

STATE OF NORTH CAROLINA, DEPARTMENT OF ADMINISTRATION		
DIVISION OF PURCHASE AND CONTRACT		
116 West Jones Street, Raleigh, NC 27603-8002		
<b>Term Contract</b>	<b>465B</b>	<b>Defibrillators, External</b>
<b>Effective Dates</b>	December 10, 2010 Through February 28, 2014	
<b>Bid Number</b>	201001201	
<b>Administrator</b>	Marilyn Wall	
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<b>Last Updated</b>	November 14, 2013	

## 1. General Information

The scope of this contract is limited to External Automatic, Semi-Automatic and Manual Defibrillators, including parts and accessories. Contract pricing is based on line item pricing for defibrillators with additional discounts in unit pricing for increased quantities of defibrillators. Pricing for optional equipment, accessories, and supplies will be a percentage discount for the current manufacturers suggested retail price list (M.S.R.P.).

### Defibrillator Configurations:

**This contract is set up to offer various defibrillator configurations for its intended use. Contact the Contractor to provide help with any configurations and contract pricing for the brand of defibrillator that you are trying to configure. All defibrillators and products to be used for configurations must be listed on contract or listed in the awarded manufacturer's price list.**

Line item pricing for each Manufacturer's defibrillators is listed beside the specified quantity listed. Additional products may be purchased from the specified Manufacturer's price list, with the listed discount offered by the Contractor listed at the bottom of each defibrillator column.

### Types of Defibrillators

**Automatic Defibrillators (AED)** are lightweight, defibrillator units that are powered by microprocessors. A computerized voice instructs the operator to place two electrodes/pads on the patient's chest. The device analyzes the heart rhythm and decides if a shock is necessary. The microprocessor will not permit the device to deliver a shock unless it detects the presence of a heart rhythm that requires defibrillation. These devices are traditionally used by emergency medical personnel, but AED training programs are being implemented to train lay personnel in the use of.

**Semi-Automatic Defibrillators** are manual defibrillators/monitors that provides therapeutic and diagnostic functions but can be converted to an Automatic External Defibrillator (AED) with the use of an optional Shock Advisory Adapter. In the AED mode the Shock advisory System advises the operator when it detects a shockable rhythm and requires user interaction in order to deliver a defibrillation. The manual mode features a simple manual 1-2-3 operation. As a monitor the display may allow 1, 2, or 3 ECG channels to be viewed simultaneously or a cascading ECG, heart rate, oxygen saturation and other vital patient information. The design of the unit provides ease of use and the flexibility to add new features and enhancements that can be used for both out of the hospital and hospital users. Traditionally used by Emergency Medical Technicians (EMT), Advanced Life Support (ALS), Basic Life Support (BLS) and other emergency medical personnel in the AED mode and EMT-Paramedics who are trained to interpret arrhythmias and determine when a shock is needed.

**Manual Defibrillators** are defibrillators/monitors that provides therapeutic and diagnostic functions. Traditionally used by emergency trained medical personnel in Critical Care Units, Intensive Care Units and Operating Rooms as well as EMT-Paramedics in the pre-hospital setting. Unit may be used as an ECG bedside monitor. Documents date/time, heart rate, instrument status and critical shock parameters. Offers preset patient alarms, measures SpO2 as part of patient monitoring.

**Defibrillator Information**

**Sudden Cardiac Death (SCD)**, known as cardiac arrest, is the abrupt loss of heart function resulting in the inadequate delivery of oxygenated blood to the body. The result is instant collapse and death. SCD is due, most commonly, to an electrical conduction abnormality in the heart resulting in an irregular heart rhythm (arrhythmia called Ventricular Fibrillation (VF). This is the most prominent medical emergency in the United States today, claiming 300,000 lives annually.

**Ventricular Fibrillation (VF)** is a chaotic, quivering of the heart muscle. This results in a loss of normal heart function and inadequate circulation of oxygenated blood. Defibrillation reverses the chaotic quivering of the heart (VF).

**Defibrillation** is accomplished through the discharge of an electrical shock which serves to interrupt the chaotic, irregular electrical impulse and allow the normal heart rhythm to regenerate. Defibrillation is the only effective therapy followed by cardio pulmonary resuscitation (CPR). When CPR is performed immediately and defibrillation initiated within 1-3 minutes the survival rate may approach 70-80%. For each minute delay in defibrillation, the survival rate decreases by 7-10%. The medical device capable of discharging an electrical current to reverse VF is called an Automated External Defibrillator (AED).

