:	Self-Compensating Output Pulse Envelope (SCOPE™) optimized biphasic escalating waveform compensates energy, slope and duration for patient impedance

Patient Analysis System	
Method:	Evaluates patient's ECG, signal quality, electrode contact integrity and patient impedance to determine if defibrillation is required
Sensitivity/Specificity:	Meets IEC/EN 60601-2-4
Impedance Range:	20 - 230 ohms

Environmental	
Operating/Standby Temperature:	32°F to 122°F/0°C to 50°C
Transportation Temperature:	14°F to 122°F/–10°C to 50°C for up to two days. If the device has been stored below 32°F/0°C, it should be returned to an ambient temperature of between 32°F to 122°F/0°C to 50°C for at least 24 hours before use.
Relative Humidity:	5% to 95% (non-condensing)
Enclosure:	IEC/EN 60529 IP56
Altitude:	0 to 15,000 feet/0 to 4,575 meters
Shock:	MIL STD 810F Method 516.5, Procedure 1 (40 G's)
Vibration:	MIL STD 810F Method 514.5+, Procedure 1 Category 4 Truck Transportation – US Highways Category 7 Aircraft – Jet 737 & General Aviation
EMC:	IEC/EN 60601-1-2
Radiated Emissions:	IEC/EN 55011
Electrostatic Discharge:	IEC/EN 61000-4-2 (8 kV)
RF Immunity:	IEC/EN 61000-4-3 80 MHZ-2.5 GHZ, (10 V/m)
Magnetic Field Immunity:	IEC/EN 61000-4-8 (3 A/m)
Aircraft:	RTCA/DO-160G, Section 21 (Category M) RTCA/DO-227 (TSO/ETSO-C142a)
Falling Height:	3.3 feet/1 meter

Energy Selection			
Pad-Pak:	Shock 1: 150J;	Shock 2: 150J;	Shock 3: 200J
Pediatric-Pak:	Shock 1: 50J;	Shock 2: 50J;	Shock 3: 50J

Charging Time	
New Battery:	Typically 150J in < 8 seconds, 200J in < 12 seconds

Event Recording	
Type:	Internal Memory
Memory:	90 minutes of ECG (full disclosure) and event/ incident recording
Review:	Custom USB data cable (optional) directly connected to PC with Saver EVO™ Windows-based data review software

Materials Used	
Housing:	ABS, Santoprene
Electrodes:	Hydrogel, Silver, Aluminum and Polyester

Pad-Pak — Electrode and Battery Cartridge Adult Pad-Pak (Pad-Pak-01) and Pediatric Pad-Pak (Pad-Pak-02) **TSO/ETSO-certified aviation Pad-Pak also available*	
Shelf Life/Standby Life:	See the expiration date on the Pad-Pak/Pediatric-Pak (4 years from manufacture date)
Weight:	0.44 lbs/0.2 kg
Size:	3.93 in x 5.24 in x .94 in/10 cm x 13.3 cm x 2.4 cm
Battery Type:	Disposable single-use combined battery and defibrillation electrode cartridge (lithium manganese dioxide (LiMnO2) 18V)
Battery Capacity (New):	> 60 shocks at 200J or 6 hours of continuous monitoring
Electrodes:	HeartSine samaritan disposable defibrillation pads are supplied as standard with each device
Electrode Placement:	Anterior-lateral (Adult); Anterior-posterior or Anterior-lateral (Pediatric)
Electrode Active Area:	15 in^2/100 cm^2
Electrode Cable Length:	3.3 feet/1 meter
Aircraft Safety Test (TSO/ETSO-certified Pad-Pak):	RTCA/DO-227 (TSO/ETSO-C142a)

1. Valenzuela TD, et al. 2000. Outcomes of Rapid Defibrillation by Security Officers After Cardiac Arrest in Casinos. *New England Journal of Medicine.* 343:1206-09.
2. Mosesso VN Jr. MD, et al. 2002. Proceedings of the National Center for Early Defibrillation Police AED Issues Forum. Prehospital Emergency Care. 6(3):273–82.
3. Simon J. Walsh, Anthony J.J. McClelland, Colum G. Owens, James Allen, John McCanderson, Colin Turner, A.A. Jennifer Adgey, Efficacy of Distinct Energy Delivery Protocols Comparing Two Biphasic Defibrillators for Cardiac Arrest, *Am J Cardiol* 2004;94:378–380.

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CE 0120 The HeartSine products described in this brochure meet the European Medical Directive requirement.

UL Classified. See complete marking on product.

CAUTION: U.S. Federal law restricts this device to sale by or on the order of a licensed practitioner.

Lifesaving, Pure and Simple

HeartSine

www.heartsine.com

McGRATH®
MAC EMS

Video Laryngoscope

ACCESSORIES

ACCESSORIES BROCHURE

Designed & manufactured
by Aircraft Medical

Distributed by Physio-Control

McGRATH® MAC EMS

Video Laryngoscope

Thank you for choosing Physio-Control as your partner in helping save lives and improve patient care.

The McGRATH® MAC EMS video laryngoscope is shipped with one battery and the Instructions for Use. Disposable blades are shipped separately. In this catalog you will find an overview of blades and additional accessories available for the McGRATH® MAC EMS. If you have any questions about accessories or disposables, please contact your Physio-Control representative.

McGRATH® MAC EMS
Video Laryngoscope

Disposable Laryngoscope Blades

McGRATH® MAC Disposable Laryngoscope Blades are high performance, low-cost, single-use sterile blades. They are used for routine as well as many difficult airways, from pediatric to adult patients. They have a Macintosh-like curvature and are therefore easy to use with limited training. McGRATH® MAC Blades are made of robust optical polymer and blade lenses are coated with hydrophilic optical surface treatment. They are packed individually and shipped in cartons of 10 or 50.

McGRATH® MAC 2 Disposable Laryngoscope Blade

Designed for pediatric patients older than eight weeks or at least 4.5 kg. Packed individually and shipped in cartons of 10 or 50.

Carton of 50 11996-000395
Carton of 10 11996-000414

McGRATH® MAC 3 Disposable Laryngoscope Blade

Designed for adult patients. Packed individually and shipped in cartons of 10 or 50.

Carton of 50 11996-000396
Carton of 10 11996-000415

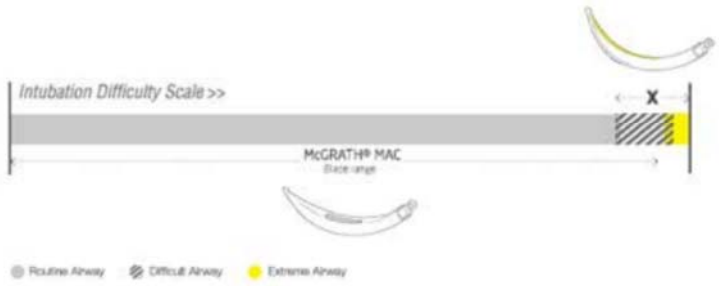
McGRATH® MAC 4 Disposable Laryngoscope Blade

Designed for large adult patients. Packed individually and shipped in cartons of 10 or 50.

Carton of 50 11996-000397
Carton of 10 11996-000416

McGRATH® X blade™

The McGRATH® X blade™ is a sterile disposable single-use blade that extends the range of proprietary disposable laryngoscope blades for the McGRATH® MAC EMS system. The X blade™ contains a sweeping acute curvature for extreme airways, complementing the existing range of McGRATH® MAC Disposable Laryngoscope Blades which are utilized in routine to difficult airways.



McGRATH® X3 Disposable Laryngoscope Blade
Designed for adult patients with extreme anterior airways.
Packed individually and shipped in cartons of 10.
11996-000398

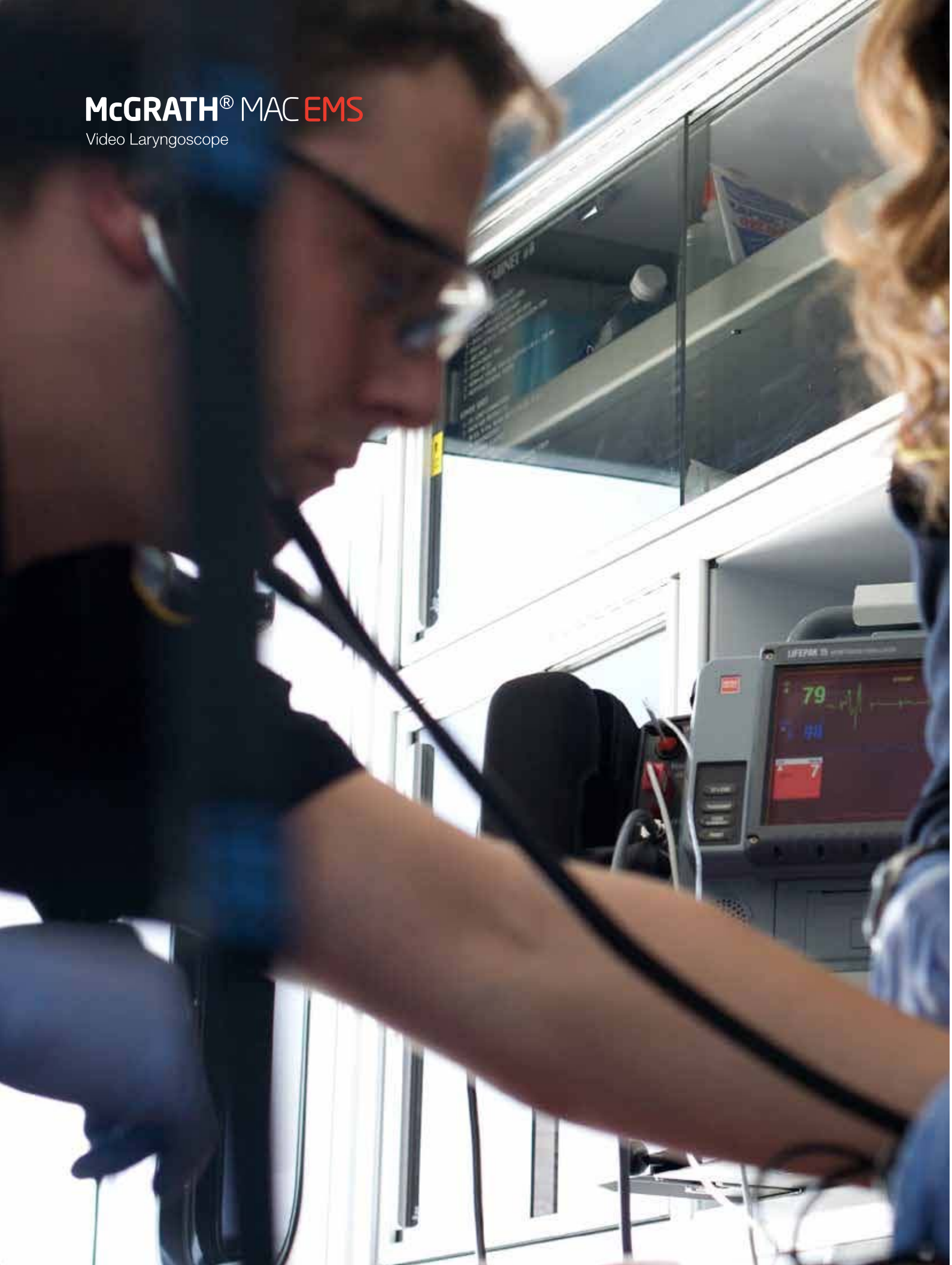
Replacement Batteries

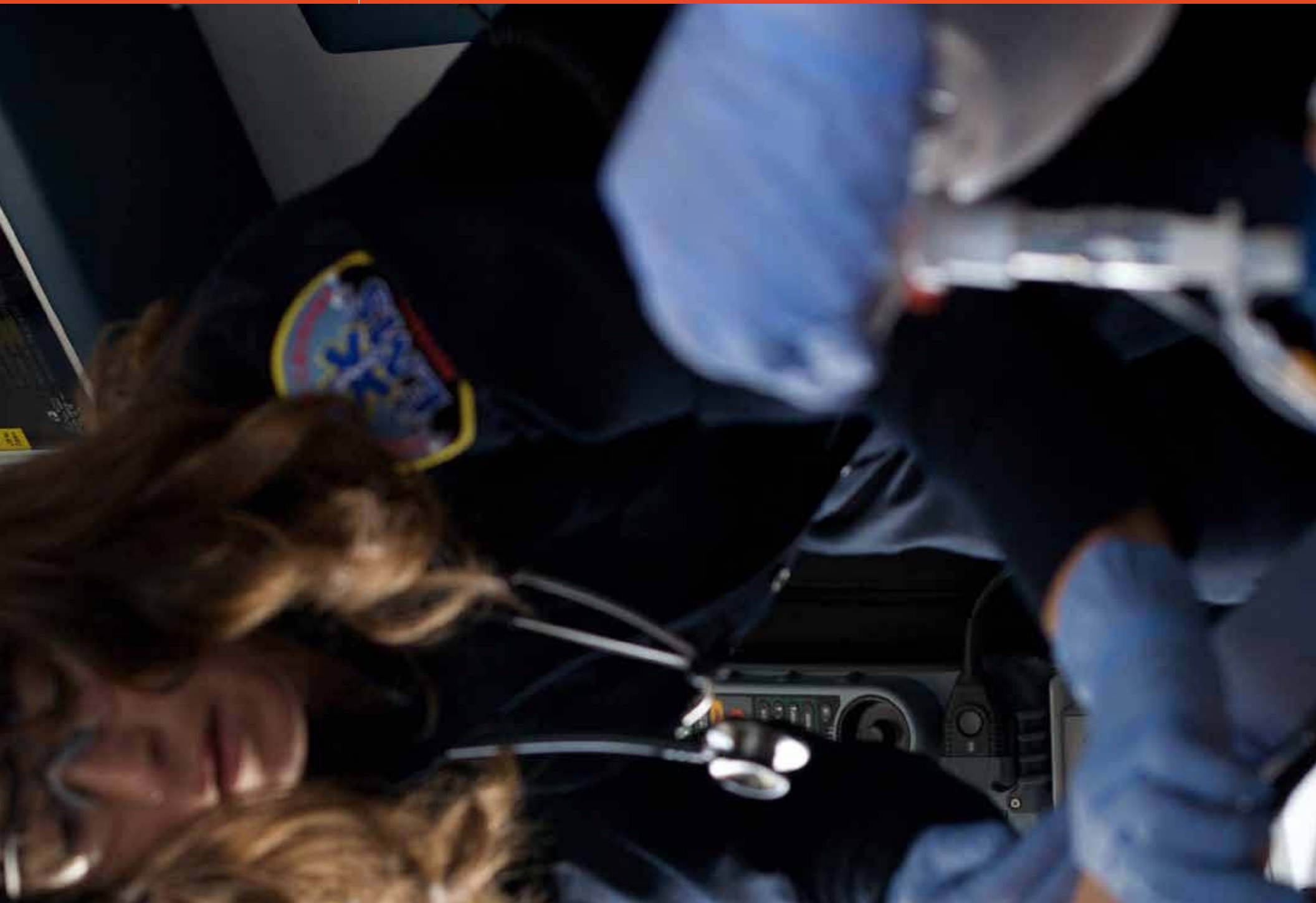
The McGRATH® MAC EMS utilizes 3.6V Lithium power cells, which provide up to 250 minutes of usage. A representation of minutes remaining is displayed on screen. The on/off power switch is integrated into the battery pack, so when a new battery is fitted, the on/off function is renewed, keeping the product young.

McGRATH® 3.6V EMS Battery
The McGRATH® MAC EMS is shipped with one 3.6V EMS Battery. Replacement batteries are shipped individually.
11996-000394

McGRATH® MAC EMS

Video Laryngoscope





All accessories are latex free.

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com.

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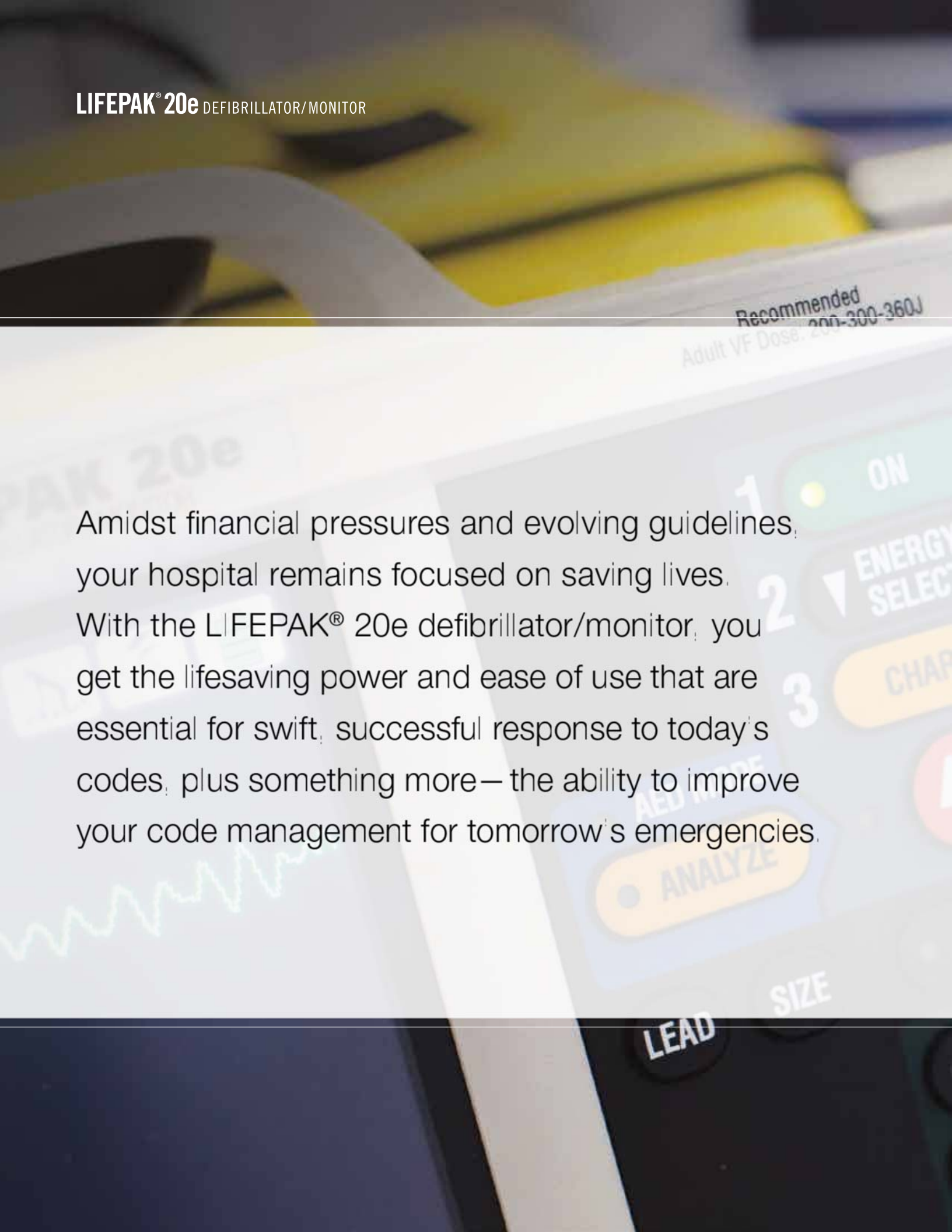
PHYSIO CONTROL

PRODUCT BROCHURE

LIFEPAK® 20e DEFIBRILLATOR/MONITOR

with CodeManagement Module™

LIFEPAK® 20e DEFIBRILLATOR/MONITOR



Amidst financial pressures and evolving guidelines, your hospital remains focused on saving lives. With the LIFEPAK® 20e defibrillator/monitor, you get the lifesaving power and ease of use that are essential for swift, successful response to today's codes, plus something more—the ability to improve your code management for tomorrow's emergencies.

Improving code performance is a top priority for today's hospitals. And for us.

You need defibrillation equipment you can depend on in that moment when saving a life is the only thing that matters. And you need the right tools to monitor, document and review each code event to respond even better the next time. All of this is key for effective code management—and we designed the LIFEPAK 20e defibrillator/monitor with CodeManagement Module to deliver it.

As part of the Physio-Control Code Management System, the *20e* meets all your defibrillator/monitor needs in a compact, affordable package. Designed specifically for crash cart use, it is simple yet powerful, and ready when you are. With features like capnography, a CPR metronome, and the ability to remotely send data to CODE-STAT™ data review, the LIFEPAK 20e defibrillator/monitor with CodeManagement Module helps your hospital meet the demands of performance improvement and better prepare for tomorrow's emergencies.

CodeManagement Module adds new capabilities to the 20e to transform the way your hospital manages codes.

The LIFEPAK 20e Defibrillator/Monitor with CodeManagement Module

Easy to use for both BLS and ALS teams

- With an intuitive door system, the *20e* functions as an automated external defibrillator (AED) for your BLS teams, who can begin early defibrillation before the code team arrives
- Standardized and clear user interface, so teams who also use the LIFEPAK 12 and LIFEPAK 15 devices will recognize it immediately
- Larger code clock provides better visibility throughout the room and a centralized device to use for time management and documentation
- Compact, ergonomic footprint ensures stability and efficiency during patient transport
- Auto-send of patient and device data facilitates quality improvement review and hospital-wide device tracking*

Powerful to improve your resuscitation management

- Capnography (Class I recommendation for ET tube confirmation and monitoring in the 2010 AHA and ERC guidelines) aids ET tube placement and CPR effectiveness*
- Other advanced monitoring parameters include ECG (3- or 5-wire), pacing, pulse oximetry
- Metronome helps rescuers perform compressions at the AHA Guideline rate of 100/minute
- 360J biphasic technology allows highest available energy for difficult-to-defibrillate patients
- Wirelessly transmits* patient data to CODE-STAT** software for post-event review, to capture event data and facilitate code response improvement

Ready for when your team needs to respond

- Performs daily readiness self-check
- LIFENET® Asset status wirelessly monitors device data including battery charge status, updates and self-tests, and enables your biomed team to do upgrades that would have previously required a service call
- Battery status indicator
- Runs on long-lasting Lithium-ion internal battery***, connects to AC power
- On-site inservice training by dedicated nurses, clinical training materials
- On-site service and off-site biomed training solutions available

Flexible to fit your hospital's needs

A choice of purchase options for an integrated system that works together seamlessly and adds new features without breaking standardization:

- **Purchase new LIFEPAK 20e defibrillator/monitors or upgrade *20/20e* software to add metronome and larger code clock**
- **Extend the capabilities of your existing *20e* devices by adding CodeManagement Module**
- **Purchase new LIFEPAK 20e defibrillator/monitors with CodeManagement Module**

* Available when using optional CodeManagement Module.
** CODE-STAT software now available as a subscription. Ask your sales representative for details.
*** CodeManagement Module runs on a separate but equally long-lasting Lithium-ion battery. Both are connected to AC power using a single cord.

AED Mode
for BLS teams

Manual Mode
for ALS teams

LIFEPAK® 20e DEFIBRILLATOR/MONITOR

Meet today's highest standards of code management–and improve your hospital's performance for tomorrow's emergencies.

Physio-Control not only supplies lifesaving technology like the LIFEPAK 20e defibrillator/monitor, we also help you get your cardiac resuscitation devices, protocols, departments and people in sync across the entire hospital. So you can respond better to evolving guidelines and requirements, improve code performance and efficiency, and give your teams a better chance of ensuring the right outcomes today—and even better ones tomorrow.

The Physio-Control Code Management System

Readiness

The Code Management System gives you the visibility, insight and control to make sure your people and equipment are fully prepared, so your hospital has the resources to better handle a code wherever and whenever it occurs. The right start is everything when it comes to a favorable outcome.

Response

The Code Management System is based on our decades of experience working with the real-world needs of hospitals like yours. We know that our equipment must be powerful but easy to use, so you can respond to codes early and effectively for the best possible outcomes.

Review

The Code Management System enables you to easily collect and review post-event data for quality improvement, providing your trained staff valuable information to reduce risk and drive improved lifesaving performance.

Prevention

With Code Management System technologies, you can extend your hospital's monitoring capabilities, better assess patient status, and give rapid response teams the information they need to provide fast, effective care. Think of it as giving your teams a vital head start should a patient's condition start to deteriorate.

The LIFEPAK 20e defibrillator/monitor with CodeManagement Module is an integral part of the Physio-Control Code Management System. It wirelessly transmits device data for readiness, delivers advanced technology for sophisticated defibrillation, works with other Physio-Control technologies to improve CPR performance, and transmits patient data for post-event review.

LIFEPAK® 20e DEFIBRILLATOR/MONITOR

SPECIFICATIONS

GENERAL

The LIFEPAK 20e defibrillator/monitor has seven main operating modes:

Manual Mode: Provides a normal operating capability for ALS users. Allows access to manual mode energy selections up to 360J, synchronized cardioversion and pacing. ECG waveform is displayed.

AED Mode: Provides a normal operating capability for BLS users. All user features are available except manual defibrillation, synchronized cardioversion, pacing, and access to archived patient records. Provides shock energy defaults up to 360J. User selectable option to display ECG waveforms and/or visual AED prompts.

Setup Mode: Allows the operator to configure the device settings.

Service Mode: Allows the operator to execute diagnostic tests and calibrations, to display device module software and hardware versions, and to display and print the diagnostic code log.

Inservice Mode: Simulated waveforms are available for demonstration purposes. The waveforms consist of short segments of realistic data, which are repeated to form a continuous waveform.

Archive Mode: Provides operator the opportunity to access records of previous patients for review, transmission, printing, editing or deletion.

Auto Test Mode: Performs daily self-tests.

POWER

The device is an AC line operated device with an internal battery as backup.

AC Powered: 100–120 VAC 50/60Hz, 220–240 VAC 50/60 Hz, total power draw less than 120 Volt-Amperes (VA).

Internal Battery Backup: A new fully-charged internal backup battery will provide the following prior to shutdown:

	TOTAL	AFTER LOW BATTERY
Monitoring plus SpO_2: (minutes):	210	5
Monitoring, plus pacing (at 100ma, 60 ppm), plus SpO_2 (minutes):	110	2
Defibrillation (360J discharges):	140	3

Battery Charge Time: <4 hours when device is powered off and AC power is applied.

Low Battery Indication and Message: When the device is unplugged from AC power, it switches to battery. When the battery gets low, the battery status indicator displays one yellow segment and a "low battery" message and warning tone occurs. Shortly thereafter the status indicator displays one flashing red segment, the "low battery; connect to AC power" message appears, and a warning tone occurs.

Service Indicator: LED illuminates when service is required.

PHYSICAL CHARACTERISTICS

Weight:

- Fully featured defibrillator/monitor (pacing, SpO_2 and door, without paper or cables) 5.58 kg (12.3 lbs)
- QUIK-COMBO® cable: 0.20 kg (.43 lbs)
- Standard (hard) paddles: 0.88 kg (1.95 lbs)

Height: 21.3 cm (8.4 in)

Width: 26.2 cm (10.3 in)

Depth: 26.2 cm (10.3 in)

DISPLAY

Size (active viewing area): 115.18 mm (4.53 in) wide x 86.38 mm (3.4 in) high

Resolution: 320 x 240 dot color active LCD

Displays a minimum of 3.7 seconds of ECG and alpha numeric for values, device instructions or prompts

Option to display one additional waveform

Waveform display sweep speed: 25 mm/sec for ECG and SpO_2

DATA MANAGEMENT

The device can easily print a CODE SUMMARY™ critical event record, including an introduction with patient information and critical event record. The summary report also includes event and vital signs log, and waveforms associated with certain events. The device can print archived patient records.

COMMUNICATIONS

The device is capable of transferring data records by IrDA.

MONITOR

ECG

ECG can be monitored through 3-wire or 5-wire ECG cables.

Standard paddles or therapy electrodes (QUIK-COMBO pacing/defibrillation/ECG electrodes or FAST-PATCH® disposable defibrillation/ECG electrodes) are used for paddles lead monitoring.

Compatible with LIFEPAK 12 ECG and therapy cables.

Lead Selection:

Leads I, II and III, (3-wire ECG cable)

Leads I, II, III, AVR, AVL, and AVF, V (c) acquired simultaneously, (5-wire ECG cable)

ECG size: 4, 3, 2.5, 2, 1.5, 1, 0.5, 0.25 cm/mV

Heart Rate Display: 20–300 bpm digital display

Out of Range Indication: Display symbol "---"

Heart symbol flash for each QRS detection

Continuous Patient Surveillance System (CPSS): In AED mode, while Shock Advisory System™ is not active, CPSS monitors the patient via QUIK-COMBO paddles or Lead II ECG for potentially shockable rhythms.

Voice Prompts: Used for selected warnings and alarms (Configurable On/Off)

Analog ECG Output: 1V/mV x 1.0 gain < 35 ms delay

Common Mode Rejection: 90 db at 50/60 Hz

SpO_2

Masimo SET®

- Additional configuration available for compatibility with select Nellcor sensors

Saturation Range: 1 to 100%

Saturation Accuracy: 70–100% (0–69% unspecified)

Adults/Pediatrics:
+/- 2 digits (during no motion conditions)
+/- 3 digits (during motion conditions)

Neonates:
+/- 3 digits (during no motion conditions)
+/- 3 digits (during motion conditions)

Dynamic signal strength bar graph

Pulse tone at the onset of the pleth waveform

SpO_2 Update Averaging Rate: User selectable 4, 8, 12 or 16 seconds

SpO_2 Measurement: Functional SpO_2 values are displayed and stored

Pulse Rate Range: 25 to 240 pulses per minute

Pulse Rate Accuracy: (Adults/Pediatrics/Neonates)
+/- 3 digits (during no motion conditions)
+/- 5 digits (during motion conditions)

SpO_2 waveform with autogain control

ALARMS

Quick Set: Activates alarms for all parameters

VF/VT Alarm: Activates continuous CPSS monitoring in Manual Mode

PRINTER

Prints continuous strips of the displayed patient information

Paper size: 50 mm (2.0 in)

Print speed: Continuous ECG 25 mm/sec +/- 5% (measured in accordance with AAMI EC-11, 4.2.5.2)

Delay: 8 seconds

Autoprint: Waveform events print automatically (user configurable)

Print Speed for CODE SUMMARY Reports: 25 mm/sec

FREQUENCY RESPONSE

Diagnostic: 0.05 to 150 Hz or 0.05 to 40 Hz (user configurable)

Monitor: 0.67 to 40 Hz or 1 to 30 Hz (user configurable)

Paddles: 2.5 to 30 Hz

Analog ECG Output: 0.67 to 32 Hz (except 2.5 to 30 Hz for paddles ECG)

DEFIBRILLATOR

Waveform: Biphasic Truncated Exponential. The following speci-fications apply from 25 to 200 ohms, unless otherwise specified.

Energy Accuracy: ±1 joule or 10% of setting, whichever is greater, into 50 ohms ±2 joule or 15% of setting, whichever is greater, into any impedance from 25–100 ohms

Voltage Compensation: Active when disposable therapy electrodes are attached. Energy output within ± 5% or ± 1 joule, whichever is greater, of 50 ohm value, limited to the available energy which results in the delivery of 360 joules into 50 ohms.

PATIENT IMPEDENCE	PHASE 1 DURATION (MS)		PHASE 2 DURATION (MS)	
	MIN.	MAX.	MIN.	MAX.
25	5.1	6.0	3.4	4.0
50	6.8	7.9	4.5	5.3
100	8.7	10.6	5.8	7.1
125	9.5	11.2	6.3	7.4

Paddle Options:

- QUIK-COMBO pacing/defibrillation/ECG electrodes (standard)
- Standard adult paddles with embedded pediatric paddles (optional)
- Internal handles with discharge control (optional)
- External sterilizable paddles (optional)

Cable length: 2.4 meter (8-foot) long QUIK-COMBO cable (not including electrode assembly)

MANUAL

Energy Select: 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 100, 125, 150, 175, 200, 225, 250, 275, 300,325, and 360 joules and user configurable sequence of 100–360, 100–360, 100–360 joules

Charge time:

- Charge time to 200J <5 seconds with fully charged battery
- Charge time to 360J <7 seconds with fully charged battery
- Charge time to 360J <10 seconds while not in low battery operations

Synchronized Cardioversion:

- Energy transfer begins within 60 ms of the QRS peak
- Energy transfer begins within 25 ms of the External Sync Pulse
- External Sync Pulse; 0–5V (TTL Level) Pulse, active High, > 5 ms in duration, no closer than 200 ms apart and no further than 1 second apart

AED

Shock Advisory System is an ECG analysis system that advises the operator if the algorithm detects a shockable or nonshockable ECG rhythm. The shock advisory system acquires ECG via therapy electrodes only.

Shock Ready Time: Using a fully charged battery at normal room temperature, the device is ready to shock within 16 seconds of power on, if initial rhythm finding is "Shock Advised"

The AED mode of the LIFEPAK 20e defibrillator/monitor is not intended for use on children less than 8 years of age.

cprMAX™ technology Setup Options (items marked with * are default settings)

- Stacked Shocks: Off*, On
- Initial CPR: Off*, Analyze First, CPR First
- Preshock CPR: Off*, 15, 30 seconds
- Pulse Check: Never*, After Second No Shock Advised, After Every No Shock Advised, Always
- CPR Time 1 & 2: 15, 30, 45, 60, 90, 120*, 180 seconds, 30 minutes

Users should refer to the LIFEPAK 20e defibrillator/monitor operating instructions for details on how to customize the configuration of their devices to hospital protocols.

PACER

Pacing Mode: Demand or nondemand rate and current defaults (user configurable)

Pacing Rate: 40 to 170 ppm

Rate Accuracy: +/- 1.5% over entire range.

Output Waveform: Monophasic, amplitude stable to +/- 5% relative to leading edge for currents greater than or equal to 40 mA, Duration 20 +/- 1 ms, Rise/Fall times <= 1 ms [10–90% levels]

Output Current: 0 to 200 mA

Pause: Pacing pulse frequency reduced by a factor of 4 when activated

Refractory Period: 200 to 300 ms +/- 3% (function of rate)

ENVIRONMENTAL

Temperature, Operating: 5 to 40° C (41 to 104°F)

Temperature, Nonoperating: -20 to +60° C (-4 to +140° F) except therapy electrodes

Relative Humidity, Operating: 5 to 95%, noncondensing

Atmospheric Pressure, Operating: Ambient to 522 mmHg (0 to 3,048 meters) (0 to 10,000 feet)

Water Resistance, Operating (without accessories except for ECG Cable and hard paddles): IPX1 (spillage) per IEC 60601-1 clause 44.6

Vibration: MIL-STD-810E Method 514.4, Cat 1

Shock (Drop): 1 drop on each side from 45.7 cm (18 in.) onto a steel surface

EMC

IEC 60601-1-2: 2001/EN 60601-1-2:2001, Medical Equipment-General Requirements for Safety-Collateral Standard: Electromagnetic Compatibility-Requirements and Tests

IEC 60601-2-4:2002; Clause 36/EN 60601-2-4:2003; Clause 36, Particular Requirements for the Safety of Cardiac Defibrillators and Cardiac Defibrillator Monitors

All specifications are at 20° C (68° F) unless otherwise stated.

CodeManagement MODULE™

SPECIFICATIONS

PHYSICAL CHARACTERISTICS

CodeManagement Module adds 3.6 lb (1.63 kg) to LIFEPAK 20/20e defibrillator/monitors.

Size (maximum) of LIFEPAK 20/20e device with CodeManagement Module

Height: 10.0 in (25.4 cm)

Width: 10.3 in (26.2 cm)

Depth: 11.7 in (29.7 cm)

DISPLAY

With CodeManagement Module, the LIFEPAK 20e defibrillator/monitor displays a minimum of 3.7 seconds of ECG and alphanumerics for values, device instructions, or prompts

Waveform display sweep speed: 12.5 mm/sec for CO_2

POWER

LIFEPAK 20/20e defibrillator/monitor with CodeManagement Module

AC Powered: 100–120 VAC 50/60Hz, 220–240 VAC 50/60 Hz, total power draw less than 150 Volt-Amperes (VA)

Internal Battery Backup: Lithium-ion. Batteries charge while device operates from AC Power.

Low Battery Indication and Message: When the device is unplugged from AC power, it switches to battery. When battery gets low on the CodeManagement Module, the defibrillator indicates with a message to connect to AC power in the status area, and a warning tone occurs.

Battery charge time: <4 hours when device is powered off and AC power is applied

Operating time: A new fully-charged internal backup battery will provide at least 210 minutes of monitoring prior to shutdown.

CO_2 MONITORING

Drift of Measurement Accuracy: No drift in accuracy for at least 6 hours

Respiration Rate Accuracy: 0 to 70 bpm: ±1 bpm
71 to 99 bpm: ±2 bpm

Respiration Rate Range: 0 to 99 breaths/minute

CO_2 Range: 0 to 99 mmHg (0 to 13.2 kPa)
Units: mmHg, %, or kPa

Flow Rate: 42.5 to 65 ml/min (measured by volume)

Rise Time: 190 msec

Response Time: 4.5 seconds maximum (includes delay time and rise time)

Initialization Time: 30 seconds (typical), 10–180 seconds

Ambient Pressure: Automatically compensated internally

Waveform Scale Factors: Autoscale, 0–20 mmHg (0–4 Vol%), 0–50 mmHg (0–7 Vol%), 0–100 mmHg (0–14 Vol%)

CO_2 Accuracy

	CO_2 PARTIAL PRESSURE AT SEA LEVEL:	ACCURACY:
(0–80 bpm)*	0 to 38 mmHg (0 to 5.1 kPa)	±2 mmHg (0.27 kPa)
	39 to 99 mmHg (5.2 to 13. kPa)	±5% of reading + 0.8% for every 1 mmHg (0.13 kPa) above 38 mmHg (5.2 to 13. kPa)
(>80 bpm)*	0 to 18 mmHg (0 to 2.4 kPa)	±2 mmHg (0.27 kPa)
	19 to 99 mmHg (2.55 to 13.3 kPa)	±4 mmHg (0.54 kPa) or ±12% of reading, whichever is higher

*For RR > 60 bpm, to achieve specified CO_2 accuracy, the Microstream® Filterline® H Set for infants must be used.

DATA MANAGEMENT AND TRANSMISSION

The LIFEPAK 20/20e device captures and stores patient data, events (including waveforms and annotations), and continuous ECG and CO_2 waveform records in internal memory.

Wireless data transmission via LIFENET network.

WIRELESS NETWORKS

The LIFEPAK 20/20e device with the CodeManagement Module supports the following:

- 802.11a, b, g, and n wireless networking standards
- Security types:
  - Open
  - WPA-Personal
  - WPA2-Personal
  - WPA-Enterprise
  - WPA2-Enterprise
- Enterprise authentication protocols:
  - EAP-TLS
  - EAP-TTLS
  - PEAP/MSCHAPv2
- TCP/IP support
  - Internet Protocol Version 4 (IPv4)
  - IP addressing: automatically obtains IP address, or a static address may be assigned.
  - DNS servers: automatically obtains DNS server address, or static addresses of the primary and secondary DNS servers may be assigned.

Physio-Control Family of Products and Services

Defibrillators/Monitors

LIFEPAK CR® Plus Automated External Defibrillator

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest.

LIFEPAK® 1000 Defibrillator

The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the *1000* to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.

LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the standard in emergency care for ALS teams who want the most clinically innovative, operationally effective and LIFEPAK TOUGH™ device available today. The *15* offers sophisticated clinical technologies with a rich array of features—like the most powerful escalating energy available (up to 360J), advanced monitoring parameters and a completely upgradable platform.

LIFEPAK® 20e Defibrillator/Monitor with CodeManagement Module™

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care. The CodeManagement Module adds waveform capnography and wireless connectivity to enhance your hospital's ability to effectively manage resuscitations from preparedness through review.

CPR Assistance

LUCAS® 2 Chest Compression System

Designed to provide effective, consistent and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.

TrueCPR™ Coaching Device

TrueCPR helps your team optimize their manual CPR performance using simple real-time and post-event feedback on the most critical resuscitation parameters. It accurately measures compression depth through proprietary Triaxial Field Induction technology.

Information Management

LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care, flow and operational efficiency.

CODE-STAT™ Data Review Software

CODE-STAT data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

Support

Physio-Control Service

As the world's leading provider of defibrillation technology, Physio-Control understands our responsibility to maintain the reliability of our lifesaving defibrillator/monitors. We have over 100 field-based technical service representatives worldwide. Physio-Control is committed to service 24/7, and to returning a customer's call within two hours to quickly assess the problem and find the best solution (U.S.). If needed, a technical service representative will be on-site within 24 hours (U.S.).

Find out how the LIFEPAK 20e defibrillator/monitor with CodeManagement Module can take your hospital's code performance to the next level.

Visit www.physio-control.com/20e or call 1.800.442.1142 today.

All claims valid as of August 2013.
For further information, contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com.

PHYSIO CONTROL

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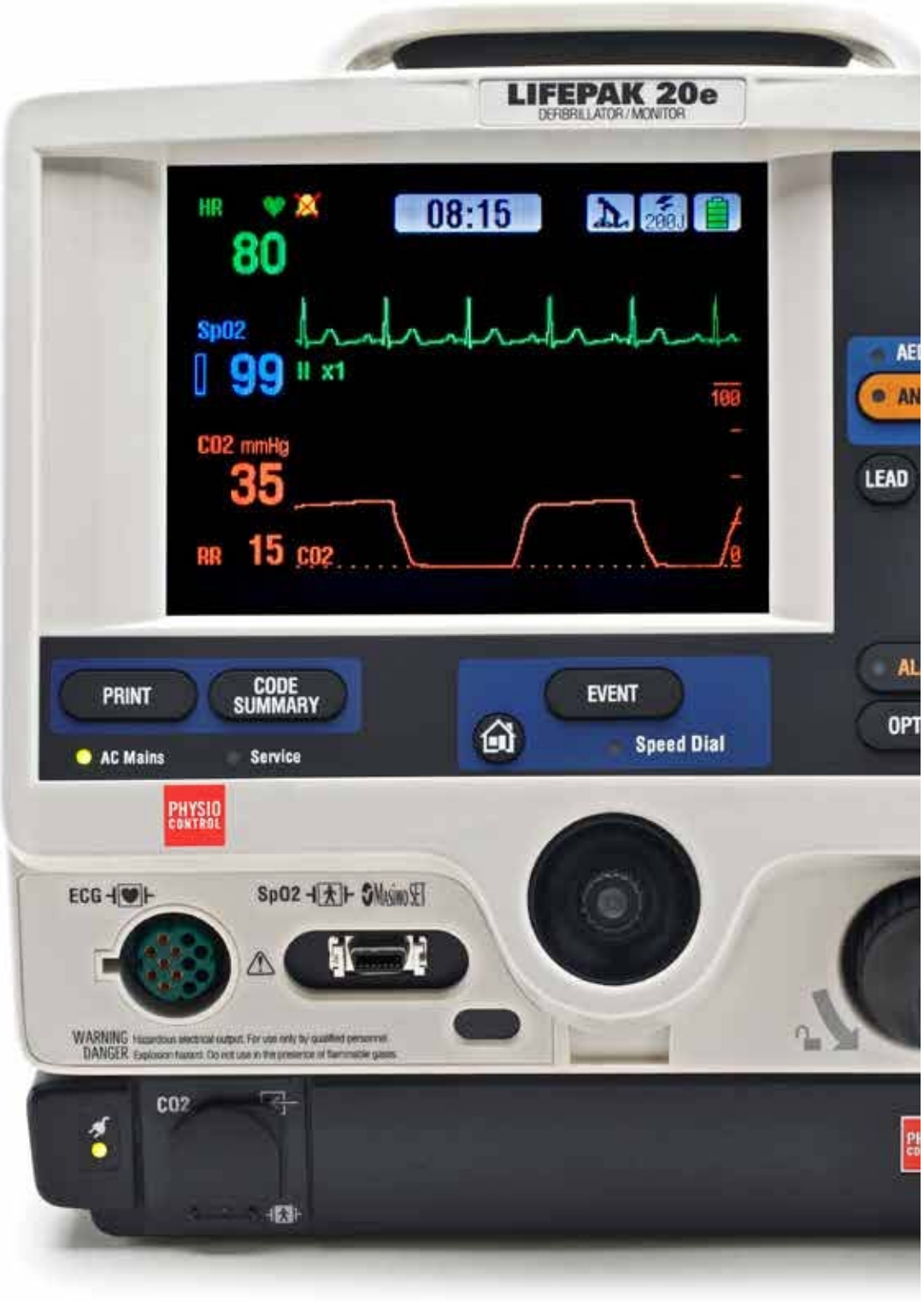
PHYSIO CONTROL

ACCESSORIES BROCHURE

LIFEPAK® 20

DEFIBRILLATOR/MONITOR SERIES

Genuine Accessories from Physio-Control


LIFEPAK 20e
DEFIBRILLATOR / MONITOR
HR
80
08:15
SpO2
99
II x1
CO2 mmHg
35
RR 15 CO2
PRINT
CODE SUMMARY
AC Mains
Service
EVENT
Speed Dial
LEAD
PHYSIO CONTROL
ECG
SpO2
WARNING
DANGER
CO2

Genuine Accessories from Physio-Control

Ensure the safety of your staff and patients. Only Physio-Control accessories and disposables have been thoroughly tested with LIFEPAK products. Stick with the name you trust and the company that stands behind it. To order, contact your Physio-Control representative.

Power Options

AC Power Cord

Powers LIFEPAK 20/20e defibrillator/monitors and recharges the internal battery.

11140-000015 (U.S.)
11140-000019 (Europe)
11140-000023 (South Africa)
11140-000045 (Unterminated)
11140-000017 (Australia)
11140-000022 (U.K.)
11140-000045 (Switzerland)

Rechargeable Internal Battery

For use as AC power backup.

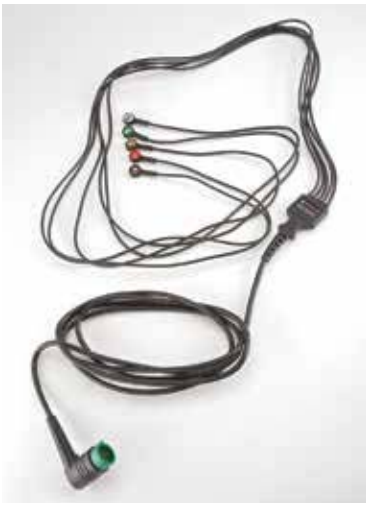
11141-000112 (LIFEPAK 20e Lithium-ion)
11141-000068 (LIFEPAK 20 NiMH)

Lithium-ion Battery for CodeManagement Module™

Rechargeable battery for the CodeManagement Module; for use as AC power backup.

11141-000162 (Lithium-ion)

ECG Monitoring Accessories



5-Wire ECG Cable
11110-000066

3-Wire ECG Cable
11110-000029

LIFE-PATCH® ECG Electrodes
Adult, pregelled.
11100-000001 (3/pack)
11100-000002 (4/pack)

Cleartrace® ECG Electrodes
Adult, clear tape.
Available in the EU.
1700-003 (3/pack)

50mm x 22mm ECG Printer Paper
11240-000013 (3 rolls/box)

CodeManagement Module for use with LIFEPAK 20/20e Defibrillator/Monitor - Wireless
Connects to the LIFEPAK 20 or 20e defibrillator to add wireless connectivity
11150-000018

CodeManagement Module for use with LIFEPAK 20/20e Defibrillator/ Monitor - Wireless & Capnography
Connects to the LIFEPAK 20 or 20e defibrillator to add wireless connectivity and capnography monitoring
11150-000019

Therapy Delivery Accessories

Hard Paddles and Electrode Gel

Standard Adult Detachable Hard Paddles

Adult paddle plates are removable to reveal pediatric paddles.

11130-000037 (English)
11130-000038 (French)
11130-000045 (German/Dutch)
11130-000046 (Spanish)
11130-000047 (Italian)
11130-000048 (Swedish)
11130-000049 (Danish)
11130-000050 (Finnish)
11130-000051 (Norwegian)
11130-000052 (Polish)
11130-000053 (Brazilian)
11130-000054 (Japanese)
11130-000055 (Chinese)
11130-000057 (Hungarian)
11130-000058 (Czech)
11130-000059 (Russian)
11130-000060 (Korean)
21330-001024 (Replacement Plate)

SIGNAGEL® Electrode Gel

For use with hard paddles. Highly conductive, multi-purpose electrolyte meets all the standards of the ideal saline electrode gel.
21300-005847 (8.5 oz/tube)

Internal Paddle Handles with Discharge Control

For use with LIFEPAK 15, 12 or 20/20e defibrillator/monitors.
11131-000001 (1 pair)

Internal Paddles (1 pair)

Requires Internal Paddle Handles

1" size

11131-000010 (6.25" shaft)

1.5" size

11131-000011 (6" shaft)
11131-000021 (9" shaft)
11131-000024 (14" shaft)

2" size

11131-000012 (5.75" shaft)
11131-000022 (8.75" shaft)

2.5" size

11131-000013 (5.5" shaft)
11131-000019 (8.5" shaft)

3.5" size

11131-000014 (5" shaft)

Therapy Delivery Accessories

EDGE System™ Electrodes for Pacing/Defibrillation/ECG with QUIK-COMBO® Connector

18 month minimum shelf life unless specified

EDGE System Electrodes with QUIK-COMBO Connector

11996-000091 (24" leadwire length)

EDGE System RTS (Radiotransparent) Electrodes with QUIK-COMBO Connector

11996-000090 (24" leadwire length)

Pediatric EDGE System RTS Electrodes with QUIK-COMBO Connector

For use only with manual monitor/defibrillators; 12 month minimum shelf life at time of shipment.

11996-000093 (24" leadwire length)

EDGE System Electrodes with QUIK-COMBO Connector and REDI-PAK™ Preconnect System

11996-000017 (42" leadwire length)

QUIK-COMBO Therapy Cable

11110-000004

FAST-PATCH® Adapter Cable

For use with the QUIK-COMBO therapy cable.

11110-000052

Other EDGE System™ Electrodes for Pacing/Defibrillation/ECG

EDGE System Electrodes with FAST-PATCH Connector

Must be used with QUIK-COMBO to FAST-PATCH Adapter Cable (11110-000052).

11996-000092

End-Tidal CO_2 ($EtCO_2$) Monitoring Accessories

Oridion® Filterlines for Intubated Patients

Single patient use

FilterLine® SET

Key applications: OR, EMS, ED, Rapid Response Teams, Transport.

Adult/Pediatric
11996-000081 (25/pack, 200 cm)
11996-000164 (25/pack, 400 cm)

FilterLine H SET

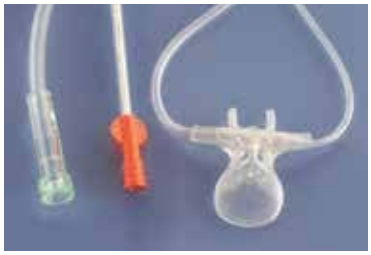
Key applications: Critcal Care, Humidified Environments.

Adult/Pediatric
11996-000080 (25/pack, 200 cm)

Adult/Neonatal
11996-000001 (25/pack, 200 cm)

Oridion Non-Intubated Filterlines

Single patient use



Smart CapnoLine® Plus

Key applications: Procedural sedation, Lower GI procedures, MAC, EMS, ED, Rapid Response Teams.

Adult with O_2
11996-000163 (25/pack, 200 cm)
11996-000167 (100/pack, 200 cm)
11996-000165 (25/pack, 400 cm)

Adult without O_2
11996-000162 (25/pack, 200 cm)
11996-000166 (100/pack, 200 cm)

Smart CapnoLine

Key applications: Procedural sedation, EMS, ED, Rapid Response Teams.

Pediatric with O_2
11996-000128 (25/pack, 200 cm)

Pediatric without O_2
11996-000120 (25/pack, 200 cm)

SpO_2 Monitoring Accessories

Masimo LNC® Reusable Patient Cables

LNCS Patient Cable

11171-000024 (4 ft)
11171-000016 (10 ft)
11171-000025 (14 ft)
11171-000027 (4 ft extension)

Masimo LNC Compatible SpO_2 Only Sensors

LNCS Adhesive Sensor

Single Patient Use. (20/box)
11171-000019 (Ad)
11171-000020 (Ped)
11171-000029 (Neo/Pt)
11171-000028 (Neo/Ad)
11171-000031 (Inf)

LNCS Reusable Sensor

11171-000017 (Ad)
11171-000018 (Ped)

LNCS Reusable Soft Sensor

11171-000052 (Ad)

Masimo Reusable Direct Connect Sensors and Cables

Direct Conect Reusable Soft Sensor

11171-000051 (Ad)

SpO_2 Monitoring Accessories

Masimo® LNOP Patient Cables

LNOP Patient Cable
11171-000006 (4 ft)
11171-000008 (8 ft)
11171-000009 (12 ft)

Masimo LNOP Patient Cable Compatible SpO_2 Only Sensors

LNOP Reusable Sensor
11171-000007 (Ad)
11171-000010 (Ped)

LNOP Adhesive Sensor (20/box)
11171-000011 (Ad)
11171-000012 (Ped)

LNOP Adhesive Sensor (20/box)
11171-000014 (Neo/Pt)
11171-000013 (Neo)
11171-000036 (Inf)

Additional Accessories and Adapter Cables

Reusable Ambient Light Shield
11171-000054 (5/pack)

Disposable Ambient Light Shield
11171-000055 (10/pack)

SpO_2 Monitoring Accessories

Masimo to Nellcor Adapter

MNC-1 Adapter Cable
Allows specially configured LIFEPAK 20e defibrillator/monitors with Masimo SpO_2 to connect to Nellcor sensors
11996-000183 (10 ft)
11996-000198 (4 ft)

Masimo to Nellcor Adapter Compatible SpO_2 Sensors

DURASENSOR Reusable Clip
11996-000060 (Ad)

DURA-Y Multisite Reusable Sensor
11996-000106 (≥ 1 kg)

Oxiband Reusable Sensor
Includes 50 disposable adhesive sensors
11996-000061 (Ad/Neo)
11996-000062 (Ped/Inf)

Disposable Adhesive Bandage Wrap (100/pack)
Not Available in Canada.
11996-000048 (Ad/Neo)
11996-000049 (Ped/Inf)

Oxisensor II Adhesive Sensors (24/box)
11996-000113 (Ad, 18 in.)
11996-000114 (Ad, 36 in.)
11996-000116 (Ped, 18 in.)

Oxisensor II Adhesive Sensors (24/box)
11996-000115 (Inf, 18 in.)
11996-000117 (Neo/Ad 18 in.)

Carrying Cases and Mounting Options

Basic Carrying Case/ Accessories Organizer

Includes set of right and left pouches for additional accessories.

11260-000018

Carrying Case for LIFEPAK 20/20e Defibrillator with Module

Includes a set of right and left pouches for additional storage of accessories. For use with a LIFEPAK 20/20e device with CodeManagement Module.

11260-000045

Top Pouch

For additional storage: insert in place of standard paddles.

11260-000043

Shoulder Strap for Basic Carrying Case

Includes mounting brackets and hardware.

11260-000041

Docking Station

Attaches to crash cart to lock LIFEPAK 20/20e defibrillator/monitor safely in place.

21330-000996

Right Side Accessory Pouch

Attaches to LIFEPAK 20/20e defibrillator/monitors and holds items such as QUIK-COMBO therapy cable, electrodes and SIGNAGEL electrode gel.

11260-000016

Training Tools and Testers

Patient Simulator (QUIK-COMBO)

Connects directly to your LIFEPAK defibrillator for safe simulation of cardioversion and electrical capture. Generates fibrillation, tachycardias and bradycardias, as well as ST segment and T wave abnormalities.

11996-000311 (12-Lead)
11996-000310 (3-Lead)

Defibrillator Checker

Tests integrity of energy delivery through the standard hard paddles. Neon light indicates energy has been delivered.

11998-000060

QUIK-COMBO Test Plug

Test plug connects to QUIK-COMBO therapy cable to test cable integrity.

11113-000002

Literature, Communication and Third Party Accessories

Inservice DVD

26500-003545 (English - DVD)

Service Manual

26500-003543 (English - CD - LIFEPAK 20/20e with CodeManagement Module)

Operating Instructions

26500-003224 (Intl English)
26500-003223 (English)
26500-003235 (Brazilian)
26500-003233 (Chinese)
26500-003244 (Czech)
26500-003227 (Danish)
26500-003237 (Dutch)
26500-003228 (Finnish)
26500-003241 (French)
26500-003242 (German)
26500-003226 (Hungarian)
26500-003234 (Italian)
26500-003232 (Korean)
26500-003229 (Norwegian)
26500-003230 (Polish)
26500-003239 (Portuguese)
26500-003248 (Russian)
26500-003240 (Spanish)
26500-003236 (Swedish)

Communication Accessories

Serial Port Cable

For connecting LIFEPAK 20/20e defibrillator/monitor to PC.
11230-000018 (6 ft)

Transport Configuration Cable

For connecting LIFEPAK 20/20e to LIFEPAK 20/20e defibrillator/monitor.
11230-000019 (6 ft)


LIFEPAK 20e
PRINT
CODE SUMMARY
EVENT
ECG
SpO2
CO2
9

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com

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Toll Free Fax 1800 890 892

PHYSIO CONTROL

PRODUCT BROCHURE

LUCAS® CHEST COMPRESSION SYSTEM

Your Partner in Life Support

Effective Compressions, Good Blood Flow Lead to Lifesaving CPR

Effective chest compressions deliver vital oxygen to the brain and can prime the heart for a successful shock. Maintaining sufficient coronary perfusion pressure during cardiac arrest improves the likelihood of return of spontaneous circulation (ROSC).[1]

However, as any rescuer or caregiver knows, performing manual CPR according to current AHA guidelines is difficult and tiring. In fact, many organizations have added extra staff to cardiac arrest calls to switch out rescuers performing compressions.