**Automatic External Defibrillators (AEDs)** are lightweight, affordable, user-friendly defibrillator units that are powered by microprocessors. Once power is generated, a computerized voice instructs the operator to place two electrodes/pads on the patient's chest. The device analyzes the heart rhythm and decides if a shock is necessary. The AED is preprogrammed with multiple safeguards and warnings prior to any discharge. The microprocessor will not permit the device to deliver a shock unless it detects the presence of a heart rhythm that requires defibrillation. Automatic External Defibrillators are traditionally used by emergency medical personnel. A program is being implemented to make AEDs more accessible to first responders and the lay public called PAD.

**Biphasic waveforms** are used with the new AEDs. Biphasic waveforms deliver energy in two phases. First, the current passes through the heart, then the current reverses direction and passes through the heart a second time instead of high energy monophasic waveforms (200j to 360j) that travel in one direction through the patient's heart. Because of this two way application of energy, biphasic waveform can deliver effective, lifesaving shock therapy at a much lower dose of non-escalating energy (150j). When lower energy doses are administered there is less resultant dysfunction such as asystole, heat block and cardiac pump malfunction, so the patient suffers fewer side effects.

**Public Access Defibrillation (PAD):** The American Heart Association is helping businesses and other facilities establish public access defibrillation programs to reduce the time to perform defibrillation and improve the cardiac arrest survival rate. To meet the need for lay rescuer training, the AHA has developed a course called **Heartsaver AED for Lay Rescuers and First Responders**. This course prepares lay rescuers, including non-traditional first responders such as police, firefighters, airline personnel, security guards, senior care facility worker and other lay people to perform the essential CPR skills and to use an AED. Other certified training organizations such as The American Red Cross and Emergency Medical Services (EMS), offer layperson AED certified training. **For more information about the PAD program contact The American Heart Association at 1-800-242-8721 or visit their web site at [www.americanheart.org](http://www.americanheart.org).**

**Anyone expected to use an AED should receive certified training on how to use the AED and CPR.**

**The Federal Drug Administration (FDA) requires a physician's prescription to purchase an AED. Prescriptions to purchase an AED in North Carolina must be signed by a physician licensed in North Carolina.**

**Defibrillators should remain registered with the FDA and the County Emergency Medical Services (EMS) Offices for the life of the unit. This is a requirement that creates a medical device tracking system for product modifications, notifications and recalls.**

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The emergency steps that are to be taken when a responder is faced with this cardiac situation is called The Chain of Survival. The Chain Of Survival is:

1. Early call for 911
2. Early CPR
3. Early access to AEDs
4. Early access to advanced cardiac care at a hospital setting.

**AED Selection for PAD Program  
(Public Access Defibrillation Programs In State And Federal Facilities)**

1. Device must have FDA market clearance.
2. Device is acceptable to the American Heart Association.
3. Device has a memory of its use.
4. Device has the capability to download use records.
5. Device is easy to use

**Guidelines to purchase an AED**

1. Contact manufacturer's representatives and request information.
2. Select devices that seem to meet the needs of your facility and contact sales representative to demonstrate and answer questions about the device.
3. Review the features of the AED unit, the warranties, service contract and liability coverage and quantity pricing.

**Guidelines for Placement of AEDs in Your Facility**

1. Place AEDs in central locations near a telephone where they can be easily accessed.
2. Place AEDs so any victim can be reached in less than three minutes.
3. Place AEDs close to the person(s) trained to respond to an emergency.
4. Notify everyone of all the AED locations.
5. When placing AEDs, consider whether trained rescuers will have to use more than one elevator. If so, locating AEDs at different levels may make access more convenient.

The use of this equipment is made in reference to the North Carolina General Statutes, Section 1, Article 1B of Chapter 90-21.15. **Emergency treatment using automated external defibrillator; immunity.**

This information has been compiled from written materials of various resources such as defibrillator manufacturers, The American Heart Association and Emergency Management Training materials.