The LUCAS Chest Compression System is designed to deliver uninterrupted compressions at a consistent rate and depth to facilitate ROSC. It delivers automated compressions from first response in the field to ambulance transport and throughout the hospital. LUCAS facilitates consistent blood flow from the moment it is turned on, helping to improve a patient's chance for a successful outcome.

“It’s simple and easy to use, and it’s small and compact.”

– Dr. Charles Lick, Medical Director, Allina Medical Transportation

Increasing opportunities for improved outcomes

Effective, consistent and uninterrupted compressions according to current AHA guidelines
LUCAS is a portable, easy-to-use device that delivers automated, guidelines-consistent chest compressions to improve blood flow in victims of cardiac arrest. LUCAS performs at a rate of at least 100 compressions per minute with a depth of at least 2 inches. It also allows for complete chest wall recoil after each compression and provides a 50% duty cycle—equal compression and relaxation time for the chest wall.

Maintain good blood flow
Several studies show the effectiveness of manual chest compressions can drop rapidly—often after only one minute—due to rescuer fatigue.[2,3] With LUCAS, automated compressions are delivered consistently and continuously, helping to maintain good circulation to the patient during transport and throughout the hospital.

Increasing operational effectiveness

Easy to use and efficient to own
LUCAS is lightweight, comes in a backpack and can be applied quickly to a patient, interrupting manual compressions for less than 20 seconds. It’s simple to apply whether the patient is on the ground, on a bed or on a stretcher in the ambulance.

Keep personnel safe during CPR
Whether you are delivering chest compressions in the back of an ambulance or in an emergency department, LUCAS can help keep responders safe. In a mobile environment, rescuers can be safely seat-belted in the back of an ambulance while LUCAS delivers compressions. In a hospital environment, LUCAS may help decrease occurrences of back injuries sustained while delivering CPR, as rescuers will no longer have to deliver prolonged CPR on a bed.

In a study found in *Resuscitation*, of 205 respondents, over 80% experienced back discomfort; 56% felt the discomfort was related to the duration of CPR. 20% suffered back injury or prolapsed disc; 40% considered their back injury related to/aggravated by CPR.

Jones A. Can cardiopulmonary resuscitation injure the back? *Resuscitation*. 2004;61(1):63-67.


LUCAS-2

A tireless lifesaver

When Leon Schmidt, 68, suffered a massive cardiac arrest, it was LUCAS that kept him alive. “As soon as the paramedics arrived, they had Leon on the LUCAS,” recalls Gayle Schmidt, Leon’s wife. Later, Gayle was told that patients who experience the same type of cardiac arrest as her husband have only a three percent survival rate.

“If it wasn’t for the LUCAS,” she insists, “Leon wouldn’t be with us today.”

Results like this are encouraging to Charles Lick, MD, medical director for Allina Medical Transportation and Emergency Department director for Buffalo Hospital.

“In 2005, the AHA determined that we need to focus on performing better chest compressions to move the blood around and keep the organs working. We know that CPR is difficult to do well. People slow down. They don’t always do it appropriately—even professional rescuers. A machine doesn’t get tired; it is consistent, and consistency is key,” he explained.

All Allina Medical Transportation ambulances are equipped with the lifesaving devices. And now Buffalo Hospital has added a LUCAS device to its Emergency Department.

“Someone who has suffered a sudden cardiac arrest in the field has a good chance of suffering another one as we work on them in the Emergency Department,” Lick said.

“The LUCAS is as valuable here as it is in the field.” Lick predicts that in the coming months, LUCAS will help more patients like Schmidt get on with their lives. “I’m convinced we can do much better CPR with LUCAS than we can with human intervention.”

In a recent survey, nearly 25% of ambulance officers suffered back injury, and as many as 62% of these reported that the cause of the injury was related to CPR delivery.

— Jones A, Lee R. Cardiopulmonary resuscitation and back injury in ambulance officers. *International Archives of Occupational and Environmental Health*. 2005;78(4):332-336.

Improving operations in the field

Chiefs, training officers and medics are always looking for ways to maximize their resources while improving response in the field. Having LUCAS at your side during a cardiac emergency allows you to reduce the number of EMTs or firefighters to assist with CPR. This lessens chaos on the scene and frees up equipment and staff to go on to other emergencies.

When the cardiac arrest victim is ready for transport, LUCAS moves with the patient from the emergency scene to the ambulance. LUCAS provides continuous, effective compressions, helping to maintain good circulation in the patient while medics remain seat-belted for better safety in a mobile environment.

CPR is difficult to do well. Manual CPR training can help and it's expensive and cumbersome to schedule and track. LUCAS is simple and easy to use with minimal training, keeping the cost of ownership low.

A vital tool for the clinically progressive agency

Medical directors know the value of quality CPR in achieving optimal clinical outcomes. With LUCAS, you can be confident that chest compressions are delivered according to the guidelines. By ensuring compressions continue uninterrupted at a consistent depth to facilitate ROSC, your teams are able to help patients to be more viable candidates for recovery.

LUCAS can be part of a clinically progressive resuscitation program. It works in tandem with cooling therapies or impedance threshold devices for a comprehensive approach to patient resuscitation.

“The mood in the cath lab was calm at all times despite the ongoing VF. This is quite contrary to what usually happens in such situations when manual compressions are used.”

— Olivecrona, Lund, Sweden, (tctmd.com 24 Oct 2006)

Provide continuous care in the emergency department

For an emergency department or nurse manager, LUCAS is a vital tool in the treatment of cardiac arrest patients. LUCAS delivers effective, consistent, uninterrupted chest compressions and can help effectively manage the code scene while helping the patient to maintain good circulation. Emergency department staff, relieved of the need to perform manual compressions, can more efficiently assess the patient’s condition and determine the best treatment plan. This can reduce crowding and chaos in the emergency department, which can help to maintain calm and focus amongst the staff, and potentially free up resources for use in other emergencies.

Using LUCAS in the emergency department can help maintain circulation without interruption which is crucial to improving patient outcomes.

Keep up the pressure in the cath lab

In the event of cardiac arrest due to refractory ventricular fibrillation or a nonshockable rhythm, LUCAS enables the intervention to continue by providing consistent, guidelines-quality chest compressions, which facilitates blood circulation to supply oxygen to vital organs. In addition, LUCAS creates a less stressful environment that enables quality decision making and keeps staff safely out of the x-ray field.

LUCAS is mainly radio translucent, except for the hood and piston, enabling you to capture most fluoroscopy projections without removing LUCAS. The following fluoroscopy projections can be captured in monoplane while LUCAS is attached to the patient: LAO Cranial/Caudal Oblique; RAO Cranial/Caudal Oblique; Straight Caudal; Straight Lateral; and Straight Cranial. The 2010 AHA Guidelines have given a Class IIa, LOE C recommendation to LUCAS use during PCI.

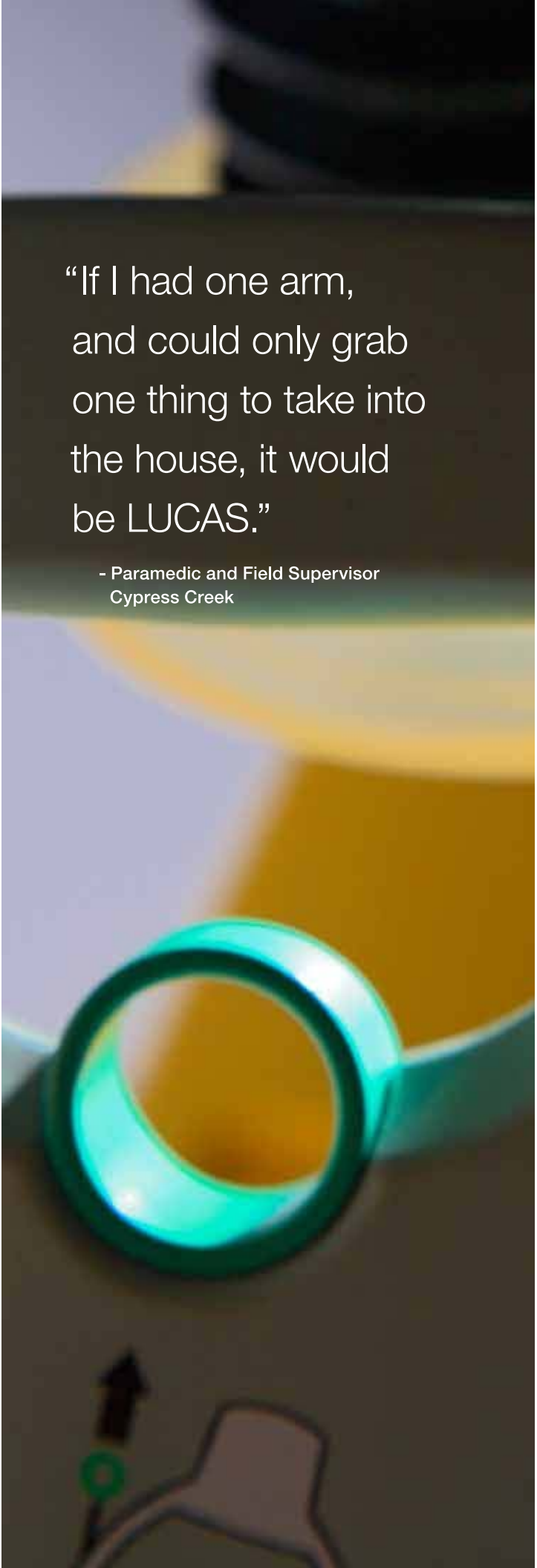

LUCAS™2
LUCAS™

LUCAS CHEST COMPRESSION SYSTEM

The LUCAS 2 chest compression system is shipped with one battery, patient straps, three suction cups, a carrying bag and the instructions for use. Also available are additional accessories and power options designed to meet your needs.


Battery
Operation Panel
Patient Strap
LUCAS 2
Release Ring
Suction Cup with
Pressure Pad
Backboard
Stabilization Strap
LUCAS™


LUCAS™2



"If I had one arm, and could only grab one thing to take into the house, it would be LUCAS."

- Paramedic and Field Supervisor
  Cypress Creek

LUCAS 2

CHEST COMPRESSION SYSTEM

COMPRESSIONS

Compression Frequency: 102 ± 2 compressions per minute

Compression Depth: 2.1 inches ± 0.1 inches for nominal patient*

Compression/Decompression Duty Cycle: 50 ± 5%

Patients Eligible for Treatment:

- Sternum height of 6.7–11.9 inches (17 – 30.3 cm)
- Maximum chest width: 17.7 inches (45 cm)

The use of LUCAS is not restricted by patient weight.
*Patients with sternum height between 6.7 inches-7.3 inches will receive linearly increasing depth from 1.5 inches to 2.1 inches.

PHYSICAL CHARACTERISTICS

Height (stowed in backpack): 25.6 inches (65 cm)

Width (stowed in backpack): 13 inches (33 cm)

Depth (stowed in backpack): 9.8 inches (25 cm)

Weight (including battery): 17.2 lbs (7.8 kg)

OPERATION

Operation: Electrical

Power Source: Battery – Rechargeable Lithium-ion Polymer (LiPo)

- Size: 5.1 x 3.5 x 2.2 inches (13.0 x 8.8 x 5.7 cm)
- Weight: 1.3 lbs (0.6 kg)
- Capacity: 3300 mAh (typical), 86 Wh
- Battery voltage: 25.9 V
- Run time: 45 minutes (typical)
- Maximum battery charge time: Less than 4 hours at room temperature (72°F/ 22°C)
- Required interval for replacement of battery: Recommendation to replace battery every 3 years or after 200 uses

Battery Environmental Specifications

- Operating temperature: 32°F to 104°F / 0°C to +40°C
- Charge temperature: 41°F to 95°F / 5°C to +35°C
- Storage temperature: 32°F to 104°F/ 0°C to 40°C for <6 months
- IP Classification: IP44

All specifications are at 20-25°C unless otherwise stated. Specifications subject to change without notice.

Physio-Control Family of Products and Services

Defibrillators/Monitors

LIFEPAK CR® Plus Automated External Defibrillator

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully-automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest.

LIFEPAK® 1000 Defibrillator

The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the *1000* to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.

LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the new standard in emergency care for ALS teams who want the most clinically innovative, operationally effective, and LIFEPAK TOUGH device available today.

LIFEPAK® 20e Defibrillator/Monitor

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care.

CPR Assistance

LUCAS® Chest Compression System

Designed to provide effective, consistent, and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.

Information Management

LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care flow and operational efficiency.

CODE-STAT™ 9.0 Data Review Software

CODE-STAT 9.0 data review software is a retrospective analysis tool that provides easy access to data, reports, and post-event review.

ReadyLink™ 12-Lead ECG

Handheld, portable, and easy-to-use, the revolutionary ReadyLink 12-Lead ECG quickly and easily captures and transmits 12-lead data to hospitals through the LIFENET System. Doctors can provide chest pain decision support, so teams in the field know exactly what kind of care the patient needs and where to take them.

Support

Physio-Control Service

As the world's leading provider of defibrillation technology, Physio-Control understands our responsibility to maintain the reliability of our lifesaving defibrillator/monitors. We have over 100 field-based technical service representatives worldwide. Physio-Control is committed to service 24/7, and to returning a customer's call within two hours to quickly assess the problem and find the best solution (U.S.). If needed, a technical service representative will be on-site within 24 hours (U.S.).

For more than 55 years, Physio-Control, maker of the renowned LIFEPAK defibrillators, has been developing technologies and designing devices that are legendary among first response professionals, clinical care providers and the community.

REFERENCES

1 Paradis N, Martin G, Rivers E, et al. Coronary perfusion pressure and the return of spontaneous circulation in human cardiopulmonary resuscitation. *JAMA* 1990;263(8):1106-1112.

2 Ochoa FJ, Ramalle-Gómara E, Lisa V, Saralegui I. The effect of rescuer fatigue on the quality of chest compressions. *Resuscitation*. 1998;37:149-52.

3 Hightower D, Thomas S, Stone C, Dunn K, March J. Decay in quality of closed-chest compressions over time. *Annals of Emergency Medicine*. 1995;26:300-303.

All information including comparative statements are valid as of January 2013.

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Fax 866 430 6115

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GDR 3303294_B

PHYSIO CONTROL

Meet the LUCAS® 3 Chest Compression System

LUCAS System

Smart. Hardworking. Built for the future.

The LUCAS chest compression system has been helping lifesaving teams around the world deliver high-quality, Guidelines-consistent compressions; in the field, on the move and in the hospital.

With over 12 years of clinical experience, we proudly present the third generation LUCAS device, built on the LUCAS legacy. The LUCAS 3 chest compression system has improved features to facilitate maintenance and handling and allows for new insights through easy, wireless access to device data.

LUCAS Case

Strong. Smart. Modern.

Hard Shell Case

- Polycarbonate
- Easy to clean
- Reflective badging
- Large multi-point handles
- Large zipper grips
- Adjustable backpack straps

Molded Design

- Compact, portable and durable
- Protected and organised inside
- Smart storage compartment of accessories (batteries, straps, suction cups)
- Can also be used with the LUCAS 2 device

Top Window

- Quick check of battery status (press MUTE button)

Charge Port (on back of hard shell case)

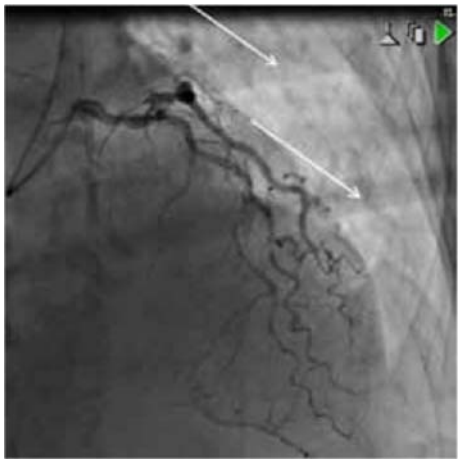
- Charge the device without removing from the case

LUCAS Slim Back Plate

Simple. Skinny.

Single Piece

- ~50% slimmer
- Easy to clean
- Tapered edge for easier adjustment
- Larger contact area for stability
- Additional attach points for transportation
- Can also be used also with LUCAS 2 devices



Cath Lab/Fluoroscopy

- Allows for emergency angiography/ angioplasty during ongoing LUCAS CPR
- Vague grid shadows in oblique views (see angiogram)
- For optimal performance; use PCI back plate (available separately)

LUCAS Device Connectivity

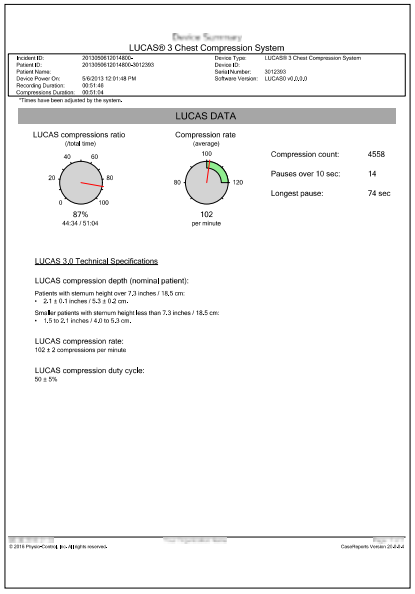
Connected. Insights.

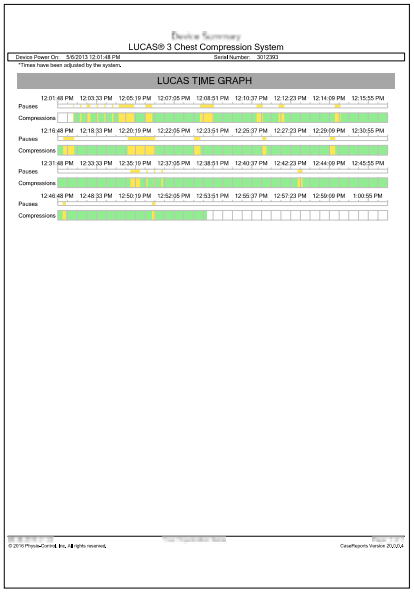
Data-Enabled

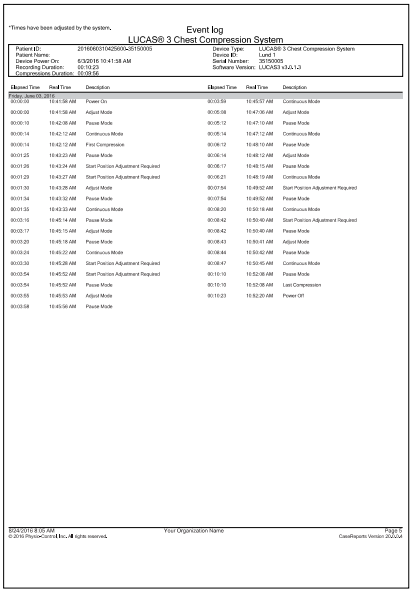
- Post-event performance reports for review
- Bluetooth® connectivity
- Easy to pair with PC/Windows®
- LUCAS Report Generator software

LUCAS Report Generator

- LUCAS chest compression statistics, pauses, user modes and device alarms and alerts
- Review LUCAS device performance data at the end of the case or shift
- Device summary, timeline and event log







Device Summary

- Quick glance dials of ratio and rate
- Compression and pause data

Time Graph

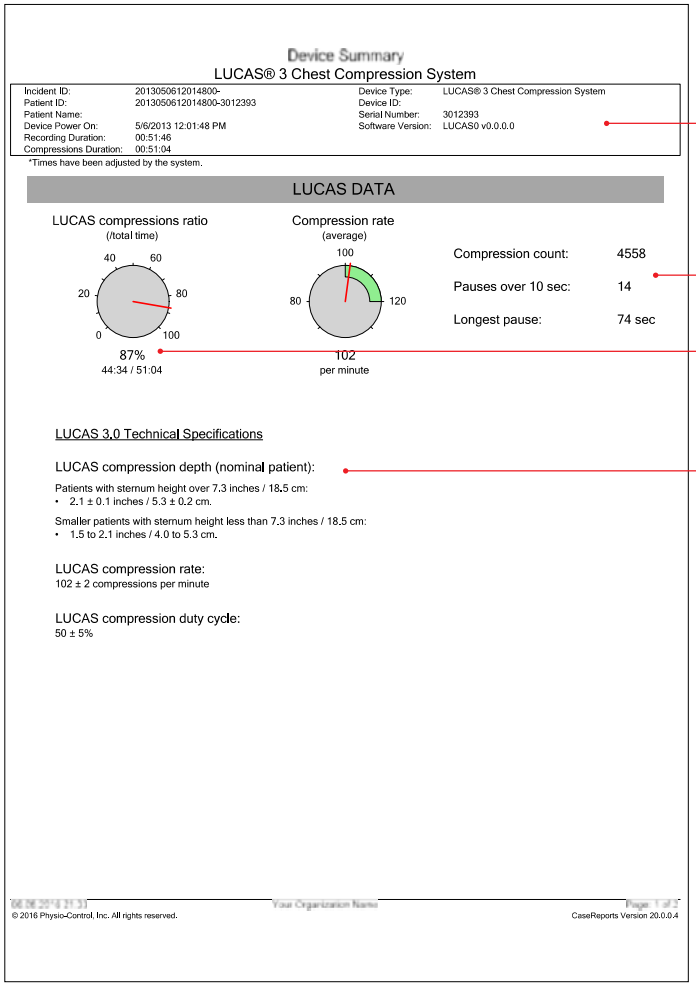
- Timeline from first LUCAS device compression to last
- Pauses automatically highlighted

Event Log

- Insight into user interaction, device operational mode, battery information and any alarms

LUCAS Device Report

Connected. Insights.



Device Summary
LUCAS® 3 Chest Compression System

Incident ID:	20130506120148O0-	Device Type:	LUCAS® 3 Chest Compression System
Patient ID:	20130506120148O0-3012393	Device ID:	
Patient Name:		Serial Number:	3012393
Device Power On:	5/6/2013 12:01:48 PM	Software Version:	LUCAS0 v0.0.0.0
Recording Duration:	00:51:46		
Compressions Duration:	00:51:04		

*Times have been adjusted by the system.

LUCAS DATA

LUCAS compressions ratio (/total time)

87%
44:34 / 51:04

Compression rate (average)

102
per minute

Compression count:	4558
Pauses over 10 sec:	14
Longest pause:	74 sec

LUCAS 3.0 Technical Specifications

LUCAS compression depth (nominal patient):

Patients with sternum height over 7.3 inches / 18.5 cm:
- 2.1 ± 0.1 inches / 5.3 ± 0.2 cm.

Smaller patients with sternum height less than 7.3 inches / 18.5 cm:
- 1.5 to 2.1 inches / 4.0 to 5.3 cm.

LUCAS compression rate:
102 ± 2 compressions per minute

LUCAS compression duty cycle:
50 ± 5%

CaseReports Version 20.0.0.4

Device Summary

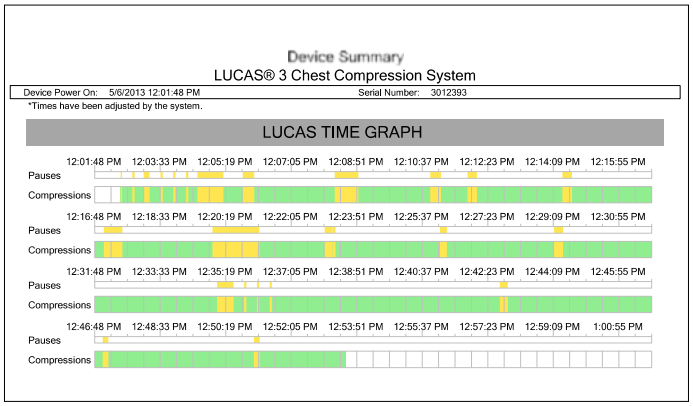
Device name, case date, case time and duration

Consistent, high-quality LUCAS compressions

Compression count, pauses >10 seconds and longest pause readout

Compression ratio between first and last LUCAS compression

LUCAS device technical specifications



Device Summary
LUCAS® 3 Chest Compression System

Device Power On: 5/6/2013 12:01:48 PM Serial Number: 3012393

*Times have been adjusted by the system.

LUCAS TIME GRAPH

12:01:48 PM 12:03:33 PM 12:05:19 PM 12:07:05 PM 12:08:51 PM 12:10:37 PM 12:12:23 PM 12:14:09 PM 12:15:55 PM
Pauses
Compressions

12:16:48 PM 12:18:33 PM 12:20:19 PM 12:22:05 PM 12:23:51 PM 12:25:37 PM 12:27:23 PM 12:29:09 PM 12:30:55 PM
Pauses
Compressions

12:31:48 PM 12:33:33 PM 12:35:19 PM 12:37:05 PM 12:38:51 PM 12:40:37 PM 12:42:23 PM 12:44:09 PM 12:45:55 PM
Pauses
Compressions

12:46:48 PM 12:48:33 PM 12:50:19 PM 12:52:05 PM 12:53:51 PM 12:55:37 PM 12:57:23 PM 12:59:09 PM 1:00:55 PM
Pauses
Compressions

Time Graph

- Time Axis
- Pauses (automatic by device or user initiated)
- Compressions (device only)

Specifications

Compressions

Compression Frequency: 102 ± 2 compressions per minute

Compression depth (nominal patient):

- 2.1± 0.1 inches / 53±2 mm for patients with sternum height greater than 7.3 inches / 185 mm
- 1.5 to 2.1 inches / 40 to 53 mm for patients with sternum height less than 7.3 inches / 185 mm

Compression/Decompression Duty Cycle: 50 ± 5%

Patients Eligible for Treatment:

- 6.7 to 11.9 inches / 17.0 to 30.3 cm sternum height (anterior – posterior)
- 17.7 inches / 44.9 cm chest width

The use of the LUCAS device is not restricted by patient weight.

Device specifications

Height x Width x Depth (assembled): 22.0 x 20.5 x 9.4 inches / 56 x 52 x 24 cm

Height x Width x Depth (stowed in backpack): 22.8 x 13.0 x 10.2 inches / 58 x 33 x 26 cm

Weight device with battery (no straps): 17.7 lbs / 8.0 kg

Device storage temperature: -4°F to +158°F / -20°C to +70°C

Device IP Classification: IP43

Operation

Power Source: Battery – Rechargeable Lithium-ion Polymer (LiPo),and (optional) external power supply or car cable

Battery run time (typical): 45 minutes (typical), prolonged operation time with (optional) external power supply or car power cable

External Power supply: 100-240VAC, 50/60Hz, 2.3A, Class II, Output 24VDC, 4.2A

Car Power Cable: Voltage / Current 10-28VDC / 0-10A

Operating temperature:

- +32°F to +104°F / +0°C to +40°C
- -4°F / -20°C for 1 hour after storage at room temperature

Battery specifications

Battery charge time:

Charged in the device using external power supply:

• Less than two hours at room temperature (+72°F/+22°C)

Charged in the external battery charger:

• Less than four hours at room temperature (+72°F/+22°C)

Battery weight: 1.3 lbs / 0.6 kg

Battery capacity: 3300 mAh (typical), 86 Wh

Battery voltage: 25.9 V

Interval for replacement of battery: recommendation to replace battery every 3 to 4 years or after 200 uses (of more than 10 minutes each time)

Battery charge temperature: +32°F to +104°F / +0°C to +40°C (+68°F to +77°F / +20°C to +25°C preferred)

Battery storage temperature: +32°F to +104°F / 0°C to +40°C (-4°F to +158°F / -20°C to +70°C ambient for less than a month)

Battery IP Classification: IP44

Data transmission post-event

Radio module: Bluetooth® v2.1 + EDR Class 1 - up to 3Mbps, Modulation method; 8DPSK, π/4 DQPSK, GFSKFSK, Operating channel; BT 2.4GHz: Ch. 0 to 78, Frequency range; 2.4000 to 2.4835 GHz, Radio frequency; Output Power (Bluetooth) Max + 10dBm

The LUCAS 3 device is for use as an adjunct to manual CPR when effective manual CPR is not possible (e.g., transport, extended CPR, fatigue, insufficient personnel).