**2. Scope of Contract**

This contract is intended to cover the State's normal requirements of defibrillators for North and South Carolina. For use by all State agencies, departments, institutions, and public school units (except those exempted by statute) and some non-state agencies.

**3. Taxes**

Prices or Discounts shown herein do not include any North Carolina sales or use taxes.

**4. Abnormal Quantities**

Any agency requirement that exceeds 25 or more units must be forwarded to the Division of Purchase and Contract for processing. The Division, at its sole discretion, may process any such requirement in one of the following ways:

1. Purchase may be authorized at the current level of pricing with the current contract vendor(s)
2. Additional discounts from the current level of pricing may be negotiated with the current contract vendor(s)
3. A separate Invitation for Bids may be issued for the requirement

## 5. Minimum Orders

This contract will be for a minimum order of **\$100.00** for any single order. Agencies are authorized to purchase from best available sources on orders less than this minimum order value. This provision shall not be used by an agency to circumvent the intent of the contract. If an agency elects to place an order for less than the minimum order value, and the contractor elects to accept such order, then transportation charges will be prepaid and added to the invoice.

## 6. Placement of Orders

Orders will be placed throughout the contract period on an as-needed basis for the quantity required at the time, and will be issued directly to the respective contractor(s) or their designated suppliers that are listed on this contract.

Contract changes, if any, over the life of the contract are implemented by contract addenda released by the Contract Administrator to the contractor. If the contractor is accepting orders and/or delivering through other parties, for example a manufacturer accepting orders and delivering through a dealer network or dealers receiving orders through a network of other dealers, then it is the responsibility of the contractor to apprise such parties of all such contract addenda.

## 7. Delivery

**The Contractors are to furnish, deliver and train personnel in the use of defibrillators.** The contractor(s) will complete delivery **within (30) consecutive calendar days** after receipt of purchase order. In the event the delivery is not received within the contract delivery period, the contractor may be held in default in accordance with paragraph 1, DEFAULT AND PERFORMANCE BOND in the North Carolina General Contract Terms and Conditions, and the state may procure the articles or services from other sources and hold the contractor responsible for excess cost occasioned thereby.

## 8. Transportation Charges

All goods shall be delivered FOB DESTINATION when the "order value" is **\$100.00** or more, when shipped to a single destination. Orders to a single destination that total less than this "order value" should be shipped prepaid, with transportation charges added to the invoice as a separate item. Transportation charges invoiced for orders equal to or more than this "order value" may be cause for removal of the contractor from the contact.

**NOTE:** If the contractor makes partial shipments of an order equal to or more than this "order value" to one destination, all shipments of the order shall be sent FOB DESTINATION with **NO** additional transportation charges added. **Note!** All shipments should be inspected for damage immediately upon receipt.

## 9. Services

**VENDOR SUPPLIED TRAINING:** Training will be provided immediately following delivery and/or installation. (Any additional training must be performed, at the agency's request, within fourteen (14) days of notifying the vendor during the first year of operation. This training is to be provided at no charge.

## 10. Item Pricing Information

**All defibrillators, products and accessories listed in the Manufacturer's price list dated on this contract will also be listed in the Eprocurement System.**

Click on the following link to access the Eprocurement system for pricing [PUBLIC VIEW](#)

For additional information there are two links available on the Public View page that may help: [General Search Tutorial](#) and [Searching Techniques](#). With the advanced search, you may search by keyword, commodity code, price and supplier.

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<b>3</b>	Heartstart FRx 861304 Opt R01 Aviation Bundle	<b>21</b>	ZOLL AED Pro 90110200499991010
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<b>8</b>	HeartStart On-Site, Opt C04, M5066A C04	<b>1</b>	ZOLL E Series AED, Non-Clinical Unit, 80111810020164013
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<b>10</b>	Lifepak 70507-000091		
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<b>12</b>	Lifepak 1000 99425-000025		

Line item pricing for each Manufacturer's defibrillators is listed beside the specified quantity listed. Additional products may be purchased from the specified Manufacturer's price list, with the listed discount offered by the Contractor.

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.