For further information, please contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com

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Physio-Control Canada
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Mississauga, ON
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Toll free 800 895 5896
Fax 866 430 6115

Jolife AB, Scheelevägen 17, Ideon Science Park, SE-223 70 LUND, Sweden

PHYSIO CONTROL

ACCESSORIES BROCHURE

LUCAS® 2|3
Chest Compression System

GENUINE ACCESSORIES FROM PHYSIO-CONTROL

LUCAS 2|3 Chest Compression System

Thank you for choosing Physio-Control as your partner in helping save lives and improving patient care.

The LUCAS 3 chest compression system is shipped with one battery (dark grey), patient straps, stabilization strap, two suction cups, a hard shell carrying case and the Instructions for Use.

The LUCAS 2 chest compression system is shipped with one battery (light grey), patient straps, stabilization strap, three suction cups, a soft carrying case and the Instructions for Use.

In this catalog you will find the overview of accessories designed to meet your needs and optional power solutions. If you have any questions about accessories or disposables, please contact your Physio-Control representative.

Accessories for LUCAS 3 devices

LUCAS Carrying Case, Hard Shell

The LUCAS Hard Shell Case with Top Window for quick battery check and Rear Charge Port is the best way to protect your LUCAS device and carry your spare battery and accessories. Compatible with LUCAS 3 and LUCAS 2 devices.

11576-000081

LUCAS Back Plate, Slim

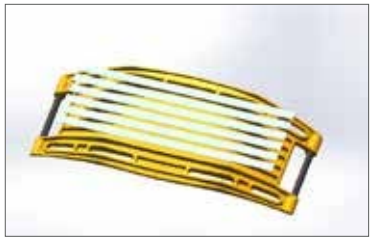
The slim, low profile back plate is easier to deploy, adjust, strap to transportation devices and clean. Compatible with LUCAS 3 and LUCAS 2 devices.

11576-000088

LUCAS Bumper integrated shaft seal, Black pair

The black rubber bumper accessory matches the colors of LUCAS 3 and is available to protect the hinge end caps.

11576-000092



Anti-slip tape, LUCAS Back Plate, Slim

The LUCAS back plate grip tape is designed to increase the friction of the back plate and to reduce the risk of the device slipping when in contact with other hard surfaces (e.g., spine boards). Six stripes in each pack.

11576-000089

11576-000090 (3-Pack)

Accessories for LUCAS 2 devices

LUCAS 2 Carrying Bag

LUCAS 2 device is stored and carried in a soft padded carrying bag complete with storage pouches for a spare battery and external power supply.

11576-000038

Standard LUCAS 2 Back Plate (Replacement)

Replacement LUCAS 2 Back Plate is available in the event of damage or contamination of original.

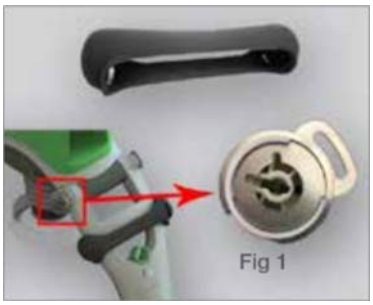
21996-000044

LUCAS 2 Back Plate Grip Tape

The LUCAS 2 Back Plate Grip Tape is designed to increase the friction of the back plate and to reduce the risk of the device slipping when in contact with other hard surfaces (e.g., spine boards).

11576-000052

11576-000053 (3-Pack)



LUCAS 2 Rubber Bumper with Integrated Shaft Seal (Pair)

If the hinges protected by the rubber bumper on your device support legs match Fig 1, please order the Rubber Bumper with the integrated shaft seal (pair). The majority of LUCAS 2 devices require this bumper.

11576-000072

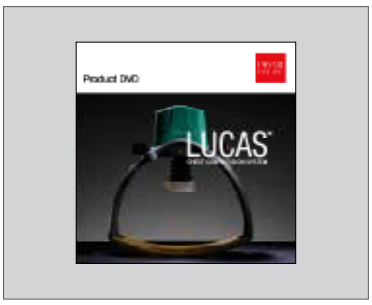
If you are still unsure which part you need, please contact customer support.

LUCAS 2 Rubber Bumper (Pair)

If your device has a plastic cap on the support leg hinges matching Fig 2, please order the Rubber Bumper without integrated shaft seal (pair). LUCAS 2 devices older than 2012 may require this bumper.

11576-000070

If you are still unsure which part you need, please contact customer support.



Product DVD

The LUCAS product DVD features an introduction on the physiology of CPR with Tim Phalen followed by a LUCAS 1 Inservice video and a LUCAS 2 Inservice video. A great DVD to have for new or refresher training.

21996-000043 (Inservice DVD)

Can also be found on physio-control.com/LUCAS

Shared Disposables, Batteries & Power Accessories

For use with LUCAS 3 or LUCAS 2 devices

LUCAS Disposable Suction Cup

LUCAS device has a disposable suction cup which can be easily changed after each use.
11576-000046 (3-Pack)
11576-000047 (12-Pack)

LUCAS Stabilization Strap

The cushion (new easier to clean material) and straps are used to provide further stabilization relative to the patient and to prevent downward movement of the LUCAS device during operation. Each package includes the neck strap and a pair of support leg straps.
21576-000074
21576-000075 (4-Pack)

LUCAS Patient Straps

The LUCAS patient straps are used to secure the patient's arms to the support legs of the LUCAS device during transportation.
11576-000050 (Pair)
11576-000051 (Pair, 3-Pack)

LUCAS Battery

The LUCAS battery is a rechargeable Lithium-Polymer (LiPo) battery which typically last for 45 minutes of operation. You can charge the battery quickly, less than 2 hours in the device if connected to the external power supply or car power cable, and less than 4 hours in the desktop charger.
11576-000080 (Dark Grey-LUCAS 3 device)
11576-000039 (Light Grey-LUCAS 2 device)
Either battery will work in either device, color is the only difference.

LUCAS Battery Desk-Top Charger

The external battery desk-top charger is a stand-alone unit intended to charge one LUCAS Battery. It typically takes less than 4 hours to charge the battery. A mounting bracket is included for space-saving installation. New dark grey color.
11576-000060 (U.S , Canada)

LUCAS Aux Power Supply (S/N 3009 0181 and above)

The external power supply (100-240VAC, 50/60 Hz) can be connected to the LUCAS device and supports prolonged operation as well as charging of the LUCAS Battery while in the device.
11576-000071 (U.S., Canada)

LUCAS Car Cable

The car cable (12-24V DC) can be connected to the LUCAS 2 or LUCAS 3 device. It supports prolonged operation as well as less than 2 hour charge time of the LUCAS 2 or LUCAS 3 Battery while in the device.
11576-000048

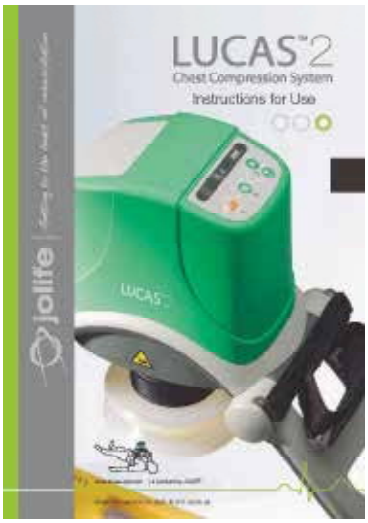
LUCAS PCI Back Plate

The carbon fiber LUCAS PCI Back Plate is intended specifically for use in the cath lab. It is fully radiotranslucent, with minimum shadows. The PCI Back Plate is compatible with LUCAS 2 and LUCAS 3 devices.
11576-000064

Instructions for Use and Training

LUCAS 3 Instructions for Use - Replacement (Version 3.0)

26500-003716 English (EN)
26500-003717 International-English (INTL-EN)
26500-003718 German (DE)
26500-003719 French (FR)
26500-003720 Dutch (NL)
26500-003721 Danish (DA)
26500-003722 Swedish (SV)
26500-003723 Norwegian (NO)
26500-003724 Finnish (FI)
26500-003725 Italian (IT)
26500-003726 Greek (EL)
26500-003727 Spanish (ES)
26500-003728 Portuguese (PT)
26500-003729 Czech (CS)
26500-003730 Polish (PL)
26500-003731 Hungarian (HU)
26500-003732 Russian (RU)
26500-003733 Japanese (JA)
26500-003734 Turkish (TR)
26500-003735 Croatian (HR)
26500-003736 Chinese (ZH)
26500-003737 Slovakian (SK)
26500-003738 Korean (KO)
26500-003739 Hebrew (HE)
26500-003740 Bulgarian (BG)
26500-003741 Romanian (RO)
26500-003742 Estonian (ET)
26500-003743 Latvian (LV)
26500-003744 Lithuanian (LT)
26500-003745 Slovenian (SL)
26500-003746 Icelandic (IS)
26500-003747 Serbian (SR)



LUCAS 2 Instructions for Use - Replacement (Version 2.2)

26500-003588 English (EN)
26500-003589 International-English (INTL-EN)
26500-003590 German (DE)
26500-003591 French (FR)
26500-003592 Dutch (NL)
26500-003602 Danish (DA)
26500-003593 Swedish (SV)
26500-003594 Norwegian (NO)
26500-003595 Finnish (FI)
26500-003596 Italian (IT)
26500-003597 Greek (EL)
26500-003598 Spanish (ES)
26500-003599 Portuguese (PT)
26500-003600 Czech (CS)
26500-003601 Polish (PL)
26500-003603 Hungarian (HU)
26500-003604 Russian (RU)
26500-003605 Japanese (JA)
26500-003606 Turkish (TR)
26500-003607 Croatian (HR)
26500-003608 Chinese (ZH)
26500-003609 Slovakian (SK)
26500-003610 Korean (KO)
26500-003648 Hebrew (HE)
26500-003649 Bulgarian (BG)
26500-003650 Romanian (RO)
26500-003651 Estonian (ET)
26500-003652 Latvian (LV)
26500-003653 Lithuanian (LT)
26500-003654 Slovenian (SL)

For version 2.1 please contact customer service.

LUCAS 3 or LUCAS 2 Training Device

The LUCAS 3 and LUCAS 2 Training Device is a non-clinical device intended for training purposes only. It should only be used on manikins.

LUCAS 3 **99576-000042**
LUCAS 2 **99576-000020**

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com

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Toll free 800 442 1142
Fax 800 426 8049

Physio-Control Canada
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L5N 8C3
Canada
Toll free 800 895 5896
Fax 866 430 6115

GDR 3330785_A

Section 8

NASPO ValuePoint Solicitation SW17300 (Reference Only)

The State of Oklahoma
OMES Central Purchasing

In conjunction with

Request for Proposals

Oklahoma Solicitation Number SW17300

NASPO ValuePoint Master Agreement for
AED Units and Accessories

November 29, 2016

Table of Contents

RFP Administrative Information

RFP Title:	AED Units and Accessories
RFP Project Description: (See Section 1.1)	The State of Oklahoma in conjunction with NASPO ValuePoint, is seeking Contractor(s) to provide Automated External Defibrillator (AED) units and accessories, including service and support options.
RFP Lead: (See Section 1.2)	Gerald Elrod II OMES Central Purchasing 5005 N. Lincoln Blvd. STE 300 Oklahoma City, OK 73105 Gerald.Elrod@omes.ok.gov 405/522-1037
Submit sealed proposal (if submitting manually): MANUAL PROPOSALS MUST BE RECEIVED AT THE PHYSICAL ADDRESS DESIGNATED FOR COURIER SERVICE AND TIME/DATE STAMPED BY THE IDAHO DIVISION OF PURCHASING PRIOR TO THE CLOSING DATE AND TIME.	Address for Courier: OMES Central Purchasing 5005 N. Lincoln Blvd. STE 300 Oklahoma City, OK 73105 Address for US Mail: OMES Central Purchasing 5005 N. Lincoln Blvd. STE 300 Oklahoma City, OK 73105
Pre-Proposal Conference: Pre-Proposal Conference Location: (See Section 2.3)	A non-mandatory pre-proposal teleconference will be held on Friday, December 9th, 2016 at 2:30pm Central. Pre-Registration is required for call-in information. Email the RFP lead to register.
Deadline to Receive Questions: (See Section 2.1)	December 16, 2016
Question & Answers: (See Section 2.1)	All questions, including those about Terms and Conditions, must be submitted via email to the RFP lead identified in the solicitation. Questions must be submitted by the deadline to receive questions.
RFP Closing Date: (See Section 1.3)	January 10, 2017
RFP Opening Date:	January 10, 2017
Initial Term of Contract and Renewals: (See Attachment A, Section 3)	The initial term of the Contract will be one (1) year with the option, upon mutual written agreement, for four (4) additional renewal periods of one (1) year each. Upon mutual agreement, the contract may be extended or amended.

TAKE NOTE OF THE 0.25% NASPO VALUEPOINT ADMINISTRATIVE FEE DETAILED IN SECTION 6 OF THE NASPO VALUEPOINT STANDARD TERMS AND CONDITIONS, WHICH MUST BE INCORPORATED INTO YOUR BASE PRICE. OTHER STATES, INCLUDING THE STATE OF IDAHO, MAY NEGOTIATE ADDITIONAL ADMINISTRATIVE FEES IN THEIR PARTICIPATING ADDENDA FOLLOWING AWARD OF A MASTER AGREEMENT.

REQUEST FOR PROPOSALS
AED Units and Accessories

Solicitation # SW17300

Section 1: NASPO ValuePoint Solicitation - General Information

1.1. Purpose

The State of Oklahoma, OMES Central Purchasing (Lead State) is requesting proposals for Automated External Defibrillator (AED) units, accessories, and service and support options in furtherance of the NASPO ValuePoint Cooperative Purchasing Program. The purpose of this Request for Proposals (RFP) is to establish Master Agreements with qualified offerors to provide AED units, accessories, and service and support options for all Participating States. The objective of this RFP is to obtain best value, and in some cases achieve more favorable pricing, than is obtainable by an individual state or local government entity because of the collective volume of potential purchases by numerous state and local government entities. The Master Agreement(s) resulting from this procurement may be used by state governments (including departments, agencies, institutions), institutions of higher education, political subdivisions (i.e., colleges, school districts, counties, cities, etc.), the District of Columbia, territories of the United States, and other eligible entities subject to approval of the individual state procurement director and compliance with local statutory and regulatory provisions. The initial term of the master agreement shall be one (1) year with renewal provisions as outlined in Section 3 of the NASPO ValuePoint Master Terms and Conditions (Attachment A).

It is anticipated that this RFP may result in Master Agreement awards to multiple contractors, in the Lead State's discretion.

This RFP is designed to provide interested Offerors with sufficient information to submit proposals meeting minimum requirements, but is not intended to limit a proposal's content or exclude any relevant or essential data. Offerors are encouraged to expand upon the specifications to add service and value consistent with state requirements.

This will replace the current AED contract, SW300, expiring in March of 2017.

1.2. Lead State, Solicitation Number and Lead State Contract Administrator

The State of Oklahoma, OMES Central Purchasing is the Lead State and issuing office for this document and all subsequent amendments relating to it. The reference number for the transaction is Solicitation # SW17300. This number must be referred to on all proposals, correspondence, and documentation relating to the RFP.

The Lead State Contract Administrator identified below is the single point of contact during this procurement process. Offerors and interested persons shall direct to the Lead State Contract Administrator all questions concerning the procurement process, technical requirements of this RFP, contractual requirements, changes, clarifications, and protests, the award process, and any other questions that may arise related to this solicitation and the resulting Master Agreement. The Lead State Contract Administrator designated by the State of Oklahoma, OMES Central Purchasing is:

Gerald Elrod II, Strategic Initiatives Purchasing Officer
State of Oklahoma, OMES Central Purchasing
5005 N. Lincoln Blvd., STE 300
Oklahoma City, OK 73105
Gerald.Elrod@omes.ok.gov
Phone: 405/522-1037

1.3 Schedule of Events

Solicitation Release:	November 29, 2016
Pre-Proposal Conference:	December 9, 2016, 2:30PM Central
Question Deadline:	December 14, 2016
Closing Date and Time:	January 10, 2017
Anticipated Award Date:	TBD

All times are 3:00PM Central time unless indicated otherwise.

1.4. Definitions

The following definitions apply to this solicitation. Attachment A also contains definitions of terms used in this solicitation and the NASPO ValuePoint Master Agreement Terms and Conditions.

Lead State means the State conducting this cooperative procurement, evaluation, and award.

Offeror means the company or firm who submits a proposal in response to this RFP.

Proposal means the official written response submitted by an Offeror in response to this RFP.

"Request for Proposals" or "RFP" means the entire solicitation document, including all parts, sections, exhibits, attachments, and amendments.

1.5. NASPO ValuePoint Background Information

NASPO ValuePoint (formerly known as WSCA-NASPO) is a cooperative purchasing

program of all 50 states, the District of Columbia and the territories of the United States. The Program is facilitated by the NASPO Cooperative Purchasing Organization LLC, a nonprofit subsidiary of the National Association of State Procurement Officials (NASPO), doing business as NASPO ValuePoint. NASPO is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO ValuePoint facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states, the District of Columbia, and territories of the United States. For more information, consult the following websites www.naspovaluepoint.org and www.naspo.org.

1.6. Participating States

In addition to the Lead State conducting this solicitation, the following Participating States have requested to be named in this RFP as potential users of the resulting Master Agreement: Alaska, Connecticut, Florida, Hawaii, Illinois, Missouri, New Mexico, North Dakota, Oregon, Utah, and Virginia. Other entities may become Participating Entities after award of the Master Agreement. Some States may have included special or unique terms and conditions for their state that will govern their state Participating Addendum. These terms and conditions are being provided as a courtesy to proposers to indicate which additional terms and conditions may be incorporated into the state Participating Addendum after award of the Master Agreement. The Lead State will not address questions or concerns or negotiate other States' terms and conditions. The Participating States shall negotiate these terms and conditions directly with the supplier. State-specific terms and conditions are included in Attachments H-L.

1.7. Anticipated Usage

Attachment G contains the historical usage data from the previous contract and anticipated usage from additional states who have indicated an interest in participating. No minimum or maximum level of sales volume is guaranteed or implied.

Section 2: Solicitation Requirements, Information and Instructions to Offerors

2.1. RFP Question and Answer Process

All questions, including those about Terms and Conditions, must be submitted in writing, via email, to the Contract Administrator listed on the RFP. Questions must be submitted by the question deadline date and time shown in Section 1.3 (Schedule of Events). Answers will be given via the State of Oklahoma Solicitation site as soon as possible.

The Lead State may refuse to answer questions received after the deadline to receive questions.

The identity of prospective Offerors will not be published with the answers, but the text of questions will be restated, so Offerors are cautioned about including context in questions that may reveal the source of questions.

2.2. RFP Amendments

Formal changes to this RFP, including, but not limited to contractual terms and procurement requirements shall only be changed via formal written amendments issued by the Lead State.

The Lead State accepts no responsibility for a prospective Offeror not receiving solicitation documents and/or revisions to the solicitation. It is the responsibility of the prospective Offeror to monitor the State of Oklahoma Solicitation Site to obtain RFP amendments or other information relating to the RFP.

2.3. Pre-Proposal Conference

The Pre-Proposal conference will be held on Friday, December 9, 2016 at 2:30 PM Central via webinar. To access the webinar, please email the contract lead to preregister.

2.4. Proposal Due Date

Proposals must be received by the posted closing date and time as described in the Schedule of Events in Section 1.3 of this RFP. Proposals received after the deadline will be late and rejected.

2.5. Cancellation of Procurement

This RFP may be canceled at any time prior to award of the Master Agreement(s) if the Lead State determines such action to be in the collective best interest of Participating States.

2.6. Governing Laws and Regulations

This procurement is conducted by the State of Oklahoma, OMES Central Purchasing, in accordance with the Statutes and Rules of the State of Oklahoma.

This procurement shall be governed by the regulations and laws of the State of Oklahoma. Venue for any administrative or judicial action relating to this procurement, evaluation, and award shall be in the State of Oklahoma. The provisions governing choice of law and venue for issues arising after award and during contract performance are specified in Section 35 of the NASPO ValuePoint Master Agreement Terms and Conditions in Attachment A.

2.7. Firm Offers

Responses to this RFP, including proposed costs, will be considered firm for 180 business days after the proposal due date, without exception.

2.8. Right to Accept All or Portion of Proposal

Unless otherwise specified in the solicitation, the Lead State may accept any item or combination of items as specified in the solicitation or of any proposal unless the Offeror expressly restricts an item or combination of items in its Proposal and conditions its response on receiving all items for which it provided a proposal. In the event that the Offeror so restricts its Proposal, the Lead State may consider the Offeror's restriction and evaluate whether the award on such basis will result in the best value to the Lead State and the NASPO ValuePoint program. The Lead State may otherwise determine at its sole discretion that such restriction is non-responsive and render the Offeror ineligible for further evaluation.

2.9. Proposal Content and Format Requirements

Proposals must be detailed and concise. Each Proposal must be labeled and organized in a manner that is congruent with the requirements and terminology used in this RFP and must include a point by point response, structured in form and reference to the RFP, addressing all requirements and the Scope of Work elements.

2.10. Proposal Submission Instructions

Proposals must be received by the posted closing date and time. Proposals received after the closing date and time will be late and rejected.

You may mail or drop off hard copies to the State of Oklahoma, OMES Central Purchasing, 5005 N. Lincoln Blvd., STE 300, Oklahoma City, OK 73105.

An Offeror shall submit to the Lead State Contract Administrator one (1) original hard copy and seven (7) electronic copies of the Proposal (less Proposal Pricing Page) including all required supporting information and documents on or before the closing date and time. Proposers shall submit one (1) original Proposal marked "MASTER." Envelopes, packages or boxes containing the original and the copies must be clearly

labeled and submitted in a sealed envelope, package, or box bearing the following information:

- ☒ Name of Proposer
- ☒ RFP Number
- ☒ Closing Date and Time

If discrepancies are found between the copies, or between the original hard copy and electronic copies, the original hard copy will provide the basis for resolving discrepancies. Each electronic copy must be submitted on a separate CD ROM, DVD or USB flash drive and must be in searchable PDF or MS-WORD 2003 or later format. Documents requiring signature must be signed and scanned, however, no other scanned documents will be accepted.

An Offeror shall submit one (1) original hard copy and seven (7) electronic copies of the Cost Proposal Form(s) (Attachment C) in a separate, sealed envelope, labeled accordingly and placed in sealed carton(s) or package(s) as described above. Prices must be submitted using the unmodified Cost Proposal Form (Attachment C). Each electronic copy must be submitted on a separate CD ROM, DVD or USB flash drive and must be in searchable PDF or MS-WORD 2003 or later format. **Do not include Proposal Pricing Page on the same CD-ROM or USB flash drive as the technical proposal.**

Proposers are solely responsible for ensuring that their Proposals are received by the Lead State in accordance with these solicitation requirements, before the closing date and time, and at the place specified on the cover sheet of this RFP. The Lead State shall not be responsible for any delays in mail or by common carriers or by transmission errors or delays or mistaken delivery. Proposal deliveries made to another location other than to the address identified on the cover sheet of this RFP will be considered non-responsive unless re-delivery is made to the address identified on the cover sheet of this RFP before the closing date and time. **Proposals may NOT be submitted by facsimile or email.**

2.11 Required Format

All Proposals must be submitted in the following format. Detailed information on submitting each of these sections is provided in later sections of this RFP.

1. **Table of Contents.** All Proposals should include a Table of Contents listing the page number and location of each section of the Offeror's response.
2. **Administrative Forms**. The Lead State's Administrative forms (Attachment D), completed and signed.
3. **Executive Summary.** The one or two page executive summary is to briefly describe the Offeror's Proposal. This summary should highlight the major features of the Proposal. It must indicate any requirements that cannot be met by the Offeror. The Lead State should be able to determine the essence of the

Proposal by reading the executive summary.

4. **Offeror Profile.** A brief profile of the offeror should be included. The following information should be included in the profile:
    a. Your company's full legal name.
    b. Primary business address.
    c. Describe your company ownership structure.
    d. Employee size (number of employees).
    e. Website.
    f. Sales contact information.
    g. A brief history of your company and the year it was founded.
5. **Technical Response.** This section should constitute the technical response of the Proposal and must contain at least the following information:
    A. A complete narrative of the Offeror's assessment of the work to be performed, the Offerors ability and approach, and the resources necessary to fulfill the requirements. This should demonstrate the Offeror's understanding of the desired overall performance expectations and clearly indicate any options or alternatives proposed.
    B. A specific point-by-point response, in the order listed, to each requirement in the RFP and scope of work (Attachment B).
6. **Cost Proposal.** Cost will be evaluated independently from the technical proposal. Please enumerate all costs on the attached Cost Proposal Forms (Attachment C).

    The Cost Proposal is to be submitted as a separate document. Inclusion of any cost or pricing data within the technical proposal may result in your Proposal being deemed non-responsive.
7. **Usage Fee and Reporting Plan.** The detailed plan for meeting the Usage Fee and Reporting requirements of this RFP. This plan should provide a comprehensive description of how the Offeror plans to collect and deliver the data and fees required by NASPO ValuePoint and Participating States.
8. **Approved Distributors.** Contracts will exclusively be awarded to manufacturers. Offerors should include on the provided form (Attachment E) the requested information for all authorized distributors.

2.12. Ownership or Disposition of Proposals and Other Materials Submitted

All Proposals and other materials submitted in response to this RFP shall be the property of the State of Oklahoma and subject to the Oklahoma Public Open Records Act.

2.13. Confidential or Proprietary Information

Financial or proprietary information submitted by an Offeror may be designated by the Purchasing Director as confidential and the procurement entity may reject all requests to disclose information designated as confidential pursuant to 62 O.S. (2012) § 34.11.1(H)(2) and 74 O.S. (2011) § 85.10. Offerors claiming any portion of their Proposal as proprietary or confidential must specifically identify what documents or portions of documents they consider confidential and identify applicable law supporting their claim of confidentiality. The State Purchasing Director shall make the final decision as to whether the documentation or information is confidential pursuant to 74 O.S. § 85.10. Otherwise, documents and information an Offeror submits as part of or in connection with a Proposal are public records and subject to disclosure after contract award or the solicitation is cancelled.

Confidential Information

Offerors should be aware that marking any portion of a Proposal as "confidential", "proprietary" or "trade secret" may exclude it from evaluation or consideration for award. In the event that a limited amount of confidential and proprietary information is deemed necessary by the Offeror to respond to solicitation, any such information must be included in a separate section of the Offeror's Proposal response clearly marked as "CONFIDENTIAL AND PROPRIETARY INFORMATION". Do not incorporate confidential and proprietary information throughout the Proposal response. Rather, provide a reference in the Proposal response directing the reader to the CONFIDENTIAL AND PROPRIETARY INFORMATION section. Elements of the Proposal that define the contractual requirements, such as approaches to the statement of work, prices, and schedule, may not be marked as confidential and proprietary. Proposals not complying with these instructions for identification and segregation of confidential and proprietary information may be rejected.

Information included in the CONFIDENTIAL AND PROPRIETARY INFORMATION section of an Offeror's Proposal is not automatically accepted and protected. All information identified in the CONFIDENTIAL AND PROPRIETARY INFORMATION section will be subject to review by the Lead State in accordance with the procedures prescribed by the Lead State's open records statute, freedom of information act, or similar law.

Redacted Proposal Response

In the event that an Offeror includes a CONFIDENTIAL AND PROPRIETARY INFORMATION section in their Proposal response, an electronic redacted copy of the offeror's Proposal (as accepted) must be submitted with the final Proposal (e.g. a best and final offer) or as otherwise directed by the Lead State. Offeror acknowledges that any information in the redacted copy of their Proposal response will be made public.

2.14. Offeror Exceptions to Terms and Conditions

The Lead State discourages exceptions to contract terms and conditions in the RFP, attached Participating Entity terms and conditions (if any), and the NASPO ValuePoint Master Agreement Terms and Conditions. Exceptions may cause a Proposal to be rejected as nonresponsive when, in the sole judgment of the Lead State (and its evaluation team), the Proposal appears to be conditioned on the exception or correction of what is deemed to be a deficiency or unacceptable exception would require a substantial Proposal rewrite to correct.

Offerors should identify or seek to clarify any problems with contract language or any other document contained within this RFP through their written inquiries about the RFP using the process in Section 2.1.