**10.A. Cardiac Science (Powerheart).**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
	1	2	3
<b>Manufacturer</b>	Cardiac Science Corporation	Cardiac Science Corporation	Cardiac Science Corporation
<b>Brand</b>	<b>Powerheart G3</b>	<b>Powerheart G3</b>	<b>Powerheart G3 Plus</b>
<b>Product Number</b> 1	<b><u>New # 9300A-1001P</u></b> Old # 9300A-501P	<b><u>New # 9300E-1001P</u></b> Old # 9300E-501P	<b><u>New # 9390A-1001P</u></b> Old # 9390A-501P
<b>Type: Automatic, Semi-Automaic or Manual</b>	Automatic 2010 AHA Protocols	Semi-automatic 2010 AHA Protocols	Automatic 2010 AHA Protocols
<b>Description</b>	With voice & text display; biphasic waveform and internal memory. Each AED package includes: (1) Defibrillator, (1) IntelliSense Lithium Battery, (2) Pair of adult defibrillation pads, (1) Ready Kit, (1) Carrying Case, (1) Quick Start Tool Kit, includes Quick Start Guide, CD-ROM with AED Manual, Training Video, RescueLink (PC Downloads) and MDLink (Protocol Configuration), and serial communication cable. (Not included with Pro Unit).	With voice & text display; biphasic waveform and internal memory Each AED package includes: (1) Defibrillator, (1) IntelliSense Lithium Battery, (2) Pair of adult defibrillation pads, (1) Ready Kit, (1) Carrying Case, (1) Quick Start Tool Kit, includes Quick Start Guide, CD-ROM with AED Manual, Training Video, RescueLink (PC Downloads) and MDLink (Protocol Configuration), and serial communication cable. (Not included with Pro Unit)	With voice & text display; biphasic waveform and internal memory. Each AED package includes: (1) Defibrillator, (1) IntelliSense Lithium Battery, (2) Pair of adult defibrillation pads, (1) Ready Kit, (1) Carrying Case, (1) Quick Start includes AED Quick Start Guide, CD-ROM with AED RescueLink Manual, Training Video, RescueLink (PC Downloads) and MDLink (Protocol Configuration), and serial communication cable. (Not included with Pro Unit). Features additionally: Rescue Coach instructive prompts, and Metronome for proper CPR compression frequency.
<b>1-5 Units</b>	\$1,445	\$1,445	\$1,445
<b>6-10 Units</b>	\$1,395	\$1,395	\$1,395
<b>11-15 Units</b>	\$1,345	\$1,345	\$1,345
<b>16-20 Units</b>	\$1,295	\$1,295	\$1,295
<b>21-25 Units</b>	\$1,245	\$1,245	\$1,245
<b>Warranty</b>	7 Years Parts & Labor 4-Year Battery	7 Years Parts & Labor 4-Year Battery	7 Years Parts & Labor 4-Year Battery
<b>Delivery</b>	14 Days ARO	14 Days ARO	14 Days ARO
<b>Price List Name</b>	Cardiac Science Domestic AED Standard Price List	Cardiac Science Domestic AED Standard Price List	Cardiac Science Domestic AED Standard Price List
<b>Price List Date</b>	August 2010	August 2010	August 2010
<b>%Percent Discount</b>	20%	20%	20%

**10.A. Cardiac Science (Powerheart).**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
	4	5	6
<b>Manufacturer</b>	Cardiac Science Corporation		
<b>Brand</b>	<b>Powerheart G3 Pro</b>		
<b>Product Number 1</b>	<b><u>New # 9300P-1001P</u></b> Old # 9300P-501P (Non Rechargeable)		
<b>Product Number 2</b>	<b><u>New # 9300P-1101P</u></b> Old # 9300P-601P (Rechargeable)		
<b>Type: Automatic, Semi-Automaic or Manual</b>	Semi-Automatic 2010 AHA Protocols		
<b>Description</b>	With ECG color display, manual override, configurable biphasic energy protocols and detection rates, optional 3-lead continuous ECG patient monitoring, multiple rescue internal memory. Each AED package includes: (1) Defibrillator (Choose from above), (1) IntelliSense Lithium Battery (2) pair of adult defibrillation pads, (1) Ready Kit, (1) Carrying Case, (1) Quick Start Tool Kit includes Quick Start Guide, CD-ROM with AED, Manual, Training Video, RescueLink (PC Downloads) and MDLink (Protocol Configuration), and serial communication cable.		
<b>1-5 Units</b>	\$2,495		
<b>6-10 Units</b>	\$2,445		
<b>11-15 Units</b>	\$2,395		
<b>16-20 Units</b>	\$2,345		
<b>21-25 Units</b>	\$2,295		
<b>Warranty</b>	7-year Parts & Labor 1-year Battery		
<b>Delivery</b>	14 Days ARO		
<b>Price List Name</b>	Cardiac Science Domestic AED Standard Price List		
<b>Price List Date</b>	August, 2010		
<b>%Percent Discount</b>	20%		