Moreover, Offerors are cautioned that award may be made on receipt of initial Proposals without clarification or an opportunity for discussion, and the nature of exceptions would be evaluated. Further, the nature of exceptions will be considered in the competitive range determination if one is conducted. In the sole discretion of the Lead State, exceptions may be evaluated to determine the extent to which the alternative language or approach proposed is unreasonable, additional risk to Participating States, is judged to inhibit achieving the objectives of the RFP, or whose ambiguity makes evaluation difficult and a fair resolution (available to all Offerors) impractical, given the timeframe for the RFP. Exceptions may result in a Proposal being rejected as non-responsive and the Lead State is under no obligation to consider exceptions.

2.15 Certification of Non-Debarment

By submitting a Proposal in response to this solicitation, the prospective primary participant and any subcontractor certifies, to the best of their knowledge and belief, that they and their principals or participants:

Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal, State or local department or agency;

Have not within a three-year period preceding this Proposal been convicted of or pled guilty or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) contract; or for violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated above; and

Have not within a three-year period preceding this Proposal had one or more public (Federal, State, or local) contracts terminated for cause or default.

Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to its solicitation response. Additionally, where the prospective primary participant is unable to certify to any of the statements in this certification, the Lead State reserves the right to deem the Offeror's proposal non-responsive.

Section 3: Evaluation and Award

3.1. Right to Waive Minor Irregularities

"Minor irregularity", "minor deficiency" or "minor informality" means an immaterial defect in a Proposal or variation in a Proposal from the exact requirements of a solicitation that may be corrected or waived without prejudice to other Offerors. A minor irregularity, minor deficiency or informality does not affect the price, quantity, quality, delivery or conformance to specifications and is negligible in comparison to the total cost or scope of the acquisition.

The State Purchasing Director may waive minor irregularities, deficiencies or informalities in a Proposal if the State Purchasing Director determines the irregularities, deficiencies or informalities do not prejudice the rights of other Offerors, or are not a cause for Proposal rejection.

3.2 Discussions With Offerors.

The Lead State reserves the right to award on receipt of initial Proposals without an opportunity for discussion or Proposal revision, so Offerors are encouraged to submit their most favorable Proposal at the time established for receipt of Proposals. Offerors shall be accorded fair and equal treatment with respect to any opportunity for discussion and/or written revisions of Proposals. In conducting discussions, there shall be no disclosure of any information derived from Proposals submitted by competing Offerors.

In accordance with Oklahoma Statutes, 74 O.S. § 85.5, the State of Oklahoma reserves the right to negotiate with one, selected, all or none of the Offerors responding to this solicitation to obtain the best value for the Lead State. Negotiations could entail discussions on products, services, pricing, contract terminology or any other issues that mitigate the Lead State's risks. The Lead State will consider all issues negotiable and not artificially constrained by internal corporate policies. Negotiation may be with one or more Offerors, for any and all items in the Offeror's Proposal.

Firms that contend that they lack flexibility because of their corporate policy on a particular negotiation item may face a significant disadvantage and may not be considered. If such negotiations are conducted, the following conditions shall apply:

Negotiations may be conducted in person, in writing, or by telephone.

Negotiations will only be conducted with Offerors' that submitted potentially acceptable Proposals. The State reserves the right to limit negotiations to those Proposals that received the highest rankings during the initial evaluation phase.

Terms, conditions, prices, methodology, or other features of the Offeror's Proposal may be subject to negotiations and subsequent revision. As part of the negotiations, the Offeror may be required to submit supporting financial, pricing, and other data in order to allow a detailed evaluation of the feasibility, reasonableness, and acceptability of the Proposal.

The mandatory requirements of the RFP shall not be negotiable and shall remain unchanged unless the Lead State determines that a change in such requirements is in the best interest of the Lead State.

BEST and FINAL – The state may request best and final offers if deemed necessary, and will determine the scope and subject of any best and final request; however, the Offeror should not expect that the state will ask for best and finals to give the Offeror an opportunity to strengthen your Proposal. Therefore, the Offeror should submit its best offer based on the terms and conditions set forth in this solicitation.

3.3. Award of Master Agreement(s)

Award shall be made to the Offeror(s) whose Proposal is the most advantageous to the Lead State and Participating States, taking into consideration price and the other evaluation factors set forth in this RFP.

Awards will be made by the following categories: Public Access and Infrequent User AEDs, First Responder AEDs, and Professional Defibrillators. The specifications for each category can be found in Attachment B – Scope of Work. The State reserves the right to issue an award to an Offeror across all responsive categories if an Offeror meets the award criteria for any category or categories.

3.4 Evaluation Process

Phase 1: In the initial phase of the evaluation process, the Lead State will review all Proposals timely received. Unacceptable Proposals (non-responsive Proposals not conforming to RFP requirements) will be eliminated from further consideration.

Phase 2: Technical Proposal Evaluation

Acceptable and potentially acceptable Proposals will be evaluated against the Proposal evaluation criteria, including an Offeror's technical proposal, support proposal and value added proposal.

The Technical Proposal Evaluation will be worth 35% of the total weight of the evaluation.

Phase 3: Cost Proposal Evaluation:

Evaluation of Cost Proposals: The Offeror with the lowest cost will receive the maximum points. All other Offerors will receive points as determined by the ratio* of their costs to the lowest cost. Final cost scores will be calculated based on the following:

*Ratio Calculation: Points assigned to each Offerors cost proposal will be based on the lowest proposal cost. The Offeror with the lowest proposed cost will receive 100% of the cost points. All other Offerors will receive a portion of the total cost points based on what percentage higher their Proposed Cost is than the Lowest Proposed Cost. The formula to compute the points is: Cost Points x (Proposed Cost/Lowest Proposed Cost).

The cost proposal will be worth 35% of the total weight of the evaluation.

Phase 4: Usage Fee and Reporting Plan Evaluation:

The Offerors' usage fee and reporting plans will be evaluated based upon the thoroughness and feasibility of the included plan.

The usage fee and reporting plan will be worth 15% of the total weight of the evaluation.

Phase 5: Distributor Network Evaluation:

The Offerors' listed approved distributors will be reviewed and evaluated based on an Offeror's ability to provide service to all States, all Participating States or a subset of Participating States.

The distributor network proposal will be worth 15% of the total weight of the evaluation.

3.5. Notice of Intent to Award

After a final selection is made, the Lead State will issue an intent-to-award announcement on its electronic procurement system. Proposal files are public records and available for review at the offices of the Lead State by appointment.

3.6. Protest

A protest must be submitted in writing to the Lead State's Purchasing Director and must be received within ten (10) calendar days after the date of the intent-to-award. Award protests must meet the requirements of Lead State's statutes, regulations and rules to be considered. The Lead State will not consider any protests that are received after this deadline.

The Lead State will address all timely submitted protests that are in accordance with their statutes, regulations and rules and the Lead State will issue a written decision to the Offeror who submitted the protest. Protests that do not include the information required by the Lead State's statutes, regulations and rules may be rejected by Lead State. The Lead State will receive protests in the following form:

Letter submitted to the Oklahoma State Purchasing Director

3.7. Post Award Formalization of the Master Agreement

The Lead State reserves the right during contract negotiation of the Master Agreement to adjust terms and conditions that would not (in the Lead State's judgment) have a material effect on price, schedule, scope of work, or risk to the Lead State and Participating States, with materiality defined in terms of the effect on the evaluation and award. The Lead State reserves the right to accept contract or pricing changes that are more favorable to the Lead State.

If no Master Agreement is reached with the apparent awardee, the Lead State may negotiate with other Offerors or elect to make no award under this RFP.

Section 4: Administrative and Technical Response Requirements

This section contains technical requirements pertaining to the RFP for Automated External Defibrillator (AED) units and accessories, service and support. Other sections of this RFP contain additional requirements that must be met in order to be considered responsive. Offerors must identify in their Proposal how their company meets (or exceeds) all requirements listed in Section 4 of this RFP.

4.1. Mandatory Minimum Administrative Proposal Requirements

This section contains the minimum requirements that must be met in order to be considered for the evaluation phase. All of the items described in this section are non-negotiable. All Offerors must state willingness and demonstrate ability to satisfy these requirements in the Proposal submitted for consideration.

a. Contractor Single Point of Contact.

All Offerors must include a single point of contact in their Proposal. This single point of contact shall be the primary person the Lead State may contact in regards to the resulting Master Agreement.

b. Compliance with Specifications

All Offerors must meet or exceed the specifications listed in the Category for which an Offeror's device is being bid. Inability to meet the listed specifications may result in disqualification of the device being bid as non-responsive.

4.2. NASPO ValuePoint Master Agreement Statement of Compliance

NASPO ValuePoint Master Agreement(s) resulting from this RFP will constitute the final agreement except for negotiated terms and conditions specific to a Participating Entity's Participating Addendum.

The Master Agreement will include, but not be limited to, the NASPO ValuePoint Standard Terms and Conditions in Attachment A and Lead State specific terms and conditions required to execute a Master Agreement, the Scope of Work (Attachment B) and selected portions of the Offeror's Proposal.

This section highlights particular terms and conditions of NASPO ValuePoint Master Agreement Terms and Conditions, although Offerors will be bound to all the terms and conditions when executing a Master Agreement as shown in Attachment A. Offerors

must include a statement in their Proposal that they have read and understand all of the terms and conditions as shown in the Master Agreement (Attachment A).

4.2.a. Insurance

To be eligible for award, the Offeror agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state at the prescribed levels set forth in Section 21 of the NASPO ValuePoint Master Agreement Terms and Conditions. Describe your insurance or plans to obtain insurance satisfying the requirements in Section 21.

4.2.b NASPO ValuePoint Administrative Fee and Reporting Requirements

To be eligible for award, the Offeror agrees to pay a NASPO ValuePoint administrative fee as specified in Section 6 of the NASPO ValuePoint Master Agreement Terms and Conditions. Moreover, specific summary and detailed usage reporting requirements are prescribed by Section 7 of the NASPO ValuePoint Master Agreement Terms and Conditions.

Offerors shall include with their response a detailed usage fee and reporting plan, as described in Section 6 of the RFP.

4.2.c NASPO ValuePoint eMarket Center

To be eligible for award, the Offeror agrees, by submission of a Proposal, to cooperate with NASPO ValuePoint and SciQuest (and any authorized agent or successor entity to SciQuest) to integrate its presence in the NASPO ValuePoint eMarket Center either through an electronic catalog (hosted or punchout site) or unique ordering instructions. Refer to Attachment A, Section 9, NASPO ValuePoint Master Agreement Terms and Conditions for the prescribed requirements.

Those terms and conditions require as a minimum that the Offeror agrees to participate in development of ordering instructions. Offeror shall respond how they can support the eMarket Center in the Proposal through either a hosted catalog or punchout solution.

4.3 Lead State Terms and Conditions.

Refer to Attachment H for the Lead State Special Terms and Conditions that apply to this solicitation. Offeror shall indicate in their Proposal that they have read and understand all of the requirements shown in the Lead State Special Terms and Conditions.

4.4 Participating State Terms and Conditions.

As a courtesy to Offerors, some Participating States' specific Terms and Conditions are provided as Attachments to this solicitation. These are for informational purposes only

and will be negotiated with other Participating States after award of the Master Agreement. Each State reserves the right to negotiate additional terms and conditions in its Participating Addendums. Offerors shall submit a statement that they understand they may be required to negotiate these additional terms and conditions when executing a Participating Addendum.

4.5 Promotion of the NASPO ValuePoint Master Agreement

The NASPO ValuePoint Master Agreement Terms and Conditions include program provisions governing participation in the cooperative, reporting and payment of administrative fees, and marketing/education relating to the NASPO ValuePoint cooperative procurement program. In this regard:

a. Briefly describe how you intend to promote the use of the Master Agreement.

b. Knowing that state procurement officials (CPO) must permit use of the Master Agreement in their state, how will you integrate the CPO's permission into your plan for promoting the agreement?

c. Public entities are sensitive to "scope" issues, that is, whether performance is within the intended scope of the solicitation as awarded. In the context of your method of promoting agreements of this nature, how would you clarify any questions regarding the scope of the agreement with respect to any potential order?

d. How will your company manage due dates for administrative fee payments and usage reports?

e. Through its Cooperative Development Coordinators and Education & Outreach team, NASPO ValuePoint assists Lead States by engaging vendors in strategies aimed at promoting master agreements. What opportunities and/or challenges do you see in working with NASPO ValuePoint staff in this way?

4.6 Scope of Work

Offerors shall demonstrate in their Proposal how they meet or exceed the requirements of each section of the Scope of Work in Attachment B. Offerors shall show each requirement and its response in their Proposal.

Section 5: Price and Cost Proposal

Cost proposals will be evaluated independent of the technical evaluation. Cost proposal must be submitted to the Lead State as a separate document in Offeror's Proposal. **Do not embed cost proposal in the technical proposal response.**

Offeror shall provide detailed costs for all costs associated with the responsibilities and related services, per Attachment C.

Cost for the NASPO ValuePoint Master Agreements shall be based on the following:

Offeror must submit cost, prices and rates as required by Cost Proposal Forms (Attachment C). Prices and rates shall include all anticipated charges, including, but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs and expenses incidental to the Offeror's performance.

Any travel costs must be included in the cost of the products and services being bid. No billing for travel will be allowed under this contract.

The Lead State is exempt from federal excise taxes and no payment will be made for any taxes levied on the Offeror's or any Subcontractor's employee's wages. The Lead State will pay for any applicable Lead State or local sales or use taxes on the products provided or the services rendered. If required by Lead State, taxes shall be included as a separate line item on an Offeror's invoice. The tax rules with respect to other Participating Entities may vary and are expected to be addressed in the Participating Addenda.

All prices and rates offered shall be guaranteed for the initial term of the Master Agreement. Any request for price or rate adjustment following the initial Master Agreement term is subject to the requirements detailed in Section 11 of the NASPO ValuePoint Master Agreement Terms and Conditions.

Section 6: Usage Fee and Reporting Plan

Offerors shall include in their proposal a detailed plan for meeting the usage fee and reporting requirements of NASPO ValuePoint and Participating States. All information within the plan must be kept current, with NASPO ValuePoint and the Lead State Contract Administrator being notified of any changes to the usage fee and reporting plan immediately.

The plan shall include, but not be limited to, the following components:

Offerors shall identify the person responsible for providing the mandatory usage

reports.

Offerors shall identify the method and frequency in which usage data will be collected from authorized distributors.

Offerors shall identify the method by which usage fees will be distributed to NASPO ValuePoint and applicable Participating States.

Offerors shall identify the method in which up to date information will be provided to NASPO ValuePoint and the Lead State Contract Administrator.

Attachment A: NASPO ValuePoint Master Agreement Terms and Conditions

1. Master Agreement Order of Precedence

a. Any Order placed under this Master Agreement shall consist of the following documents:

(1) A Participating Entity's Participating Addendum ("PA");
(2) NASPO ValuePoint Master Agreement Terms & Conditions;
(3) A Purchase Order issued against the Master Agreement;
(4) The Scope of Work, Attachment B to the RFP;
(5) The Solicitation or, if separately executed after award, the Lead State's bilateral agreement that integrates applicable provisions;
(6) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State.

b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

2. Definitions

Acceptance is defined by the applicable commercial code, except Acceptance shall not occur before the completion of delivery in accordance with the Order, installation if required, and a reasonable time for inspection of the Product.

Contractor means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

Embedded Software means one or more software applications which permanently reside on a computing device.

Intellectual Property means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

Lead State means the State centrally administering any resulting Master Agreement(s).

Master Agreement means the underlying agreement executed by and between the Lead State, acting on behalf of the NASPO ValuePoint program, and the Contractor, as now or hereafter amended.

NASPO ValuePoint is the NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of NASPO ValuePoint. NASPO ValuePoint facilitates administration of the NASPO cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states, the District of Columbia, and territories of the United States. NASPO ValuePoint is identified in the Master Agreement as the recipient of reports and may perform contract administration functions relating to collecting and receiving reports as well as other contract administration functions as assigned by the Lead State.

Order or **Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

Participating Addendum means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

Participating Entity means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

Participating State means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity; however, a Participating State listed in the Request for Proposals is not required to participate through execution of a Participating Addendum.

Product means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The terms “Products, supplies and services”, and “products and services” are used interchangeably in this RFP and these terms and conditions…

Purchasing Entity means a state (as well as the District of Columbia and U.S territories), city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, that issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

NASPO ValuePoint Program Provisions

3. Term of the Master Agreement

a. The initial term of this Master Agreement is for one year. This Master Agreement may be extended beyond the original contract period for four additional years at the Lead State's discretion and by mutual agreement and upon review of requirements of Participating Entities, current market conditions, and Contractor performance.

b. The Master Agreement may be extended for a reasonable period of time, not to exceed six months, if in the judgment of the Lead State a follow-on, competitive procurement will be unavoidably delayed (despite good faith efforts) beyond the planned date of execution of the follow-on master agreement. This subsection shall not be deemed to limit the authority of a Lead State under its state law otherwise to negotiate contract extensions.

4. Amendments

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written agreement of the Lead State and Contractor.

5. Participants and Scope

a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The NASPO ValuePoint Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.

b. Use of specific NASPO ValuePoint cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.

c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating Entities who are states are limited to the orders placed by the departments or other state agencies and

institutions having available funds. Participating Entities who are states incur no financial obligations on behalf of other Purchasing Entities. Contractor shall email a fully executed PDF copy of each Participating Addendum to PA@naspovaluepoint.org to support documentation of participation and posting in appropriate data bases.

d. NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.

e. Participating Addenda shall not be construed to amend the following provisions in this Master Agreement between the Lead State and Contractor that prescribe NASPO ValuePoint Program requirements: Term of the Master Agreement; Amendments; Participants and Scope; Administrative Fee; NASPO ValuePoint Summary and Detailed Usage Reports; NASPO ValuePoint Cooperative Program Marketing and Performance Review; NASPO ValuePoint eMarketCenter; Right to Publish; Price and Rate Guarantee Period; and Individual Customers. Any such language shall be void and of no effect.

f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located. Coordinate requests for such participation through NASPO ValuePoint. Any permission to participate through execution of a Participating Addendum is not a determination that procurement authority exists in the Participating Entity; they must ensure that they have the requisite procurement authority to execute a Participating Addendum.

g. **Resale.** "Resale" means any payment in exchange for transfer of tangible goods, software, or assignment of the right to services. Subject to any specific conditions included in the solicitation or Contractor's Proposal as accepted by the Lead State, or as explicitly permitted in a Participating Addendum, Purchasing Entities may not resell Products (the definition of which includes services that are deliverables). Absent any such condition or explicit permission, this limitation does not prohibit: payments by employees of a Purchasing Entity for Products; sales of Products to the general public as surplus property; and fees associated with inventory transactions with other governmental or nonprofit entities and consistent with a Purchasing Entity's laws and regulations. Any sale or transfer permitted by this subsection must be consistent with license rights granted for use of intellectual property.

6. Administrative Fees

a. The Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than sixty (60) days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The NASPO ValuePoint Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with the Proposal.

b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the NASPO ValuePoint Administrative Fee percentage or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee. The NASPO ValuePoint Administrative Fee in subsection 6a shall be based on the gross amount of all sales (less any charges for taxes or shipping) at the adjusted prices (if any) in Participating Addenda.

7. NASPO ValuePoint Summary and Detailed Usage Reports

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following NASPO ValuePoint reports.

a. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to NASPO ValuePoint using the NASPO ValuePoint Quarterly Sales/Administrative Fee Reporting Tool found at http://www.naspo.org/WNCPO/Calculator.aspx. Any/all sales made under this Master Agreement shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than thirty (30) days following the end of the calendar quarter (as specified in the reporting tool).

b. Detailed Sales Data. Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and NASPO ValuePoint Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the NASPO ValuePoint Cooperative Development Team electronically through a designated portal, email, CD-ROM, flash drive or other method as determined by the Lead State and NASPO ValuePoint. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment F.

c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, **social security numbers or any other numerical identifier**, may be submitted with any report.

d. Contractor shall provide the NASPO ValuePoint Cooperative Development Coordinator with an executive summary each quarter that includes, at a minimum, a list of states with an active Participating Addendum, states that Contractor is in negotiations with and any Participating Addendum roll out or implementation activities and issues. NASPO ValuePoint Cooperative Development Coordinator and Contractor will determine the format and content of the executive summary. The executive summary is due thirty (30) days after the conclusion of each calendar quarter.

e. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and NASPO ValuePoint shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

8. NASPO ValuePoint Cooperative Program Marketing and Performance Review

a. Contractor agrees to work cooperatively with NASPO ValuePoint personnel. Contractor agrees to present plans to NASPO ValuePoint for the education of Contractor's contract administrator(s) and sales/marketing workforce regarding the Master Agreement contract, including the competitive nature of NASPO ValuePoint procurements, the Master agreement and participating addendum process, and the manner in which qualifying entities can participate in the Master Agreement.

b. Contractor agrees to participate in an annual contract performance review at a location selected by the Lead State and NASPO ValuePoint, which may include a discussion of marketing action plans, target strategies, marketing materials, as well as Contractor reporting and timeliness of payment of administration fees.

9. NASPO ValuePoint eMarket Center

a. In July 2011, NASPO ValuePoint entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible NASPO ValuePoint's customers to access a central online website to view and/or shop the goods and services available from existing NASPO ValuePoint Cooperative Contracts. The central online website is referred to as the NASPO ValuePoint eMarket Center.

b. The Contractor will have visibility in the eMarket Center through Ordering Instructions. These Ordering Instructions are available at no cost to the Contractor and provide customers information regarding the Contractors website and ordering information. The Contractor is required at a minimum to participate in the eMarket Center through Ordering Instructions.

c. At a minimum, the Contractor agrees to the following timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin Ordering Instruction process. The Contractor shall have thirty (30) days from receipt of written request to work with NASPO ValuePoint to provide any unique information and ordering instructions that the Contractor would like the customer to have.

d. If the solicitation requires either a catalog hosted on or integration of a punchout site with eMarket Center, or either solution is proposed by a Contractor and accepted by the Lead State, the provisions of the eMarket Center Appendix to these NASPO ValuePoint Master Agreement Terms and Conditions apply.

10. Right to Publish

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of information that pertains to the potential work or activities covered by the Master Agreement. This limitation does not preclude publication about the award of the Master Agreement or marketing activities consistent with any proposed and accepted marketing plan. The Contractor shall not make any representations of NASPO ValuePoint's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

11. Price and Rate Guarantee Period

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

12. Individual Customers

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice to each Purchasing Entity individually.

Administration of Orders

13. Ordering

a. Master Agreement order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.

b. Purchasing Entities may define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an "as needed" basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to the Purchasing Entity's rules and

policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Entity may select the quote that it considers most advantageous, cost and other factors considered.

c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities' rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.

d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document under the law of the Purchasing Entity.

e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.

f. All Orders pursuant to this Master Agreement, at a minimum, shall include:

(1) The services or supplies being delivered;
(2) The place and requested time of delivery;
(3) A billing address;
(4) The name, phone number, and address of the Purchasing Entity representative;
(5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor's Proposal;
(6) A ceiling amount of the order for services being ordered; and
(7) The Master Agreement identifier.

g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity's purchasing office, or to such other individual identified in writing in the Order.

h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.

i. Notwithstanding the expiration, cancellation or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration, cancellation or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement.

14. Shipping and Delivery.

a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be

F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Purchasing Entity except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an Order to be shipped without transportation charges that is back ordered shall be shipped without charge.

b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Contractor. If damage does occur, it is the responsibility of the Contractor to immediately notify the Purchasing Entity placing the Order.

c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Purchasing Entity's Purchase Order number.

15. Laws and Regulations

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

16. Inspection and Acceptance.

a. Where the Master Agreement or an Order does not otherwise specify a process for inspection and Acceptance, this section governs. This section is not intended to limit rights and remedies under the applicable commercial code.

b. All Products are subject to inspection at reasonable times and places before Acceptance. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement. Products that do not meet specifications may be rejected. Failure to reject upon receipt, however, does not relieve the contractor of liability for material (nonconformity that substantial impairs value) latent or hidden defects subsequently revealed when goods are put to use. Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.

c. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract

requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements; and reduce the contract price to reflect the reduced value of services performed.

d. The warranty period shall begin upon Acceptance.

e. Acceptance Testing may be explicitly set out in a Master Agreement to ensure conformance to an explicit standard of performance. Acceptance Testing means the process set forth in the Master Agreement for ascertaining that the Product meets the standard of performance prior to Acceptance by the Purchasing Entity. If Acceptance Testing is prescribed, this subsection applies to applicable Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in this Master Agreement or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be deemed Accepted and no charges shall be paid until the standard of performance is met. The warranty period shall begin upon Acceptance.

17. Payment

Payment after Acceptance is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision “Purchasing Card” with no additional charge.

18. Warranty

Warranty provisions govern where specified elsewhere in the documents that constitute the Master Agreement; otherwise this section governs. The Contractor warrants for a period of one year from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the

Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of the warranty, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

19. Title of Product

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

20. License of Pre-Existing Intellectual Property

Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, license to use, publish, translate, reproduce, transfer with any sale of tangible media or Product, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The Contractor shall be responsible for ensuring that this license is consistent with any third party rights in the Pre-existing Intellectual Property.

General Provisions

21. Insurance

a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of A.M. Best's Insurance Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option, result in termination of its Participating Addendum.

b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below:

(1) Commercial General Liability covering premises operations, independent

contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than $1 million per occurrence/$2 million general aggregate;

(2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.

c. Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.

d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insureds, (2) provides that written notice of cancellation shall be delivered in accordance with the policy provisions, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, other state Participating Entities' rights and Contractor's obligations are the same as those specified in the first sentence of this subsection except the endorsement is provided to the applicable state.

e. Contractor shall furnish to the Lead State copies of certificates of all required insurance in a form sufficient to show required coverage within thirty (30) calendar days of the execution of this Master Agreement and prior to performing any work. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date to the applicable state Participating Entity. Failure to provide evidence of coverage may, at the sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

22. Records Administration and Audit.

a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and Orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period

of seven (7) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, or such longer period as is required by the Purchasing Entity's state statutes, to assure compliance with the terms hereof or to evaluate performance hereunder.

b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records.

c. The rights and obligations herein exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

23. Confidentiality, Non-Disclosure, and Injunctive Relief

a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.

b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated

or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.

d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

24. Public Information.

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

25. Assignment/Subcontracts

a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.

b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint.

26. Changes in Contractor Representation

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel managing the Master Agreement in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's Proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's Proposal.

27. Independent Contractor

The Contractor shall be an independent contractor. Contractor shall have no

authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

28. Cancellation

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of a Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, rights attending any warranty or default in performance in association with any Order, and requirements for records administration and audit. Cancellation of the Master Agreement due to Contractor default may be immediate.

29. Force Majeure

Neither party to this Master Agreement shall be held responsible for delay or default caused by unusually severe weather, fire or other casualty, act of God, strike or labor dispute, war or other violence, or any law, order or requirement of any governmental agency or authority which are beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

30. Defaults and Remedies

a. The occurrence of any of the following events shall be an event of default under this Master Agreement:

(1) Nonperformance of contractual requirements; or

(2) A material breach of any term or condition of this Master Agreement; or

(3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or

(4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

(5) Any default specified in another section of this Master Agreement.

b. Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public

safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.

c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:

(1) Exercise any remedy provided by law; and

(2) Terminate this Master Agreement and any related Contracts or portions thereof; and

(3) Impose liquidated damages as provided in this Master Agreement; and

(4) Suspend Contractor from being able to respond to future bid solicitations; and

(5) Suspend Contractor's performance; and

(6) Withhold payment until the default is remedied.

d. Unless otherwise specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and shall have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

31. Waiver of Breach

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

32. Debarment

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

33. Indemnification

a. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.

b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim") of another person or entity.

(1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:

(a) provided by the Contractor or the Contractor's subsidiaries or affiliates;

(b) specified by the Contractor to work with the Product; or

(c) reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or

(d) It would be reasonably expected to use the Product in combination with such product, system or method.

(2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or

settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

34. No Waiver of Sovereign Immunity

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of the Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating Entities who are states only to the extent Congress has appropriately abrogated the state's sovereign immunity and is not consent by the state to be sued in federal court. This section is also not a waiver by the state of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

35. Governing Law and Venue

a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State. The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.

b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.

c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; a Participating State if a named party; the state where the Participating Entity or Purchasing Entity is located if either is a named party.

36. Assignment of Antitrust Rights

Contractor irrevocably assigns to a Participating Entity who is a state any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor

in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided in that state for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at the Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

37. Contract Provisions for Orders Utilizing Federal Funds.

Pursuant to Appendix II to 2 Code of Federal Regulations (CFR) Part 200, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards, Orders funded with federal funds may have additional contractual requirements or certifications that must be satisfied at the time the Order is placed or upon delivery. These federal requirements may be proposed by Participating Entities in Participating Addenda and Purchasing Entities for incorporation in Orders placed under this Master Agreement.