**Repair/Replacement Warranty Services (24 Hour Response )**

Cardiac Science	3300 Monte Villa Parkway Bothell, WA 98021	Technical Support Phone: 800-426-0337 Fax: 425-402-2026 techsupport@cardiacscience.com
Cardiac Science Corporation (repair via Technical Support and Factory Repair only).		
Technical Support (if repair is needed, a loaner will be provided immediately; warranty is for 7 years device repair/replace warranty (parts and Labor)).		

**Service Representatives**

Mike Castleman Regional Sales Manager Cardiac Science Corp	4880 Brighton Drive, Jacksonville, FL 32217	Customer Service Phone: 904-613-6987 Fax: 904-733-3639 <a href="mailto:mcastleman@cardiacscience.com">mcastleman@cardiacscience.com</a>
Mrs. Heather Reindl Proposal Writer	N7W22025 Johnson Drive Waukesha, WI 53186	Phone: 262-953-3543 Fax: 800-925-2825 <a href="mailto:hreindl@cardiacscience.com">hreindl@cardiacscience.com</a>
James Krege Territory Sales Manager Cardiac Science Corp	1003 Jefferson wood lane Greensboro north carolina 27410.	Phone: 336-209-1401 (Cell) Fax: 800-925-2825 <a href="mailto:Jkreg@cardiacscience.com">Jkreg@cardiacscience.com</a>

**10.B. Defibtech (Lifeline Defibrillator)**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.

<b>Contractor</b>	<b>Lifesavers</b>	<b>Lifesavers</b>	<b>Lifesavers</b>
	<b>1</b>	<b>2</b>	<b>3</b>
<b>Manufacturer</b>	Defibtech	Defibtech	Defibtech
<b>Brand</b>	<b>Lifeline</b>	<b>Lifeline</b>	<b>Lifeline</b>
<b>Product Number 1</b>	<b>DCF-100</b>	<b>DCF-100RX</b>	<b>DCF-110</b>
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>TYPE</b>	Semi Automatic	Semi Automatic	Semi- Automatic
<b>Description</b>	AED Standard Package: Lifeline AED, 5 – year battery with 9v Lithium Battery, Adult Defibrillation Pads, User Manual & Quick Use Card	DCF-100 Package with Prescription, AED Standard Package: Lifeline AED, 5 – year battery with 9v Lithium Battery, Adult Defibrillation Pads, User Manual & Quick Use Card	AED Standard Package: Lifeline AED, 7 – year battery with 9v Lithium Battery, Adult Defibrillation Pads, User Manual & Quick Use Card.
<b>1-5 Units</b>	\$937.00	\$962.00	\$987.00
<b>6-10 Units</b>	\$937.00	\$962.00	\$987.00
<b>11-15 Units</b>	\$912.00	\$937.00	\$962.00
<b>16-20 Units</b>	\$882.00	\$907.00	\$932.00
<b>21-25 Units</b>	\$882.00	\$907.00	\$932.00
<b>Warranty</b>	5 years AED /4 years Battery See Attached Warranty	5 years AED /4 years Battery See Attached Warranty	5 years AED /4 years Battery See Attached Warranty
<b>Delivery FOB</b>	7 to 15 Days ARO	7 to 15 Days ARO	7 to 15 Days ARO
<b>Price List Name</b>	DEFIBTECH MSRP(US) DAC-754-REV B	DEFIBTECH MSRP(US) DAC-754-REV B	DEFIBTECH MSRP(US) DAC-754-REV B
<b>Price List Date</b>	2010	2010	2010
<b>%Percent Discount On Accessories</b>	20%, Accessories	20%, Accessories	20%, Accessories

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**10.B. Defibtech (Lifeline Defibrillator)**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Lifesavers</b>		
	<b>4</b>		
<b>Manufacturer</b>	Defibtech		
<b>Brand</b>	<b>Lifeline</b>		
<b>Product Number 1</b>	<b>DCF-110RX</b>		
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>TYPE</b>	Semi Automatic		
<b>Description</b>	DCF-110 Package with Prescription AED Standard Package: Lifeline AED, 7 – year battery with 9v Lithium Battery, Adult Defibrillation Pads, User Manual & Quick Use Card.		
<b>1-5 Units</b>	\$1012.00		
<b>6-10 Units</b>	\$1012.00		
<b>11-15 Units</b>	\$987.00		
<b>16-20 Units</b>	\$957.00		
<b>21-25 Units</b>	\$957.00		
<b>Warranty</b>	5 years AED /4 years Battery See Attached Warranty		
<b>Delivery FOB</b>	7 to 15 Days ARO		
<b>Price List Name</b>	DEFIBTECH MSRP(US) DAC-754-REV B		
<b>Price List Date</b>	2010		
<b>%Percent Discount On Accessories</b>	20%, Accessories		

<b>Repair/Replacement Warranty Services (Defibtech Defibrillators)</b>		
Defibtech LLC	741 Boston Post Road Fairfield, N.J. 07004	Customer Service: Jackie or Robyn. Phone: 1-866-333-4241 Ext 9. <a href="mailto:bob@lifesaversinc.com">bob@lifesaversinc.com</a>
Repair service is provided via Depot Repair at Defibtech LLC, Corporate in Fairfield, N.J. to diagnose equipment problems. If needed, a Service Loaner is available at no charge during the repair analysis process and is ship overnight to customer.		

**MAINTENANCE: No maintenance available for Defibtech Lifeline Defibrillators,**

**10.B. Defibtech (ReviveR)**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Cintas First Aid</b>	<b>Cintas First Aid</b>	
	<b>5</b>	<b>6</b>	
<b>Manufacturer</b>	Defibtech	Defibtech	
<b>Brand</b>	<b>ReviveR</b>	<b>ReviveR VIEW</b>	
<b>Product Number 1</b>	<b>DEDCFC100</b>	<b>DEDCFC2310EN</b>	
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>TYPE</b>	Semi Automatic	Semi Automatic	
<b>Description</b>	AED Standard package ReviveR AED 5 year lithium battery with 9v, adult pads, users manual.	AED Standard package ReviveR VIEW AED 5 year battery, adult pads, users manual.	
<b>1-5 Units</b>	\$994.00	\$1995.00	
<b>6-10 Units</b>	\$994.00	\$1995.00	
<b>11-15 Units</b>	\$994.00	\$1995.00	
<b>16-20 Units</b>	\$994.00	\$1995.00	
<b>21-25 Units</b>	\$994.00	\$1995.00	
<b>Warranty</b>	5 year unit, 1 year on battery	5 year unit, 1 year on battery	
<b>Delivery FOB</b>	10 days	10 days	
<b>Price List Name</b>	Defibtech MSRP	Defibtech MSRP	
<b>Price List Date</b>	2010	2010	
<b>%Percent Discount On Accessories</b>	20% Accessories	20% Accessories	

<b>Repair/Replacement Warranty Services (Defibtech Defibrillators)</b>		
Cintas First Aid & Safety	3035 Horseshoe Lane Charlotte, NC 28208	Tony Watkins Phone: 704-391-2710 Phone: 704-731-0718 Fax: 704-391-2709 watkinst@cintas.com