8. Leasing or Alternative Financing Methods.

The procurement and other applicable laws of some Purchasing Entities may permit the use of leasing or alternative financing methods for the acquisition of Products under this Master Agreement. Where the terms and conditions are not otherwise prescribed in an applicable Participating Addendum, the terms and conditions for leasing or alternative financing methods are subject to negotiation between the Contractor and Purchasing Entity.

eMarket Center Appendix

a. This Appendix applies whenever a catalog hosted by or integration of a punchout site with eMarket Center is required by the solicitation or either solution is proposed by a Contractor and accepted by the Lead State.

b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.

c. At a minimum, the Contractor agrees to the following:

(1) Implementation Timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with NASPO ValuePoint and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.

(2) NASPO ValuePoint and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. **Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by NASPO ValuePoint Participating Entity users).**

(a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data once per quarter to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.

(b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update [every Insert Time Frame Here] to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.

d. Revising Pricing and Product Offerings: Any revisions to product/service offerings (new products, altered SKUs, new pricing, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in

the eMarket Center may include price changes on a more frequent basis than once per quarter. The following conditions apply with respect to hosted catalogs:

(1). Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).

(2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.

e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: www.sciquest.com or call the SciQuest Supplier Network Services team at 800-233-1121.

f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:

(1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offerings the Contractor is authorized to provide in accordance with the cooperative contract; and

(2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contractand

(3) The Catalog must include a Lead State contract identification number; and

(4) The Catalog must include detailed product line item descriptions; and

(5) The Catalog must include pictures when possible; and

(6) The Catalog must include any additional NASPO ValuePoint and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different NASPO ValuePoint Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.

g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the

Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.

h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. NASPO ValuePoint reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: http://www.unspsc.com and http://www.unspsc.com/FAQs.asp#howdoesunspscwork.

i. Applicability: Contractor agrees that NASPO ValuePoint controls which contracts appear in the eMarket Center and that NASPO ValuePoint may elect at any time to remove any supplier's offering from the eMarket Center.

j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.

k. Several NASPO ValuePoint Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain NASPO ValuePoint Cooperative Contracts. In the event one of these entities elects to use this NASPO ValuePoint Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and NASPO ValuePoint to implement the catalog. NASPO ValuePoint does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

(March 2016)

Attachment B: Scope of Work

A. Contract Awards

Contract awards will only be made to manufacturers. Manufacturers should include as a part of their response approved distributers through which contract users are able to purchase products awarded on contract. All approved distributers should be identified using the provided form (Attachment E).
Please refer to a list of Authorized Distributors in Section 6 of this response.

If awarded a contract, manufacturers shall ensure the Lead State Contract Administrator is provided with up to date information regarding the status of approved distributors. New distributors should be added using the provided form (Attachment E). The Lead State Contract Administrator should be notified in writing, via email, of any distributors that should be removed from the list of approved distributors. Distributors may provide service nationally or locally. The distributor coverage area should be listed in the appropriate section of Attachment E.

Each state represented by NASPO ValuePoint that chooses to participate in this Master Agreement independently has the option of deploying only resellers approved by the Participating State. The Participating State that chooses to exercise this option will define the process to add and remove resellers in their Participating Addendum.

Awards will be made by the following categories: Public Access and Infrequent User AEDs, First Responder AEDs, and Professional Defibrillators. The specifications for each category can be found below. The State reserves the right to issue an award to an Offeror across all responsive categories if an Offeror meets the award criteria for any category or categories.

B. Additional Products

Manufacturers awarded a contract have the option of adding additional products at protected prices, where pricing is commensurate with pricing offered in their response. All such additions must be approved by the Lead State Contract Administrator prior to being made available.

C. Product Specifications

All Offerors responding must provide detailed device specifications demonstrating their ability to meet or exceed the listed criteria, or provide a justification as to why alternate specifications should be considered. The State will deem any response that does not meet the specifications listed below without providing adequate justification for an alternate bid non-responsive. Additionally, Offerors should classify products as Class 1 – Having No Medical Training or Class 2 – Slight Medical Training, and any other classes as appropriate.

Offerors should include the cost associated with each device being bid separately using the provided Cost Proposal Forms (Attachment C). If cost information is provided outside of the separate cost proposal section, the Lead State reserves the right to redact an Offeror's proposal so that it complies with the requirements of the RFP. Such redaction may have a detrimental effect on the competitiveness of an Offeror's Proposal.

a. Public Access and Infrequent User AEDs
    i. The AED must enhance user performance by displaying visual icons or audible prompts.
    ii. The AED must guide the rescuer in following the proper rescue sequence.
    iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.
    iv. The AED must be user configurable to adapt to local and changing protocols.
    v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.
    vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.
    vii. The AED must offer the capability of a user-activated manual self-test.
    viii. The AED must include an easily identifiable on/off switch on the front of the device.
    ix. The AED must have an easy to see status indicator that advises users if the unit requires service.
    x. The AED must offer an audible tone that sounds if the unit requires service.
    xi. The AED must record data to an internal memory.
    xii. The AED must include the ability to download data to a computer.
    xiii. The AED must utilize pre-connected, disposable, single use, self-adhesive electrode(s).
    xiv. The electrode must have a shelf life of at least two years.
    xv. The AED must have a cable length of at least 48 inches.
    xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.
    xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.
    xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.
b. First Responder AEDs
    i. The pediatric algorithm must alter the default energy levels the AED delivers to pediatric patients to levels of 50, 70 and 85 Joules.
    ii. The electrode must offer a CPR rate and depth sensor and an adaptive metronome that assists rescuers in performing proper CPR.

iii. The AED must offer disposable, single use, self-adhesive electrode(s)for ease of application.
iv. The AED must utilize a biphasic waveform.
v. The AED must be capable of operating in semi-automatic and/or manual mode.
vi. The AED must have the capability of monitoring a patient with a 3 lead patient cable through ECG electrodes.
vii. The energy settings must be user configurable with a pre-set maximum energy setting of 200 Joules or escalating variable energy range up to 360 Joules.
viii. The electrode must have a shelf-life of at least two years.
ix. The AED must invoke a specific pediatric algorithm when pediatric pads are attached.
x. The AED must have an internal memory capable of recording up to 7 hours of continuous information.
xi. The internal memory must be configurable to record information on up to four patients.
xii. The AED must meet water and particulate ingress ratings of IP55.
xiii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.
xiv. The AED must have multiple user configurable prompts.

c. Professional Defibrillator Specifications
    i. General:
        1. Unit must be able to digitally record ECG on a standard a removable card (optional).
        2. Unit must be able to transmit 12-lead ECG information through a fax/modem card.
        3. External paddles must be available.
        4. Unit shall have a battery that shall be easily and rapidly replaced.
        5. Unit shall have an affixed protective roll cage for added device protection.
        6. Unit shall have integral carry bags providing an independent location for each cable.
        7. Unit shall be able to be tested through multi-function cable or paddles.
        8. Unit must provide testing capability which tests: charging, energy delivery, paddles, multi-function cable.
        9. Unit must have a test cap to allow multi-function cable testing.
        10. Unit must have built-in AC or DC charging as a standard feature.
        11. Unit must provide 3 hours typical continuous ECG monitoring time with a new battery.
        12. Unit must provide 4 hrs typical continuous ECG monitoring time with a new Lithium Ion battery.

13. Unit must provide an OPS Clock Sync feature as a standard option.
14. The device must be compatible with the AHA Standards for Advanced Cardiac Life Support basis life support and Pediatric Life Support.
15. The device must be capable of monitoring the ECG with appropriate display and alarm (visual and audible).
16. The device shall provide normal operating capability for ALS users, including semi-automatic external defibrillation, manual defibrillation, synchronized cardio version and external pacing.
17. The unit shall have the capability to do Pulse Oximetry, 12 lead ECG, end-tidal C02 monitoring, capnography, NIBP, etc.

ii. Display:
1. Unit must have a high-resolution color liquid crystal display as a standard feature.
2. Unit must be able to change display from color to black on white or white on black through the push of a button.
3. Unit must have a screen with a sweep speed of 25 mm I sec.
4. Unit must have a screen that provides a minimum viewing time of 4 seconds.
5. Unit must have a display that provides the following information: Heart Rate, Lead/Pads, Alarm On/Off, Sp02, EtC02, NIBP, AED functions and prompts, defibrillator test function, self-test function, error corrections and faults, Pacer functions, Code markers, alarm selection and limits, delivered energy, joule settings, ECG size, Synchronized cardioversion, optional EtC02 readings, Sp02 readings and NIBP readings.

iii. Defibrillator:
1. Unit must utilize a low energy, constant current biphasic waveform.
2. Unit must have the following energy selections available to provider in manual mode operation: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 85, 100, 120, 150, 200 joules.
3. Unit must meet current AHA specifications for biphasic defibrillation.
4. Unit must allow provider the ability to adjust energy selection controls on device front panel or sternum paddle.
5. Unit must be able to charge to 200 joules in 6 seconds or less with a new fully charged battery.
6. Unit must display energy selected and delivered on monitor display, strip chart recorder and code summary.
7. Unit must have synchronized cardioversion capability with "sync" message displayed on monitor.

8. Unit must have optional paddles that are external anterior/anterior adult and pediatric paddles.
9. Unit must contain a built in defibrillator tester that tests energy output and continuity of the multifunction cable and paddles documented on strip chart recorder and optional PCMCIA card.
10. Unit must have a "Multi-function" cable that is field replaceable

iv. Recorder:
1. Unit must utilize a thermal strip chart recorder.
2. Strip chart recorder must use at least 90mm paper width thermal recording paper.
3. Strip chart recorder must utilize a 6 second delay.
4. Strip chart recorder must be able to print the following annotations: Time, date, defib. energy, heart rate, pacer output (Pacer version only), QRS sync marker, ECG SIZE, lead, alarm, DEFIB TEST OK/FAIL, ANALYZE ECG, PADS OFF, ANALYSIS HALTED, NOISY ECG,SHOCK ADVISED, NO SHOCK ADVISED, ECG TOO LARGE and diagnostic bandwidth.
5. Unit must have user configurable print out modes offering manual or automatic recording options initiated by alarm activation or defibrillator discharge.
6. Strip chart recorder must be able to print 3 leads simultaneously, diagnostic bandwidth and a 4x3 12-lead printout.

v. Pacemaker:
1. Unit must utilize a constant current 40 ms pace pulse width.
2. Unit must have a continuously variable current level.
3. Unit must have a continuously variable pacing rate from 30-180 ppm.
4. Pacer parameters must be maintained when switching back to defibrillation or monitor mode.
5. The heart rate alarms must function in the pacing mode.
6. Unit must have mechanism to allow viewing of intrinsic patient rhythm without losing pacing capture.
7. Unit must be configurable for initial setting of pacing rate.
8. Unit must display pacing rate and milliamps on display.
9. The pacer must continue to deliver life-saving therapy in the event an ECG lead falls off.
10. Unit must be able to pace through multi-function or pacing electrodes.

vi. 12- lead ECG:
1. The 12-lead parameter must reside within a defibrillator weighing less than 15 lbs.

2. The 12-lead parameter must be able to provide a diagnostic 12-lead ECG 4x3 printout by holding the recorder button for two seconds.
3. The 12-lead parameter must be capable of providing a diagnostic 12-lead ECG printout with interpretation by pressing the acquire button in the 12-lead mode.
4. The 12-lead parameter must allow direct transmission of 12-lead ECG via land or cell phone to a standard fax machine.
5. The 12-lead parameter must provide a user configuration that allows the option of printing detailed measurements along with the interpretation.
6. The 12-lead ECG must be capable of being acquired without entering deep menus and without the use of a trim knob.
7. The unit must offer an optional 0.05 to 40hz bandwidth.
8. The 12-lead parameter must allow users to easily insert patient name, age and gender using soft keys on the defibrillator.
9. The 12-lead parameter must allow users to print the 12 SL Analysis, including measurements and patient name, age and gender on 90mm fan-fold paper.
10. The 12-lead parameter must be capable of storing up to 24 pre-programmed telephone numbers facilitating rapid and easy 12-lead ECG transmission.
11. The 12-lead parameter must allow configuration of user defined lead groups for rapid printout and review of pertinent ECG.
12. The 12-lead patient cable must consist of 4 limb leads and a separate V lead cable.
13. The 12-lead patient cable must be capable of providing limb lead signals directly to the defibrillator when only the limb leads are attached.
14. The 12-lead patient cable must accommodate either snap or clip connectors.
15. The 12-lead parameter must be capable of providing an automatic patient identifier using 7 alphanumeric characters.
16. The 12-lead parameter must be capable of providing a device identifier using 3 alphanumeric characters.
17. The unit must be upgradeable to allow the use of an integrated Bluetooth option for the wireless transmission of 12-lead and vital sign data via a cell phone or other communication technology.
18. The unit must provide serial communication capability through an RS232 serial port.
19. The unit must be able to transmit 12-lead and vital data both automatically and manually on acquisition.

20. The unit must be able to transmit all data stored on a PC card to a remote handheld device or laptop.
21. The unit must be able to provide the option for both landline and cellular transmission when utilizing a Bluetooth wireless option.
22. The unit must offer the option of direct fax transmission via a Bluetooth option.

vii. Pulse Oximetry:
1. The unit must have an integral pulse oximeter or be upgradeable to include an integral Pulse Oximeter.
2. The unit must utilize pulse oximetry that has FDA 51 Ok clearance for use during patient motion and low perfusion.
3. The unit must utilize sensors that work in bright sunlight.
4. The unit must utilize a pulse oximeter with alarms that are user adjustable in the field.

viii. Capnography:
1. The unit, when purchased with Sp02, must have an EtC02 port.
2. All units with an EtC02 port must be upgradeable to include C02 by plugging in a mainstream or sidestream CAPNO 5 sensor.
3. The unit must be able to offer the option to upgrade to either mainstream or sidestream capnography with sensor located outside of the unit allowing easy service and replacement if needed.
4. The defibrillator must be capable of providing continuous EtC02 and Respiratory Rate readings as well as a capnogram for on-screen display or print-out.
5. The C02 sensors used must not require a yearly calibration check.

ix. Non-Invasive Blood Pressure:
1. Unit must be capable of acquiring a blood pressure within a typical measurement time of 30 seconds or less on average.
2. Unit must incorporate oscillometric technology.
3. Unit must display systolic, diastolic and mean pressures.
4. Unit must be capable of taking automatic, stat or manual measurements.
5. Automatic intervals should be user adjustable to 2.5, 5, 10, 15, 20, 30, 45, 60, 90, and 120 minutes.
6. Stat mode must allow up to 10 measurements within 5 minutes.
7. Unit must include an artifact indicator which is displayed when excessive artifact is detected.
8. Unit must display a cuff inflation status bar.
9. Unit be capable of displaying and/or printing up to 4 hours of patient BP history data.

D. Support Specifications

Specifications for product consumables, accessories, and support can be found below. Each Offeror should bid the items or services requested in order to submit a complete Proposal. Where unable to provide an applicable product or service that has been specifically requested, Offerors should provide an explanation for the omission.

a. Product Consumables and Accessories
    i. Market Basket Items
    A list of the most commonly used consumables and accessories have been identified as market basket on contract. For each device offered, Offerors should bid the relevant market basket included below:
        a. Batteries
        b. Adult Pads (electrodes)
        c. Pediatric Pads (electrodes)
        d. Carrying Cases
        e. Wall Mount Kits
        f. Fast Response Kits

    Offerors should include in the technical response the market basket items being bid and the specifications of each. No pricing information should be included in the technical response.
    ii. Catalogue Discount
    In addition to the line item pricing of their offered devices and market basket items, Offerors must include in their cost proposal a blanket discount off of their catalogue price for items in their catalogue which are not otherwise included in their cost proposal. Pricing information should be included on Attachment C – Cost Proposal Forms. No pricing information should be included in the technical response.
b. Warranties and Extended Warranties
    i. Basic Warranty
    All Offerors must include a basic warranty for their products for no less than one year at no additional cost to Participating States. Warranties must guarantee the safe and effective operation of devices for the duration of the warranty and the cost for repair or replacement of devices under warranty must be covered by the Offeror. Each Offeror must include a complete description of the coverage provided under their basic warranty.
    ii. Extended Warranty
    Offerors may bid an extended warranty past the term of the basic warranty provided under the contract. Offerors must include a complete description of the coverage provided under the extended warranty in their technical response.
c. Product Training
    i. Product Documentation
    All product documentation, manuals, and specifications must be provided at the request of Participating States for no additional

cost.

ii. Web/Video Training
Offerors must provide online or multimedia training options at no additional cost to the participating States. Offerors must include in their Proposal a description of the online and multimedia training options that are available.

iii. On-site Training
Offerors should include a description of their ability to provide on-site training, as requested. The cost for on-site training should be reflected in the Offerors' cost proposals as a separate per day rate for each Participating State.

d. Software Updates
   i. Offerors must include a description of updates required for the AED unit to maintain full functionality over the anticipated life of the unit and the methodology for performing or accessing the updates.

e. Customer and Service Support
   i. 24/7 Call Support
   24/7 Call Technical Support must be offered for all devices for a period of no less than 3 years after purchase at no additional cost to the Participating States.
   ii. Service Plan
   Offerors must propose a bi-annual service agreement to provide maintenance and repair on their proposed devices. Offerors Service Agreement will include, but are not limited to, the following services:
      - Semi-annual physical inspection of AED's
      - Program management and oversight
      - Immediate notification of AED recalls and upgrades
      - Repair or replace AED unit with loaner if needed
      - Battery replacement program
      - Inspect case and enclosure
      - Data tracking of serial numbers, expiration dates, etc.
      - Software and/or hardware updates
      - Assurance of compliance of the AED unit with local, state and national regulations.

   Offerors must be aware of local requirements for the States in which they will be servicing.

   Offerors will submit their detailed plan on what is included and how they will provide maintenance and repairs on their proposed devices. Pricing will be on a semi-annual basis.

   All work performed under the service agreement must meet the Manufacturers specifications for that device.

Offerors may submit additional information on whether they have different types of service agreements to provide maintenance and repair on their devices, i.e., standard service agreement or premier service agreement.

f. Value Added Options
Offerors may include in their Proposal additional Value Added options not specifically requested in the scope of work. Value Added options should not deviate from the nature of products and services requested in the scope of work and should include a thorough description of the option and how it brings value to the State. Examples include battery replacement plans, unconventional training options, and other services not specified. Award of Value Added options is subject to the approval of the Lead State.

Attachment C: Example Cost Language and Evaluation Sheets

Cost for the NASPO ValuePoint Master Agreements shall be based on the following:

Fixed rate line item pricing on devices and market basket items and a percentage discount off a supplier's catalogue pricing shall be offered on SW17300. Price Schedule for each or any category of goods identified in Attachment B of this RFP and reflected in the Price Schedule. The percentage discounts offered for each type of service in Attachment B of this RFP shall remain firm for the duration of the NASPO ValuePoint Master Agreements, including all optional renewals.

Each of the categories, excluding on-site training, must have a single price or rate list for all Participating Entities.

Offeror must submit cost, prices and rates as required by the Cost Proposal Forms (Attachment C). Prices and rates shall include all anticipated charges, including but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs or expenses incidental to the Contractor's performance.

The prices, rates and costs proposed in the Offeror's response must be valid for a minimum of 1 year after any resulting Master Agreement is signed. Offeror's cost proposal must describe how future cost increases will be minimized and capped and how both increases and decreases will be passed on to the Lead State if the Master Agreement is renewed after the initial term. The Offeror must explain the proposed process to implement cost changes, and how the Lead State will be notified. Cost changes may not occur more than once per quarter and only with the prior approval of the lead state.

State of Oklahoma

Office of Management and Enterprise Services

ADDENDUM 1 TO

STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH PHYSIO-CONTROL, INC

This Addendum 1 modifies the Master Agreement Award OK-SW-300 ("Master Agreement") awarded to Physio-Control, Inc.("Contractor') by the Lead State in connection with Solicitation No. SW17300 and is effective as of the date of the last signature below. All terms of the Master Agreement not modified in this Addendum remain in full force and effect.

Addendum Purpose.

This Addendum amends Section 2. Categories of Product Offered, and provides a corrected price list.

Modification of Master Agreement.

A. Section 2 of the Master Agreement is hereby deleted in its entirety and replaced with the following:

2. Categories of Product Offered: This Master Agreement will offer the following categories of products: Category I, Public Access and all class 1 devices; Category II, Infrequent User AEDs and all class 2 devices; and Category III, First Responder AEDs and all class 3 devices.

B. The price schedule attached to the Master Agreement as part of Exhibit C is hereby deleted in its entirety and replaced with Addendum Exhibit A attached hereto and incorporated herein.

NOW, THEREFORE, in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties agree as follows:

STATE OF OKLAHOMA **Ferris J. Barger, State Purchasing Director**	**CONTRACTOR** **Physio-Control, Inc.**
By:	By:
	BRIAN HENDONCA
Date: 1/24/18	Date: 01/18/2018
	Title: SR. FINANCE DIRECTOR

The person signing for Contractor hereby swears and affirms that he or she is authorized to act on Contractor's behalf and acknowledges that the Lead State is relying on his or her representation to that effect.

ADDENDUM EXHIBIT 1 (ONE)

Offeror Name	**Physio-Control, Inc**
Catalogue Discount	**Various**

AED Device Model:	**Various - Please see and Category II AED**
AED Device Category*:	**Category I/Categor**
AED Device Unit Cost:	**Various**
AED Device Extended Warranty Cost:	**N/A**
AED Device Service Plan Cost (Bi-Annual):	**Various**

Market Basket Items for Bid Device	
Item Name	Item Model
LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	99577-001368
LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	99577-001959
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	99577-001952
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001955
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001957
LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001588
LIFEPAK 15 Bluetooth	99577-001939
LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth	99577-001945
LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth	99577-001944
LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	99577-001950
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth	99577-001953
LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	99577-001943
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	99577-001947
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	99577-001960
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	99577-001962
LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	99577-001372
LIFEPAK 15 Nellcor and Masimo SpO2, Bluetooth	99577-001941
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth	99577-001946
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	99577-001948
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	99577-001951
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001964
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	99577-001963
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	99577-001966
LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	99577-001956
LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2,Bluetooth, Temp	99577-001958
LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	99577-001373
LIFEPAK 15 Standard	99577-001930

Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG , EtCO2, 2 IP Channels)	81700-000006
LIFEPAK 20e Defibrillator/Monitor	70507-000061
LIFEPAK 20e Defibrillator/Monitor with Pacing Package	70507-000080
LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo)	70507-000091
LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo and Legacy Nellcor enabled))	70507-000081
LIFEPAK 20e Lithium-ion Rechargeable Internal Battery	11141-000112
Bundle: LIFEPAK 20e w/ CodeManagement Module (Wireless)	81701-000001
Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless)	81701-000002
Bundle: LIFEPAK 20e (Pacing & Masimo SpO2) w/ CodeManagement Module (Wireless)	81701-000003
Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless)	81701-000004
Bundle: LIFEPAK 20e w/ CodeManagementModule (Wireless & EtCO2)	81701-000005
Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless & EtCO2)	81701-000006
Bundle: LIFEPAK 20e (Pacing and Masimo SpO2) w/ CodeManagement Module (Wireless & EtCO2)	81701-000007
Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless & EtCO2)	81701-000008
LIFEPAK 20e Defibrillator CodeManagement Module - Wireless	11150-000018
LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capnography	11150-000019
Carry Case for LIFEPAK 20/20e Defibrillator with Module	11260-000045
CodeManagement Module Lithium Ion Battery	11141-000162
LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & electrodes	99425-000023
LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electrodes	99425-000025
LP1000 Trainer	99996-000117
LMnO2 Non-Rechargeable Battery	11141-000100
Rechargable Battery Replacement for LP1000	11141-000161
Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device	11141-000160
Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)	11140-000085
BAG ASSEMBLY, NO STRAP,LIFEPAK 1000	11425-000007
LIFEPAK 1000 Hard shell, watertight carrying case	11260-000023
LIFEPAK 1000 Replacement Shoulder Strap for carry case	11425-000012
3-Wire ECG Cable	11111-000016
Accessory pounch for 3-wire cable and/or other accessories	11425-000001
Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator	11250-000052
Quick Reference Instruction Card LIFEPAK 1000	26500-002156
LIFEPAK CR Plus AED Kit Semi-automatic AHA voice prompt	80403-000148
LIFEPAK CR Plus AED Kit Fully automatic AHA voice prompt	80403-000149
LIFEPAK Express Semi-automatic. Incl 1 pair of QUIK-Pak electrodes	80427-000134
LIFEPAK CR Plus Hard shell carry case	11260-000015
LIFEPAK CR Plus Carrying case	21300-004576
LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes	11403-000001
LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes	11403-000002
Wall mount bracket for LIFEPAK CR Plus	11210-000021

Aviation Pad-Pak for HeartSine AEDs	11516-000027
HeartSine SAM 350P AED Trainer	11516-000059
HeartSine SAM 450P AED Trainer	11516-000092
HeartSine AED Trainer Electrodes - 25	11516-000011
HeartSine AED Trainer Electrodes - 10	11516-000009
HeartSine Trainer battery charger	11516-000012
SAM 350P AED Trainer Remote Control	11516-000014
SAM 450P AED Trainer Remote Control	11516-000001
Pad-Pak Electrode Cartridge for Trainer	11516-000017
LUCAS 2, 2.1 SW Chest Compression System	99576-000024
LUCAS 2, 2.2 SW Chest Compression Training unit	99576-000020
LUCAS 3.0 Chest Compression System	99576-000043
Training Unit LUCAS 3.0. Non Clinical device for training purposes only.	99576-000042
LUCAS 2 Rubber Bumper	11576-000070
LUCAS 1 Regulator	11996-000285
LUCAS 1 Carry Bag (Backpack)	11576-000035
LUCAS 1 Extention Hose	21996-000061
LUCAS 1 Connector - Chemtron Air	11996-000278
LUCAS 1 Connector - Ohmeda Air	11996-000279
LUCAS 1 Connector - Puritan Bennet Air	11996-000280
LUCAS 1 Connector - Diss Air	11996-000281
LUCAS 1 Connector - Schrader Air	11996-000282
LUCAS 1 Connector - Oxequip Air	11996-000283
LUCAS PCI BACK PLATE	11576-000064
LUCAS Back Plate	21996-000044
Back Plate Grip Tape	11576-000052
Back Plate Grip Tape (3 pack)	11576-000053
Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)	11576-000050
Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)	11576-000051
LUCAS 2 Carrying Bag	11576-000038
LUCAS 2 Disposable Suction Cup (3 pack)	11576-000046
LUCAS 2 Disposable Suction Cup (12 pack)	11576-000047
LUCAS 2 Stand-alone Battery Charger	11576-000060
LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)	11576-000039
LUCAS 2 12V Car Cable	11576-000048
LUCAS Carrying Case, Hard Shell	11576-000081
LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	11576-000080
LUCAS Stabilization Strap	21576-000074
LUCAS Stabilization Strap (4 pack)	21576-000075
LUCAS Slim Back Plate	11576-000088
Grip Tape, LUCAS Slim Back Plate	11576-000089
Grip Tape (3-pack), LUCAS Slim Back Plate	11576-000090
LUCAS 3 Bumpers (Black)	11576-000091
LUCAS 3.0 Instructions for Use, Replacement, EN	26500-003716
LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN	26500-003084
LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English	26500-003434
Patient Strap (each)	11576-000036

AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges	11210-000026
AED Wall Cabinet with alarm and strobe -surface mount, rolled edges	11220-000083
AED Wall Cabinet with alarm - surface mount, rolled edges	11220-000079
AED Wall Cabinet with alarm, fire rated - recessed, square edges	11210-000027
AED Wall Cabinet with alarm and strobe - surface mount, rolled edges	11220-000084
AED Floor Stand Cabinet with alarm- White	11210-000028
AED Floor Stand Cabinet with alarm- Grey	11210-000029
AED Wall Sign Ilcor w/logo, Flat,8x10	11998-000327
AED Wall Sign Ilcor w/logo, T-mount, 8x10	11998-000328
AED Wall Sign Ilcor w/logo, Tent, 7x8	11998-000329
AED Wall Sign Traditional w/logo, Flat, 8x10	11998-000330
AED Wall Sign Traditional w/logo, T-mount, 8x10	11998-000331
AED Wall Sign Traditional w/logo, Tent, 7x8	11998-000332
AED Wall Sign Traditional w/o logo, T-mount, 8x10	11998-000333
AED Instruction Card (laminated easy reference)	26500-000185
Ambu Res-Cue Key First Responder Kit	11998-000320
Ambu Res-Cue Mask First Responder Kit	11998-000321
LIFEPAK 500 AED Training System	11250-000096
LP500 SLA Battery	11141-000158
LP500 Battery Replacement kit	11141-000159
Wall mount bracket for AED	11210-000001
LIFEPAK 500 Complete soft shell carrying case	11998-000014
LIFEPAK 500 Hard-shell carrying case (Pelican)	11998-000021
LIFEPAK 500T Replacement carry case	11250-000004
LIFEPAK 500T Replacement simulated battery pak	11250-000006
LIFEPAK 500 Service Manual CD-Rom	26500-000036
LIFEPAK 500T Operating Instructions	26500-001008
LIFEPAK 500 DPS complete soft shell carrying case with "stealth" surface	21330-001058
LIFEPAK 500 In-service Video	26500-000037
LIFEPAK 500 rechargeable sealed lead acid battery pak	11141-000002
Setup Transfer cable for LIFEPAK 500	11110-000050
External Modem for connection to LIFEPAK 500	11150-000010
Battery pouch for the LIFEPAK 500	11220-000025
Power Adapter extension cable for LIFEPAK 12 power adapter	11110-000051
BSS2 wall mount bracket	11210-000002
LIFEPAK 20 NiMH rechargeable internal battery	11141-000068
LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs	11141-000149
LIFEPAK SLA Battery	11141-000028
Station Battery Charger - For the LP15	11577-000004
Mobile Battery Charger - FOR THE LP15	11577-000011
LP15 Lithium-ion Battery 5.7 amp hrs	21330-001176
LIFEPAK 12 Li-ion Battery	11141-000106
REDI-CHARGE Base	11141-000115
LIFEPAK 12 REDI-CHARGE Adapter Tray	11141-000116
LIFEPAK 15 REDI-CHARGE Adapter Tray	11140-000052
AC Power Adapter	11140-000072
DC Power Adapter	11140-000074

LIFEPAK 15 Shoulder strap	11577-000001
LP15 bed Connector	11996-000374
QUIK-COMBO Accessory pouch for LP20	11260-000016
LP20 Basic Carry Case	11260-000018
LP20 Top Pouch	11260-000043
ASSY-LP20 DOCKING STATION	21330-000996
Surface mount bracket	11996-000309
Standard hard paddles for use w/LIFEPAK 12	11130-000001
LIFEPAK 20E Standard Adult Detachable Hard Paddles	11130-000037
Standard hard paddles for use w/LIFEPAK 15	11130-000061
Pediatric paddle, external 1ea (2 required) multi-language	11133-000007
Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20	11131-000001
Internal paddles - 1" size (6.25" shaft length)	11131-000010
Internal paddles - 1.5" size (6" shaft length)	11131-000011
Internal paddles - 2" size (5.75" shaft length)	11131-000012
Internal paddles - 2.5" size (5.75" shaft length)	11131-000013
Internal paddles - 3.5" size (5" shaft length)	11131-000014
Internal paddles - 2.5" size (8.5" shaft length)	11131-000019
Internal paddles - 1.5" size (9" shaft length)	11131-000021
Internal paddles - 2" size (8.75" shaft length)	11131-000022
Internal paddles - 3.5" size (8" shaft length)	11131-000023
Internal paddles - 1.5" size (14.25" shaft length)	11131-000024
LIFEPAK 15 internal paddles adapter cable	11998-000326
Signagel, gel	21300-005847
QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20	11110-000040
QUIK-COMBO therapy cable for use w/LIFEPAK 15	11113-000004
12 Lead ECG, Precordial Leads (AHA)	11111-000022
8ft Trunk cable with AHA limb leads	11111-000020
5ft Trunk cable with AHA limb leads	11111-000018
4-Wire Cable Comb (10- Pack)	21300-008054
6-Wire Cable Comb (10- Pack)	21300-008055
3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20	11110-000029
5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20	11110-000066
ECG printer paper, 50mm x 30m 3rolls/bx (1-49)	11240-000013
Strip chart recorder paper, 100mm 2rolls/bx (1-23)	11240-000016
Modem cable - 6' LIFEPAK 12 to external modem	11150-000007
Modem door assembly	11150-000009
Internal modem (pc card modem)	11150-000015
Serial port cable	11230-000020
LP20 Serial Port Cable	11230-000018
LP20 Configuration Transfer Cable	11230-000019
LIFEPAK 12 NIBP Hose, coiled 9'	11996-000392
LIFEPAK 12 NIBP Hose, 9'	11996-000391
LIFEPAK 12 NIBP Hose, 12'	11996-000390
LIFEPAK 15 NIBP Hose, 9' coiled	21300-008148
LIFEPAK 15 NIBP Hose, 9'	21300-008147
LIFEPAK 15 NIBP Hose, 12'	21300-008146

Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)	11996-000049
Oxisensor II neonatal sensor (24/BX)	11996-000117
DEC-4 Cable Extension: 4'	11110-000042
DEC-8 Cable Extension: 8'	11110-000176
Masimo SET LNOP Sp02 Patient Cable- 4 foot	11171-000006
Masimo SET LNOP Sp02 Patient Cable - 8 foot	11171-000008
Masimo SET LNOP Sp02 Patient Cable - 12 foot	11171-000009
Masimo SET LNOP Sp02 Sensor - Adult Reusable	11171-000007
Masimo SET LNOP Sp02 Sensor -Pediatric Reusable	11171-000010
Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)	11171-000011
Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)	11171-000012
Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)	11171-000034
Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)	11171-000036
Masimo SET RED LNOP Patient Cable - 4 foot	11996-000326
Masimo SET RED LNOP Patient Cable - 8 foot	11996-000327
Masimo SET RED LNOP Patient Cable - 12 foot	11996-000328
Masimo SET LNCS Patient Cable - 4 foot	11171-000024
Masimo SET LNCS Patient Cable - 10 foot	11171-000016
Masimo SET LNCS Patient Cable - 14 foot	11171-000025
Masimo SET Red LNCS Patient Cable - 4 foot	11996-000323
Masimo SET Red LNCS Patient Cable - 10 foot	11996-000324
Masimo SET Red LNCS Patient Cable - 14 foot	11996-000325
Masimo SET LNCS 4' extension (for Nellcor equipped units)	11171-000027
Masimo SET LNCS Adult Reusable Sensor	11171-000017
Masimo SET LNCS Pediatric Reusable Sensor	11171-000018
Masimo SET LNCS Adult Disposable Sensors (box of 20)	11171-000019
Masimo SET LNCS Pediatric Disposable Sensors (box of 20)	11171-000020
Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	11171-000028
Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)	11171-000029
Masimo SET LNCS Infant Disposable Sensor (box 0f 20)	11171-000031
M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box	11171-000039
M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box	11171-000040
M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box	11171-000041
M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box	11171-000042
M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	11171-000043
M-LNCS DCI, Adult Reusable Sensor, 1/box	11171-000046
M-LNCS DCIP, Pediatric Reusable Sensor, 1/box	11171-000047
Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	11996-000331
Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot	11996-000332
Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	11996-000333
Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot	11996-000334
Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot	11996-000335
Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot	11996-000336
Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot	11996-000337
Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot	11996-000338

FilterLine H Set Adult/Pediatric (box of 25)	11996-000080
FilterLine Set Adult/Pediatric (box of 25)	11996-000081
FilterLine Set Long Adult/Pediatric (box of 25)	11996-000164
Nasal FilterLine Set Infant/Neonatal (box of 25)	11996-000082
SmartCapnoLine - Pediatric patients <44lbs (box of 25)	11996-000120
SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)	11996-000128
SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)	11996-000162
SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)	11996-000163
SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)	11996-000165
SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)	11996-000166
SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)	11996-000167
Electrode QUIK-COMBO w/REDI-PAK preconnect	11996-000017
Electrode EDGE QUIK-COMBO RTS	11996-000090
Electrode EDGE QUIK-COMBO Adult	11996-000091
Electrode EDGE Fast-Patch Plus	11996-000092
Electrode EDGE QUIK-COMBO pediatric RTS	11996-000093
Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)	11100-000002
Electrode LIFEPATCH ECG , adult, pregelled (3/pkg) 1-99	11100-000001
Electrode replacement infant/child reduced energy	11101-000016
Electrode Infant/Child reduced energy starter kit	11101-000017
ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED	21330-001024
Temperature Adapter Cable- 5ft	11140-000078
Temperature Adapter Cable- 10ft	11140-000079
Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	11996-000359
Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	11996-000360
12-Leads Made Easy Web-based training program	44500-000001
Capno Made Easy Web Based Training	44500-000003
Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)	11250-000012
Test load (for use with QUIK COMBO therapy cable)	21330-001365
QUIK-COMBO Test Plug for testing QC Cable	11113-000002
QUIK-COMBO 12-lead Patient Simulator	11996-000311
QUIK-COMBO 3-lead Patient Simulator	11996-000310
Defibrillation/ECG training electrode cable extension wire	11110-000085
QUIK-COMBO training electrodes (2/PR)	11103-000001
Defibrillation/ECG training electrodes	11101-000007
Operating Instructions: LIFEPAK 12	26500-002481
Service Manual on CD-ROM: LIFEPAK 12 and BSS2	21300-007585
LIFEPAK 12 In-service Video	26500-000213
LIFEPAK 12 & BSS2 Service Manual (paper version)	26500-000234
LIFEPAK 12 Operating Instructions	26500-000942
LIFEPAK 15 In-service Video - DVD format	21330-001357
LIFEPAK 15 Operating Instructions	26500-002408
Quik reference Instruction Card for AED and CPR instruction	26500-002040
Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	11996-000369
CODE-STAT 10 Data Review Seat	11600-000022
CODE-STAT Maintenance Subscription (3 Years)	11600-000024
Individual AED Challenge (Per Person/ Yr)	26996-000014

Physio-Control NASPO Pricing

Product Category	Catalog Number	Catalog/Product Description
		LIFEPAK® 15
		Common Pre- Hospital Configurations
LIFEPAK 15	99577-001368	LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth
LIFEPAK 15	99577-001959	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Cha Bluetooth
LIFEPAK 15	99577-001952	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth
LIFEPAK 15	99577-001955	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth
LIFEPAK 15	99577-001957	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, B
LIFEPAK 15	99577-001588	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, E Bluetooth
		Common Hospital Configurations
LIFEPAK 15	99577-001939	LIFEPAK 15 Bluetooth
LIFEPAK 15	99577-001945	LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth
LIFEPAK 15	99577-001944	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth
LIFEPAK 15	99577-001950	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth
LIFEPAK 15	99577-001953	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth
LIFEPAK 15	99577-001943	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth
		Common Transport Configurations
LIFEPAK 15	99577-001947	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth
LIFEPAK 15	99577-001960	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasiv Pressure Channels, Bluetooth
LIFEPAK 15	99577-001962	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth
LIFEPAK 15	99577-001372	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, E Invasive Pressure Channels, Bluetooth
		Nellcor Configurations
LIFEPAK 15	99577-001941	LIFEPAK 15 Nellcor and Masimo SpO2, Bluetooth
LIFEPAK 15	99577-001946	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth
LIFEPAK 15	99577-001948	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth
LIFEPAK 15	99577-001951	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth
LIFEPAK 15	99577-001964	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtC Bluetooth
LIFEPAK 15	99577-001963	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtC Invasive Pressure Channels, Bluetooth
LIFEPAK 15	99577-001966	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive P Channels, Bluetooth

Product Category	Catalog Number	Catalog/Product Description
		Temperature Configurations
LIFEPAK 15	99577-001956	LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp
LIFEPAK 15	99577-001958	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2,Bluetooth,
LIFEPAK 15	99577-001373	LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bl Temp
		Government Configurations (Bluetooth Not Included)
LIFEPAK 15	99577-001930	LIFEPAK 15 Standard
LIFEPAK 15	99577-001931	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP
LIFEPAK 15	99577-001932	LIFEPAK 15 Trending, Masimo SpO2, NIBP,EtCO2
LIFEPAK 15	99577-001933	LIFEPAK 15 Trending, Masimo SpO2, NIBP,12-Lead
LIFEPAK 15	99577-001934	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2
LIFEPAK 15	99577-001935	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2
LIFEPAK 15	99577-001936	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet NIBP, 12-Lead, EtCO2
LIFEPAK 15	99577-001938	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperat
LIFEPAK 15	99577-001937	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2 Invasive Pressure Channels
		LIFEPAK 15 ACPA Bundles
LIFEPAK 15	81700-000005	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, EtCO2, BT)
LIFEPAK 15	81700-000004	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, NIBP, 12-Le ECG, EtCO2, BT)
LIFEPAK 15	81700-000002	Bundle: LIFEPAK 15 w/ ACPA (Trending, SpO2, SpCO, NIBP, 12-Lead ECG, BT, Temp)
LIFEPAK 15	81700-000001	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP Lead ECG, EtCO2, 2 IP Channels)
LIFEPAK 15	81700-000007	Bundle: LIFEPAK 15 w/ ACPA (Standard)
LIFEPAK 15	81700-000003	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, NIBP, EtCO2)
LIFEPAK 15	81700-000006	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP Lead ECG , EtCO2, 2 IP Channels)
		LIFEPAK 20e
LIFEPAK 20e	70507-000061	LIFEPAK 20e Defibrillator/Monitor
LIFEPAK 20e	70507-000080	LIFEPAK 20e Defibrillator/Monitor with Pacing Package
LIFEPAK 20e	70507-000091	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo)
LIFEPAK 20e	70507-000081	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo a Legacy Nellcor enabled))
Accessory	11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery
		LIFEPAK 20e CMM Bundles
LIFEPAK 20e	81701-000001	Bundle: LIFEPAK 20e w/ CodeManagement Module (Wireless)
LIFEPAK 20e	81701-000002	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless)
LIFEPAK 20e	81701-000003	Bundle: LIFEPAK 20e (Pacing & Masimo SpO2) w/ CodeManagement Modul (Wireless)

Product Category	Catalog Number	Catalog/Product Description
LIFEPAK 20e	81701-000004	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeMana Module (Wireless)
LIFEPAK 20e	81701-000005	Bundle: LIFEPAK 20e w/ CodeManagementModule (Wireless & EtCO2)
LIFEPAK 20e	81701-000006	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless & EtC
LIFEPAK 20e	81701-000007	Bundle: LIFEPAK 20e (Pacing and Masimo SpO2) w/ CodeManagement Mod (Wireless & EtCO2)
LIFEPAK 20e	81701-000008	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeMana Module (Wireless & EtCO2)
		Code Management Module
Accessory	11150-000018	LIFEPAK 20e Defibrillator CodeManagement Module - Wireless
Accessory	11150-000019	LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capn
Accessory	11260-000045	Carry Case for LIFEPAK 20/20e Defibrillator with Module
Accessory	11141-000162	CodeManagement Module Lithium Ion Battery
		LIFEPAK 1000
LIFEPAK 1000	99425-000023	LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & ele
LIFEPAK 1000	99425-000025	LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electroc
Accessory	99996-000117	LP1000 Trainer
Accessory	11141-000100	LMnO2 Non-Rechargeable Battery
Accessory	11141-000161	Rechargable Battery Replacement for LP1000
Accessory	11141-000160	Rechargable Li-ion Battery for LP1000- only available with purchase of new L device
Accessory	11140-000085	Battery charger for the LIFEPAK 1000 (must be used with rechargeable batte
Accessory	11425-000007	BAG ASSEMBLY, NO STRAP,LIFEPAK 1000
Accessory	11260-000023	LIFEPAK 1000 Hard shell, watertight carrying case
Accessory	11425-000012	LIFEPAK 1000 Replacement Shoulder Strap for carry case
Accessory	11111-000016	3-Wire ECG Cable
Accessory	11425-000001	Accessory pounch for 3-wire cable and/or other accessories
Accessory	11250-000052	Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator
Accessory	26500-002156	Quick Reference Instruction Card LIFEPAK 1000
		LIFEPAK CR PLUS
LIFEPAK CR PLUS	80403-000148	LIFEPAK CR Plus AED Kit Semi-automatic AHA voice prompt
LIFEPAK CR PLUS	80403-000149	LIFEPAK CR Plus AED Kit Fully automatic AHA voice prompt
LIFEPAK EXPRESS	80427-000134	LIFEPAK Express Semi-automatic. Incl 1 pair of QUIK-Pak electrodes
Accessory	11260-000015	LIFEPAK CR Plus Hard shell carry case
Accessory	21300-004576	LIFEPAK CR Plus Carrying case
Disposable	11403-000001	LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes
Disposable	11403-000002	LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes

Product Category	Catalog Number	Catalog/Product Description
Accessory	11210-000021	Wall mount bracket for LIFEPAK CR Plus
Accessory	21300-006587	CENTRAL ALARM SWITCH for CR Plus
Accessory	11250-000073	LIFEPAK CR Plus Training System
Accessory	11260-000014	LIFEPAK CR Plus Training System replacement carry case
Disposable	11250-000015	LIFEPAK CR Plus Training System replacement training electrodes
Accessory	26500-001156	LIFEPAK CR Plus Operating Instructions: LIFEPAK CR Plus Training System
Accessory	26500-001421	LIFEPAK CR Plus Service Manual CD Rom
Accessory	21300-004579	LIFEPAK CR Plus Replacement shoulder strap for carry case
		Heartsine
samaritan 350P	80514-000263	HeartSine SAM 350P AED
samaritan 450P	80515-000002	HeartSine SAM 450P AED
Accessory	11516-000018	USB Data Download Cable - HeartSine
Accessory	11516-000020	AED Wall Sign - HeartSine
Accessory	11516-000021	CPR prep kit - HeartSine
Accessory	11516-000022	Carry Case for HeartSine AED
Accessory	11516-000114	Backpack for HeartSine AED
Accessory	11516-000010	HeartSine AED Pelican case with insert
Accessory	11516-000023	Wall Bracket for HeartSine AED
Accessory	11516-000024	HeartSine Wall Cabinet with Alarm
Disposable	11516-000003	US Adult Pad-Pak for HeartSine AEDs
Disposable	11516-000004	US Pediatric-Pak for HeartSine AEDs
Disposable	11516-000027	Aviation Pad-Pak for HeartSine AEDs
Accessory	11516-000059	HeartSine SAM 350P AED Trainer
Accessory	11516-000092	HeartSine SAM 450P AED Trainer
Disposable	11516-000011	HeartSine AED Trainer Electrodes - 25
Disposable	11516-000009	HeartSine AED Trainer Electrodes - 10
Accessory	11516-000012	HeartSine Trainer battery charger
Accessory	11516-000014	SAM 350P AED Trainer Remote Control
Accessory	11516-000001	SAM 450P AED Trainer Remote Control
Disposable	11516-000017	Pad-Pak Electrode Cartridge for Trainer
		LUCAS® Chest Compression System
LUCAS	99576-000024	LUCAS 2, 2.1 SW Chest Compression System
LUCAS	99576-000020	LUCAS 2, 2.2 SW Chest Compression Training unit
LUCAS	99576-000043	LUCAS 3.0 Chest Compression System
LUCAS	99576-000042	Training Unit LUCAS 3.0. Non Clinical device for training purposes only.
Accessory	11576-000070	LUCAS 2 Rubber Bumper
Accessory	11996-000285	LUCAS 1 Regulator
Accessory	11576-000035	LUCAS 1 Carry Bag (Backpack)
Accessory	21996-000061	LUCAS 1 Extention Hose
Accessory	11996-000278	LUCAS 1 Connector - Chemtron Air
Accessory	11996-000279	LUCAS 1 Connector - Ohmeda Air
Accessory	11996-000280	LUCAS 1 Connector - Puritan Bennet Air

Product Category	Catalog Number	Catalog/Product Description
Accessory	11996-000281	LUCAS 1 Connector - Diss Air
Accessory	11996-000282	LUCAS 1 Connector - Schrader Air
Accessory	11996-000283	LUCAS 1 Connector - Oxequip Air
Accessory	11576-000064	LUCAS PCI BACK PLATE
Accessory	21996-000044	LUCAS Back Plate
Accessory	11576-000052	Back Plate Grip Tape
Accessory	11576-000053	Back Plate Grip Tape (3 pack)
Accessory	11576-000050	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)
Accessory	11576-000051	Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)
Accessory	11576-000038	LUCAS 2 Carrying Bag
Accessory	11576-000046	LUCAS 2 Disposable Suction Cup (3 pack)
Accessory	11576-000047	LUCAS 2 Disposable Suction Cup (12 pack)
Accessory	11576-000060	LUCAS 2 Stand-alone Battery Charger
Accessory	11576-000039	LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)
Accessory	11576-000048	LUCAS 2 12V Car Cable
Accessory	11576-000081	LUCAS Carrying Case, Hard Shell
Accessory	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo
Accessory	21576-000074	LUCAS Stabilization Strap
Accessory	21576-000075	LUCAS Stabilization Strap (4 pack)
Accessory	11576-000088	LUCAS Slim Back Plate
Accessory	11576-000089	Grip Tape, LUCAS Slim Back Plate
Accessory	11576-000090	Grip Tape (3-pack), LUCAS Slim Back Plate
Accessory	11576-000091	LUCAS 3 Bumpers (Black)
Accessory	26500-003716	LUCAS 3.0 Instructions for Use, Replacement, EN
Accessory	26500-003084	LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN
Accessory	26500-003434	LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English
Accessory	11576-000036	Patient Strap (each)
		AED ACCESSORIES
Disposable	11101-000003	AED Trainer new style training electrodes (5 pr)
Disposable	11101-000004	AED training electrode set - (5pr), cable & pouch
Accessory	11101-000006	Cable/connector assembly/pouch for Adult AED training electrodes
Disposable	11250-000042	Replacement infant/child AED training electrodes
Accessory	11250-000043	Cable/connector assembly/pouch for infant/child AED training electrodes
Disposable	11250-000045	Infant/child AED training electrodes training set
		TrueCPR
TrueCPR	80596-000003	TrueCPR Coaching Device
Accessory	11260-000044	TrueCPR Carry Case
		McGRATH MAC EMS Video Laryngoscope and Accessories
Laryngoscope	11996-000393	McGRATH MAC EMS Video Laryngoscope
Accessory	11996-000394	McGRATH 3.6V EMS Battery
Accessory	11996-000414	McGRATH MAC 2 Laryngoscope Blades, Box of 10
Accessory	11996-000415	McGRATH MAC 3 Laryngoscope Blades, Box of 10

Product Category	Catalog Number	Catalog/Product Description
Accessory	11996-000416	McGRATH MAC 4 Laryngoscope Blades, Box of 10
Accessory	11996-000398	McGRATH X3 Laryngoscope Blades, Box of 10
		WALL MOUNTS, CABINETS & SIGNS
Accessory	11998-000292	Wall Cabinet - Semi-recessed for AED, 3" Trim
Accessory	11998-000293	Wall Cabinet - Fully-recessed for AED, 1.5" Trim
Accessory	11220-000076	Wall Cabinet, standard, surface mount, SS
Accessory	11220-000077	Wall Cabinet, standard, semi-recessed, SS
Accessory	11220-000078	Wall Cabinet, small, fully recessed, SS
Accessory	11210-000026	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges
Accessory	11220-000083	AED Wall Cabinet with alarm and strobe -surface mount, rolled edges
Accessory	11220-000079	AED Wall Cabinet with alarm - surface mount, rolled edges
Accessory	11210-000027	AED Wall Cabinet with alarm, fire rated - recessed, square edges
Accessory	11220-000084	AED Wall Cabinet with alarm and strobe - surface mount, rolled edges
Accessory	11210-000028	AED Floor Stand Cabinet with alarm- White
Accessory	11210-000029	AED Floor Stand Cabinet with alarm- Grey
Accessory	11998-000327	AED Wall Sign Ilcor w/logo, Flat,8x10
Accessory	11998-000328	AED Wall Sign Ilcor w/logo, T-mount, 8x10
Accessory	11998-000329	AED Wall Sign Ilcor w/logo, Tent, 7x8
Accessory	11998-000330	AED Wall Sign Traditional w/logo, Flat, 8x10
Accessory	11998-000331	AED Wall Sign Traditional w/logo, T-mount, 8x10
Accessory	11998-000332	AED Wall Sign Traditional w/logo, Tent, 7x8
Accessory	11998-000333	AED Wall Sign Traditional w/o logo, T-mount, 8x10
Accessory	26500-000185	AED Instruction Card (laminated easy reference)
Accessory	11998-000320	Ambu Res-Cue Key First Responder Kit
Accessory	11998-000321	Ambu Res-Cue Mask First Responder Kit
		LIFEPAK 500 ACCESSORIES
Accessory	11250-000096	LIFEPAK 500 AED Training System
Accessory	11141-000158	LP500 SLA Battery
Accessory	11141-000159	LP500 Battery Replacement kit
Accessory	11210-000001	Wall mount bracket for AED
Accessory	11998-000014	LIFEPAK 500 Complete soft shell carrying case
Accessory	11998-000021	LIFEPAK 500 Hard-shell carrying case (Pelican)
Accessory	11250-000004	LIFEPAK 500T Replacement carry case
Accessory	11250-000006	LIFEPAK 500T Replacement simulated battery pak
Accessory	26500-000036	LIFEPAK 500 Service Manual CD-Rom
Accessory	26500-001008	LIFEPAK 500T Operating Instructions
Accessory	21330-001058	LIFEPAK 500 DPS complete soft shell carrying case with "stealth" surface
Accessory	26500-000037	LIFEPAK 500 In-service Video
Accessory	11141-000002	LIFEPAK 500 rechargeable sealed lead acid battery pak
Accessory	11110-000050	Setup Transfer cable for LIFEPAK 500
Accessory	11150-000010	External Modem for connection to LIFEPAK 500
Accessory	11220-000025	Battery pouch for the LIFEPAK 500

Product Category	Catalog Number	Catalog/Product Description
		POWER OPTIONS
Accessory	11110-000051	Power Adapter extension cable for LIFEPAK 12 power adapter
Accessory	11210-000002	BSS2 wall mount bracket
Accessory	11141-000068	LIFEPAK 20 NiMH rechargeable internal battery
Accessory	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs
Accessory	11141-000028	LIFEPAK SLA Battery
Accessory	11577-000004	Station Battery Charger - For the LP15
Accessory	11577-000011	Mobile Battery Charger - FOR THE LP15
Accessory	21330-001176	LP15 Lithium-ion Battery 5.7 amp hrs
Accessory	11141-000106	LIFEPAK 12 Li-ion Battery
Accessory	11141-000115	REDI-CHARGE Base
Accessory	11141-000116	LIFEPAK 12 REDI-CHARGE Adapter Tray
Accessory	11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray
Accessory	11140-000072	AC Power Adapter
Accessory	11140-000074	DC Power Adapter
Accessory	11577-000019	LP15 Power Attachment Kit
Accessory	11140-000015	AC Power Cord
Accessory	11140-000080	Extension Cable (5ft 3 in)
Accessory	11140-000081	Right angle cable (10in) included with ACPA & DCPA
Accessory	11996-000375	Cable DC Input LP15 Battery Charger
		CARRYING CASES & MOUNTING OPTIONS
Accessory	11260-000030	LIFEPAK 12 Basic carry case w/strap, right & left pouches
Accessory	11260-000029	LIFEPAK 12 Carry case back pouch - expandable
Accessory	21300-007203	LIFEPAK 12 Replacement carry case right pouch
Accessory	21300-007201	LIFEPAK 12 Replacement carry case left pouch
Accessory	21300-006361	LIFEPAK 12 Carry case base & side supports
Accessory	11260-000037	LIFEPAK12 Shoulder Strap replacement
Accessory	11220-000033	LIFEPAK 12 Front cover
Accessory	11998-000063	LIFEPAK 12 Removable acrylic screen shield
Accessory	11220-000028	Top Pouch for the LP12/LP15
Accessory	11260-000032	Carrying Case of the LIFEPAK 12 with AC Power Adapter
Accessory	11260-000033	Carrying Case for the LIFEPAK 12 with Voice Recorder
Accessory	21300-007203	Right Pouch Replacement (Note: Included with basic case)
Accessory	11577-000002	LIFEPAK 15 Basic carry case w/ right & left pouches
Accessory	11260-000039	LIFEPAK 15 Carry case back pouch
Accessory	11577-000001	LIFEPAK 15 Shoulder strap
Accessory	11996-000374	LP15 bed Connector
Accessory	11260-000016	QUIK-COMBO Accessory pouch for LP20
Accessory	11260-000018	LP20 Basic Carry Case
Accessory	11260-000043	LP20 Top Pouch
Accessory	21330-000996	ASSY-LP20 DOCKING STATION
Accessory	11996-000309	Surface mount bracket

Product Category	Catalog Number	Catalog/Product Description
		HARD PADDLES
Accessory	11130-000001	Standard hard paddles for use w/LIFEPAK 12
Accessory	11130-000037	LIFEPAK 20E Standard Adult Detachable Hard Paddles
Accessory	11130-000061	Standard hard paddles for use w/LIFEPAK 15
Accessory	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language
		THERAPY DELIVERY ACCESSORIES
Accessory	11131-000001	Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFE
Accessory	11131-000010	Internal paddles - 1" size (6.25" shaft length)
Accessory	11131-000011	Internal paddles - 1.5" size (6" shaft length)
Accessory	11131-000012	Internal paddles - 2" size (5.75" shaft length)
Accessory	11131-000013	Internal paddles - 2.5" size (5.75" shaft length)
Accessory	11131-000014	Internal paddles - 3.5" size (5" shaft length)
Accessory	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)
Accessory	11131-000021	Internal paddles - 1.5" size (9" shaft length)
Accessory	11131-000022	Internal paddles - 2" size (8.75" shaft length)
Accessory	11131-000023	Internal paddles - 3.5" size (8" shaft length)
Accessory	11131-000024	Internal paddles - 1.5" size (14.25" shaft length)
Accessory	11998-000326	LIFEPAK 15 internal paddles adapter cable
Accessory	21300-005847	Signagel, gel
Accessory	11110-000040	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20
Accessory	11113-000004	QUIK-COMBO therapy cable for use w/LIFEPAK 15
		ECG MONITORING ACCESSORIES
Accessory	11111-000022	12 Lead ECG, Precordial Leads (AHA)
Accessory	11111-000020	8ft Trunk cable with AHA limb leads
Accessory	11111-000018	5ft Trunk cable with AHA limb leads
Accessory	21300-008054	4-Wire Cable Comb (10- Pack)
Accessory	21300-008055	6-Wire Cable Comb (10- Pack)
Accessory	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20
Accessory	11110-000066	5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20
Disposable	11240-000013	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)
Disposable	11240-000016	Strip chart recorder paper, 100mm 2rolls/bx (1-23)
		COMMUNICATION ACCESSORIES
Accessory	11150-000007	Modem cable - 6' LIFEPAK 12 to external modem
Accessory	11150-000009	Modem door assembly
Accessory	11150-000015	Internal modem (pc card modem)
Accessory	11230-000020	Serial port cable
Accessory	11230-000018	LP20 Serial Port Cable
Accessory	11230-000019	LP20 Configuration Transfer Cable
		NIBP SUPPLIES
Accessory	11996-000392	LIFEPAK 12 NIBP Hose, coiled 9'
Accessory	11996-000391	LIFEPAK 12 NIBP Hose, 9'

Product Category	Catalog Number	Catalog/Product Description
Accessory	11996-000390	LIFEPAK 12 NIBP Hose, 12'
Accessory	21300-008148	LIFEPAK 15 NIBP Hose, 9' coiled
Accessory	21300-008147	LIFEPAK 15 NIBP Hose, 9'
Accessory	21300-008146	LIFEPAK 15 NIBP Hose, 12'
Accessory	11160-000011	NIBP Cuff-Reusable, Infant
Accessory	11160-000013	NIBP Cuff-Reusable, Child
Accessory	11160-000015	NIBP Cuff-Reusable, Adult
Accessory	11160-000017	NIBP Cuff-Reusable, Lg Adult
Accessory	11160-000019	NIBP Cuff-Reusable Adult X large
Disposable	11160-000012	NIBP Cuff-Disposable Infant
Disposable	11160-000014	NIBP Cuff-Disposable Child
Disposable	11160-000016	NIBP Cuff-Disposable Adult
Disposable	11160-000018	NIBP Cuff-Disposable Large Adult
Disposable	11160-000020	NIBP Cuff-Disposable X-tra Large Adult
		NELLCOR SpO2 SENSORS AND CABLES
Accessory	11996-000060	Durasensor - Adult finger sensor
Accessory	11996-000061	Oxiband Adult/Neonatal Sensor
Accessory	11996-000062	Oxiband Pediatric/Infant Sensor
Accessory	11996-000106	DURA-Y Multisite sensor (reusable)
Disposable	11996-000113	Oxisensor II adult sensor (24/BX)
Disposable	11996-000114	Oxisensor II adult sensor, long cable (24/BX)
Disposable	11996-000115	Oxisensor II infant sensor (24/BX)
Disposable	11996-000116	Oxisensor II pediatric sensor (24/BX)
Disposable	11996-000048	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)
Disposable	11996-000049	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)
Disposable	11996-000117	Oxisensor II neonatal sensor (24/BX)
Accessory	11110-000042	DEC-4 Cable Extension: 4'
Accessory	11110-000176	DEC-8 Cable Extension: 8'
		MASIMO SET LNOP SENSORS AND CABLES
Accessory	11171-000006	Masimo SET LNOP Sp02 Patient Cable- 4 foot
Accessory	11171-000008	Masimo SET LNOP Sp02 Patient Cable - 8 foot
Accessory	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot
Accessory	11171-000007	Masimo SET LNOP Sp02 Sensor - Adult Reusable
Disposable	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable
Disposable	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)
Disposable	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)
Disposable	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 2 sensors)
Disposable	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)
Accessory	11996-000326	Masimo SET RED LNOP Patient Cable - 4 foot

Product Category	Catalog Number	Catalog/Product Description
Accessory	11996-000327	Masimo SET RED LNOP Patient Cable - 8 foot
Accessory	11996-000328	Masimo SET RED LNOP Patient Cable - 12 foot
		MASIMO SET LNCS SENSORS AND CABLES
Accessory	11171-000024	Masimo SET LNCS Patient Cable - 4 foot
Accessory	11171-000016	Masimo SET LNCS Patient Cable - 10 foot
Accessory	11171-000025	Masimo SET LNCS Patient Cable - 14 foot
Accessory	11996-000323	Masimo SET Red LNCS Patient Cable - 4 foot
Accessory	11996-000324	Masimo SET Red LNCS Patient Cable - 10 foot
Accessory	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot
Accessory	11171-000027	Masimo SET LNCS 4' extension (for Nellcor equipped units)
Accessory	11171-000017	Masimo SET LNCS Adult Reusable Sensor
Accessory	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor
Disposable	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)
Disposable	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)
Disposable	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)
Disposable	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)
Disposable	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)
Disposable	11171-000039	M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000040	M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000041	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000042	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000043	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box
Accessory	11171-000046	M-LNCS DCI, Adult Reusable Sensor, 1/box
Accessory	11171-000047	M-LNCS DCIP, Pediatric Reusable Sensor, 1/box
		MASIMO SET RED DIRECT CONNECT CABLES
Accessory	11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot
		MASIMO SET RAINBOW DIRECT CONNECT CABLES
Accessory	11996-000335	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000336	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000338	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot
Accessory	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft
Accessory	11171-000033	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft
Accessory	11171-000049	Rainbow DCI Adt Reusable Sensor, 1/box
Accessory	11171-000050	Rainbow DCIP PED REUSABLE Sensor
Disposable	11996-000339	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Disposable	11996-000340	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/bo
Disposable	11996-000341	Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/

Product Category	Catalog Number	Catalog/Product Description
Disposable	11996-000342	Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Accessory	11171-000037	RC-04, Patient Cable, 4 ft. , 1/box
Accessory	11171-000038	RC-12, Patient Cable, 12 ft. , 1/box
Disposable	11171-000055	Disposable Light Shield 10/pack
Accessory	11171-000054	Reuseable Light Shield, 5 /box
Accessory	11171-000051	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box
Accessory	11171-000052	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR,REF 2653
Accessory	11171-000053	DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR,REF 2644
		ADAPTER CABLES
Accessory	11996-000183	MNC-1 Adapter Cable - 10 foot
Accessory	11996-000198	MNC-1 Adapter Cable - 4 foot
Accessory	11996-000365	RED MNC ADAPTER CABLE, 4FT,2641
		ORIDION INTUBATED FILTERLINES
Disposable	11996-000001	FilterLine H Set Infant/Neonatal (box of 25)
Disposable	11996-000080	FilterLine H Set Adult/Pediatric (box of 25)
Disposable	11996-000081	FilterLine Set Adult/Pediatric (box of 25)
Disposable	11996-000164	FilterLine Set Long Adult/Pediatric (box of 25)
Disposable	11996-000082	Nasal FilterLine Set Infant/Neonatal (box of 25)
		ORIDION NON-INTUBATED FILTERLINES
Disposable	11996-000120	SmartCapnoLine - Pediatric patients <44lbs (box of 25)
Disposable	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)
Disposable	11996-000162	SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)
Disposable	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box
Disposable	11996-000165	SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of
Disposable	11996-000166	SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)
Disposable	11996-000167	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs
		ELECTRODES
Electrode	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect
Electrode	11996-000090	Electrode EDGE QUIK-COMBO RTS
Electrode	11996-000091	Electrode EDGE QUIK-COMBO Adult
Electrode	11996-000092	Electrode EDGE Fast-Patch Plus
Electrode	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS
Electrode	11100-000002	Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)
Electrode	11100-000001	Electrode LIFEPATCH ECG , adult, pregelled (3/pkg) 1-99
Electrode	11101-000016	Electrode replacement infant/child reduced energy
Electrode	11101-000017	Electrode Infant/Child reduced energy starter kit
Electrode	21330-001024	ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED
		TEMPERATURE MONITORING
Accessory	11140-000078	Temperature Adapter Cable- 5ft

Product Category	Catalog Number	Catalog/Product Description
Accessory	11140-000079	Temperature Adapter Cable- 10ft
Disposable	11996-000359	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)
Disposable	11996-000360	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)
		TRAINING TOOLS AND TESTERS
Accessory	44500-000001	12-Leads Made Easy Web-based training program
Accessory	44500-000003	Capno Made Easy Web Based Training
Disposable	11250-000012	Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)
Accessory	21330-001365	Test load (for use with QUIK COMBO therapy cable)
Accessory	11113-000002	QUIK-COMBO Test Plug for testing QC Cable
Accessory	11996-000311	QUIK-COMBO 12-lead Patient Simulator
Accessory	11996-000310	QUIK-COMBO 3-lead Patient Simulator
Accessory	11110-000085	Defibrillation/ECG training electrode cable extension wire
Disposable	11103-000001	QUIK-COMBO training electrodes (2/PR)
Disposable	11101-000007	Defibrillation/ECG training electrodes
Accessory	26500-002481	Operating Instructions: LIFEPAK 12
Accessory	21300-007585	Service Manual on CD-ROM: LIFEPAK 12 and BSS2
		LITERATURE
Accessory	26500-000213	LIFEPAK 12 In-service Video
Accessory	26500-000234	LIFEPAK 12 & BSS2 Service Manual (paper version)
Accessory	26500-000942	LIFEPAK 12 Operating Instructions
Accessory	21330-001357	LIFEPAK 15 In-service Video - DVD format
Accessory	26500-002408	LIFEPAK 15 Operating Instructions
Accessory	26500-002040	Quik reference Instruction Card for AED and CPR instruction
		Medical Informatics
Accessory	11996-000369	Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC
Data Management - CORE	11600-000022	CODE-STAT 10 Data Review Seat
Service	11600-000024	CODE-STAT Maintenance Subscription (3 Years)
		Training
Solution	26996-000014	Individual AED Challenge (Per Person/ Yr)
		Modems
Data Management	21340-000706	LIFENET PC Gateway
Data Management	21996-000073	TITAN II Wireless Gateway
Data Management	21996-000093	Titan II - Wifi & Cellular Gateway (Verizon, Verizon KORE, AT&T)
Data Management	21996-000095	Titan II - Wifi & Cellular Gateway (AT&T KORE)
Data Management	21996-000092	Titan II - Wifi & Audio & Cellular Gateway (Verizon, Verizon KORE, AT&T)
Data Management	21996-000094	Titan II - Wifi & Audio & Cellular Gateway (AT&T KORE)
Data Management	21996-000081	Multitech 3G Gateway - AT&T
Data Management	21996-000085	Multitech 3G Gateway - Verizon
Data Management	21996-000086	Verizon Multitech 3G Gateway (For use with Physio-Control data plan)
Data Management	21996-000082	AT&T Multitech 3G Gateway (For use with Physio-Control data plan)

Attachments H-L: Lead State and Additional Participating States' Terms and Conditions

Some States listed in Section 1.6 may have included special or unique terms and conditions for their state that will govern their state Participating Addendum. These terms and conditions are being provided as a courtesy to proposers to indicate which additional terms and conditions may be incorporated into the state Participating Addendum after award of the Master Agreement. The Lead State will not address questions or concerns or negotiate other States' terms and conditions. The Participating States shall negotiate these terms and conditions directly with the supplier. State-specific terms and conditions are included in Attachments H-L.

State of Oklahoma

Office of Management and Enterprise Services

ADDENDUM 2 TO

STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH PHYSIO-CONTROL INCORPORATED

This Addendum 2 modifies the Master Agreement Award OK-SW-300 ("Master Agreement") awarded to Physio-Control, Inc ("Contractor') by the Lead State in connection with Solicitation No. SW17300 and is effective as of the date of the last signature below. All terms of the Master Agreement not modified in this Addendum remain in full force and effect.

Addendum Purpose.

This Addendum amends Exhibit C which provides an updated price list.

Modification of Master Agreement.

A. The price schedule attached to the Master Agreement as part of Exhibit C is hereby updated, attached hereto and incorporated herein.

NOW, THEREFORE, in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties agree as follows:

STATE OF OKLAHOMA **Ferris J. Barger, State Purchasing Director**	**CONTRACTOR** **Physio-Control, Inc.**
By:	By: Jennifer M. Collins
Date: 11-14-18	Date: 10/30/18
	Title: MGR, PRICING & CONTRACTS

The person signing for Contractor hereby swears and affirms that he or she is authorized to act on Contractor's behalf and acknowledges that the Lead State is relying on his or her representation to that effect.

CONTRACTOR:	**Physio-Control**					
DATE SUBMITTED:	**10/15/2018**					
NEW ITEM OR PART #	**REPLACEMENT ITEM? LIST OLD ITEM OR PART NUMBER.**	**CONTRACT CATEGORY**	**CATALOG/PRODUCT DESCRIPTION**	**UNIT PRICE OR LIST PRICE**	**CONTRACT PRICE OR NET PRICE**	**DISCOUNT %**
11516-000091		Category 1	HeartSine SAM 360P AED Trainer	$ 420.00	$ 357.00	15%
11576-000071		Category 1	Power Supply	$ 379.00	$ 322.15	15%
11576-000094		Category 1	LUCAS Carrying Case, Hard Shell	$ 459.00	$ 390.15	15%
11996-000441		Category 1	Wall Cabinet, Rotaid Plus, With Alarm, White	$ 359.00	$ 305.15	15%
11996-000443		Category 1	Wall Cabinet, Rotaid Plus, With Alarm, Red	$ 359.00	$ 305.15	15%
11996-000445		Category 1	Wall Cabinet, Rotaid Solid Plus, with Alarm, White	$ 449.00	$ 381.65	15%
11996-000447		Category 1	Wall Cabinet, Rotaid Solid Plus, with Alarm, Red	$ 449.00	$ 381.65	15%
11996-000449		Category 1	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, White	$ 649.00	$ 551.65	15%
11996-000451		Category 1	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, Red	$ 649.00	$ 551.65	15%
21996-000109		Category 3	Titan III - Wifi Gateway	$ 1,035.00	$ 900.45	13%
21996-000110		Category 3	Titan III Trio - Wifi, Cellular, Fast Audio Gateway, No SIM	$ 2,630.00	$ 2,288.10	13%
21996-000111		Category 3	Titan III Trio - Wifi, Cellular, Fast Audio Gateway, ATT	$ 2,720.00	$ 2,366.40	13%
21996-000112		Category 3	Titan III Trio - Wifi, Cellular Gateway, No SIM	$ 1,615.00	$ 1,405.05	13%
80514-000264		Category 1	HeartSine SAM 350P AED Aviation, Semi Automatic	$ 1,755.00	$ 1,050.12	40%
80514-000309		Category 1	HeartSine SAM 360P AED, Fully-automatic	$ 1,745.00	$ 1,044.14	40%
80514-000312		Category 1	HeartSine SAM 360P Aviation, Fully-Automatic	$ 1,855.00	$ 1,109.96	40%
80515-000127		Category 1	HearSine SAM 450P AED Aviation, Semi-Automatic	$ 1,940.00	$ 1,243.54	36%
99576-000063	99576-000024	Category 1	LUCAS 3, 3.1, in shipping Box, EN	$ 15,950.00	$ 13,876.50	13%
99576-000083	99576-000020	Category 1	LUCAS 3, 3.1, Training Unit, EN	$ 9,450.00	$ 8,221.50	13%
BUN-LUCAS3.1		Category 1	Bundle LUCAS 3.1 Chest Compression Device including back plate, 1 battery, neck straps, carry case and 5 year warranty that includes annual onsite preventative mainanence check, onsite repair if needed and one battery exchange when needed in 5 year period.	$ 21,422.00	$ 16,614.00	22%

ADDENDUM 3 TO
STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH PHYSIO-CONTROL INCORPORATED

ASSIGNMENT OF MASTER AGREEMENT AWARD

This Assignment of Master Agreement (ref. Statewide contract OK-SW-300; AED Units and Accessories) (this "Assignment"), effective upon signature of the State Purchasing Director is by and among Physio-Control, Inc. ("Assignor"), Stryker Sales Corporation. DBA Stryker Medical ("Assignee") and State of Oklahoma. Assignor, Assignee and the State of Oklahoma are collectively referred to herein as the "Parties."

RECITALS

WHEREAS, Assignor and the State of Oklahoma are parties to a Master Agreement dated October 5, 2017 (the "MA");

WHEREAS, the Parties agree to assign the Master Agreement as set forth herein.

NOW THEREFORE, in consideration of the mutual promises contained herein and other good and sufficient consideration, the receipt and adequacy of which is hereby acknowledged, the Parties hereto agree as follows:

AGREEMENT

1. **Assignment.** Assignor hereby assigns to Assignee all of its rights, title and interest in the Master Agreement (OK-SW-300).

2. **Assumption of Obligations.** Assignee:

    a. acknowledges the receipt of a signed copy of the Master Agreement;
    b. hereby assumes all of Assignor's interest, rights, duties and obligations as provided in the Master Agreement; and
    c. agrees to comply with all of the terms and obligations set forth in the Master Agreement OK-SW-300 and the applicable terms of Physio-Control Master Agreement OK-SW-300; and
    d. shall perform all of Assignor's rights, duties and obligations set forth in the Master Agreement as if Assignee were the original party thereto.

3. **Assignor's Representations.** Assignor and the State of Oklahoma each warrant that the Master Agreement is in full force and effect and may be assigned to Assignee with the consent of the Parties hereto.

4. **Binding Effect.** The covenants and conditions contained in this Assignment shall apply to and bind Assignor and Assignee and their heirs, legal representative, successors and permitted assigns.

IN WITNESS WHEREOF, the Parties have caused this Assignment to be executed as of the Effective Date first written above.

Assignor: **Physio-Control, Inc.**

By: _____

Date: 9/3/2019

Assignor: **Stryker Sales Corporation. DBA Stryker Medical**

_____

Date: 9/3/19

The State of Oklahoma by and through the Office of Management and Enterprise Services

By: _____

Print Name: Sam DuRegger

Date: 9/5/19

Ferris J. Barger
State Purchasing Director
Central Purchasing

OMES
OFFICE OF MANAGEMENT & ENTERPRISE SERVICES

Denise Northrup
Director

08/30/2018

Dear Awarded Supplier,

Oklahoma Statewide Contract SW0300 was awarded with the base agreement period commencing October 5, 2017 and ending October 4, 2018 with four (4) options to renew for one-year periods. The State of Oklahoma is requesting to renew the above contract for the period of October 5, 2018 through October 4, 2019.

Please indicate your firm's response to this request and return by email.

☒ Yes, our firm will renew the contract pricing and terms on the above listed contract.

☐ No, our firm will not renew the contract pricing and terms on the above listed contract.

Federal Employer / Tax Identification Number: 91-0697691

PeopleSoft Identification Number:

Company Name: Physio-Control, Inc.

Address: 11811 Willows Rd NE

City: Redmond State: WA

Zip Code: 98052

Email: uscontracts@stryker.com

Jennifer N. Collins/Manager, Pricing & Contracts	9/17/2018	
Name / Title	Date	Signature

Send response electronically to the email address below of the contracting officer by: September 10, 2018

Contracting Officer Name: Theresa Johnson

Contracting Officer Phone: (405) 521 - 2289

Contracting Officer Email Address: Theresa.johnson@omes.ok.gov

OMES FORM CP 228 – Purchasing / Rev. 05/2018

Ferris J. Barger
State Purchasing Director
Central Purchasing

OMES
OFFICE OF MANAGEMENT & ENTERPRISE SERVICES

John Budd
Acting Director

07/25/2019

Dear Awarded Supplier,

Oklahoma Statewide Contract SW0300 was awarded with the base agreement period commencing 10/5/2017 and ending 10/04/2018 with four (4) options to renew for one-year periods. The State of Oklahoma is requesting to renew the above contract for the period of 10/05/2019 through 10/04/2020 .

Please indicate your firm's response to this request and return by email.

☒ Yes, our firm will renew the contract pricing and terms on the above listed contract.

☐ No, our firm will not renew the contract pricing and terms on the above listed contract.

Federal Employer / Tax Identification Number: 38-2902424

PeopleSoft Identification Number: 0000013023

Company Name: Stryker Sales Corporation, through its Medical Division

Address: 3800 E. Centre Avenue

City: Portage, MI State: MI

Zip Code: 49002-5826

Email: USContracts@strkyer.com

Kimberly E. Plested / Contracts Administrator	8/16/19	
Name / Title	Date	Signature

Send response electronically to the email address below of the contracting officer by: August 1, 2019

Contracting Officer Name: Theresa Johnson

Contracting Officer Phone: (405) 521 - 2289

Contracting Officer Email Address: theresa.johnson@omes.ok.gov

OMES CP FORM 228 – Purchasing / Rev. 01/2019

STRYKER MEDICAL'S AUTHORIZED DEALERS - 4/14/2020

COMMERCIAL DEALERS	AUTHORIZED DEALERS TO SERVICE CONTRACT - DEALERS AREA OF COVERAGE MAY BE SUBJECT TO THE APPROVAL OF THAT STATE'S CPO OFFICE							
DATE ADDED or AMENDED	DEALER NAME	ADDRESS	CITY	ST	ZIP	PHONE#	FAX#	CONTACT	EMAIL
	Allied 100, LLC	1800 US Highway 51 North	Woodruff	WI	54568	715-358-2329	888-364-2377	Cindy Dunbar	orders@aeds.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
	Enerspect Medical Solutions LLC	1175 American Pacific Pkwy, Ste C	Henderson	NV	89074	702-586-4911	702-586-4910	Angela Shelton	angela.shelton@enerspect.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
	AED Brands, LLC	95 Chastain Road, NW, Suite 302	Kennesaw	GA	30144	800-580-1375	770-429-3882	Rochella Steketee	rsteketee@aedbrands.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
AMENDED 1/27/2020	Cardio Partners, Inc. (formerly DXE Medical)	1001 Flagpole Court	Brentwood	TN	37027	866-349-4363	844-318-0590	Mackenzie Clawson	Mackenzie.clawson@boundtree.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
	School Health Corporation	865 Muirfield Drive	Hanover Park	IL	60133	866-323-5465	800-235-1305	Andrew Wiezen	bids@schoolhealth.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
AMENDED 1/27/2020	Advantage Emergency Devices, Inc	P.O. Box 327	Amawalk	NY	10501	914-424-0743	914-245-6393	Patrick FitzGerald	Pat@AdvantageAED.com
	One Beat CPR Learning Center, Inc.	4350 Oakes Road, Suite 500	Davie	FL	33314	954-321-5305	954-321-5307	Lon Rosen	lon@onebeatcpr.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	American Red Cross	209 Fairfield Rd.	Fairfield	NJ	70004	862-373-0144	973-970-2399	Barbara Schroeder	barbara.schroeder@redcross.org
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	General Medical Devices, Inc./AED Professionals	348 W. Colfax Street	Palatine	IL	60067	888-541-2337	866-879-7795	Michael Lall, CEO	michael@aedprocessionals.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	Rescue One Training for Life, Inc.	7621 Rickenbacker Dr	Gaithersburg	MD	20879	301-740-3390	301-740-3393	Jeremy Gruber	jgruber@rescue-one.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	Sterlington Medical Inc.	8556 Katy Freeway, Suite 101	Houston	TX	77024	713-412-0911	713-647-9294	Dereck Dietrich	dereck.dietrich@sterlongtonmedical.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	Cardiac Solutions, LLC	2013 Springhill Court	Birmingham	AL	35242	205-601-9800	205-647-9294	John Seale	Jseale@cardiac-Solutions.net
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	AED Authority	8091 Shaffer Parkway	Littleton	CO	80127	888-970-7799	303-484-7518	Ashton Narva	ashton.narva@aedauthority.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	Coro Medical, LLC	277 Mallory Station Rd, Suite 127	Franklin	TN	37067	800-695-1209		Tommy Wilkins	tommy@coromed.us
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								

COMMERCIAL DEALERS - page two
AUTHORIZED DEALERS TO SERVICE CONTRACT - DEALERS AREA OF COVERAGE MAY BE SUBJECT TO THE APPROVAL OF THAT STATE'S CPO OFFICE

DATE ADDED or AMENDED	DEALER NAME	ADDRESS	CITY	ST	ZIP	PHONE#	FAX#	CONTACT	EMAIL
AMENDED 1/27/2020	Foremost Medical Equipment	75 Goodway Drive, Suite 1	Rochester	NY	14623	202.207.8372	585-586-4882	Lawrence Franchetti	lfranchetti@cignet.net
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	MEDWheels	1322 E Houston St	San Antonio	TX	78205	210-215-2827	210-533-9457	Jane Gonzalez	jgonzalez@medwheels.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
1/27/2020	Grogan's, Inc.	610 President Clinton Ave	Little Rock	AR	72201	501-223-5157	501-781-2777	Rob Callaham	rob.callaham@axpm.com
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories								
DISTRIBUTION CENTERS - Distribution points location (City and State)									
	Orders placed directly to Stryker: Redmond, WA and Newtown, PA								
	Orders placed directly to Allied 100, LLC: Woodruff, WI								
	Orders placed directly to Enerspect Medical Solutions LLC: Henderson, NV								
	Orders placed directly to AED Brands, LLC: Kennesaw, GA								
	Orders placed directly to Cardio Partners Inc. (formally DXE Medical, Inc).: Nashville, TN								
	Orders placed directly to School Health Corporation: Hanover Park, IL								
	Orders Placed directly To Advantage Emergency Devices, Inc: Amawalk, NY								
	Orders placed directly to One Beat AED CPR Learning Center, Inc.: Davie, FL								
	Orders Placed directly to American Red Cross: Redmond, WA								
	Orders Placed directly to General Medical Devices Inc/AED Professionals: Palatine, Il								
	Orders Placed directly to Rescue One Training for Life, Inc.: Gaithersburg, MD								
	Orders Placed directly to Sterlington Medical Inc.: Houston, TX								
	Orders Placed directly to Cardiac Solutions, LLC: Birmingham, AL								
	Orders Placed directly to AED Authority: Littleton, CO								
	Orders Placed Directly to Coro Medical, LLC: Franklin ,TN								
	Orders Placed Directly to Foremost Medical Equiptment:Rochester, NY								
	Orders Placed Directly to MEDWheels:San Antonio, TX								
	Orders Placed Directly to Grogan's Inc. (formerly AXPM): Little Rock, AK								
COMMERCIAL DEALERS - REMOVED BY MANUFACTURER'S REQUEST									
DATE REMOVED	DEALER NAME	ADDRESS	CITY	ST	ZIP	PHONE#	FAX#	CONTACT	EMAIL
1/27/2020	AED Everywhere Inc.	3241 Nite Court	Fort Collins	CO	80525	877-751-5300	877-751-5300	David Robertson	dave@onebeatcpr.com
1/27/2020	Cardiac Life Products, Inc.	349 W. Commercial St, Suite 1400	East Rochester	NY	14445	585-267-7775	not provided	Mary Wynne	mwynne@cardiaclife.net

AREAS OF COVERAGE
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All of US except EMS and Fire
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, excluding Fire and EMS Customers
All States, exlucing Fire and EMS Customers

AREAS OF COVERAGE
All States, exlucing Fire and EMS Customers
All states, excluding Fire and EMS customers
All states, excluding Fire and EMS customers

AREAS OF COVERAGE
Utah, excluding Fire and EMS
All of US except EMS and Fire
end