**(Defibtech ReviveR)**

**MAINTENANCE:**

Cost of 1st year maintenance (after initial warranty period): **\$0.00.**

Cost of 2nd year maintenance: **\$10.36**

Cost of 3rd year maintenance: **\$47.92**

## 10.C. Philips Medical Systems

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
Contractor	Bound Tree Medical		
	1	2	3
<b>Manufacturer</b>	Philips Medical	Philips Medical	Philips Medical
<b>Brand</b>	<b>Heartstart FRx</b>	<b>Heartstart FRx</b>	<b>Heartstart FRx</b>
<b>Product Number 1</b>	<b>861304</b>	<b>861304 Opt R01</b>	<b>861304 Opt R01</b>
<b>Product Number 2</b>		Ready-Pack	Aviation Bundle
<b>TYPE</b>	Semi-Automatic	Semi-Automatic	Semi-Automatic
<b>Description</b>	The HeartStart FRx Biphasic Waveform Defibrillator includes Owner Manual, Quick Set-up Guide, Maintenance Booklet, 1 Battery, SMART Pads II (1 Set), and a Quick Reference Guide. The battery includes a 4 year warranty, and the SMART Pads II are warranted until expiration date. The HeartStart FRx Defibrillator can be converted for Pediatric usage with the optional Infant/Child Key utilizing the same SMART II Pads.	The HeartStart FRx Biphasic Waveform Defibrillator includes Owner Manual, Quick Set-up Guide, Maintenance Booklet, 1 Battery, SMART Pads II (1 Set), and a Quick Reference Guide. Includes Standard Carry Case and Spare HeartStart SMART Pads II Cartridge. The battery includes a 4 year warranty, and the SMART Pads II are warranted until expiration date. The HeartStart FRx Defibrillator can be converted for Pediatric usage with the optional Infant/Child Key utilizing the same SMART II Pads.	Aviation Bundle complies with TSO C-142.  The HeartStart FRx Biphasic Waveform Defibrillator includes Owner Manual, 1 Battery, SMART Pads II (1 Set), and a Quick Reference Guide.  The HeartStart FRx Defibrillator can be converted for Pediatric usage with the optional Infant/Child Key utilizing the same SMART II Pads.
<b>1-5 Units</b>	\$1237.85	\$1337.95	\$1237.85
<b>6-10 Units</b>	\$1194.16	\$1294.26	\$1194.16
<b>11-15 Units</b>	\$1153.45	\$1253.55	\$1153.45
<b>16-20 Units</b>	\$1115.43	\$1215.53	\$1115.43
<b>21-25 Units</b>	\$1091.44	\$1191.54	\$1091.44
<b>Warranty</b>	48 Month Warranty	48 Month Warranty	48 Month Warranty
<b>Delivery FOB</b>	4-5 days	4-5 days	4-5 days
<b>Price List Name</b>	US Price List HeartStart FRx	US Price List HeartStart FRx Defibrillator	US Price List HeartStart FRx Defibrillator
<b>Price List Date</b>	4-1-2010	4-1-2010	4-1-2010
<b>%Percent Discount On Accessories</b>	25%off Accessories	25%off Accessories	25%off Accessories

Term Contract No. 465B

**10.C. Philips Medical Systems**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Bound Tree Medical</b>		
	<b>4</b>	<b>5</b>	<b>6</b>
<b>Manufacturer</b>	Philips Medical	Philips Medical	Philips Medical
<b>Brand</b>	<b>Heartstart FRx</b>	<b>Heartstart FRx</b>	<b>Heartstart FRx</b>
<b>Product Number 1</b>	<b>861304 Opt R02</b>	<b>861304 Opt A01</b>	<b>861304 Opt R01</b>
<b>Product Number 2</b>	Ready-Pack	Aviation Bundle	Aviation Bundle
<b>TYPE</b>	Semi-Automatic		Semi-Automatic
<b>Description</b>	Aviation Bundle complies with TSO C-142. The HeartStart FRx Biphasic Waveform Defibrillator includes Owner Manual, 1 Battery, SMART Pads II (1 Set), and a Quick Reference Guide. Includes Standard Carry Case and Spare HeartStart SMART Pads II Cartridge. The battery includes a 4 year warranty, and the SMART Pads II are warranted until expiration date.	Aviation Bundle complies with TSO C-142. The HeartStart FRx Biphasic Waveform Defibrillator includes Owner Manual, 1 Battery, SMART Pads II (1 Set), and a Quick Reference Guide. The battery includes a 4 year warranty, and the SMART Pads II are warranted until expiration date. The HeartStart FRx Defibrillator can be converted for Pediatric usage with the optional Infant/Child Key utilizing the same SMART II Pads.	Aviation Bundle complies with TSO C-142.  The HeartStart FRx Biphasic Waveform Defibrillator includes Owner Manual, 1 Battery, SMART Pads II (1 Set), and a Quick Reference Guide.  The HeartStart FRx Defibrillator can be converted for Pediatric usage with the optional Infant/Child Key utilizing the same SMART II Pads.
<b>1-5 Units</b>	\$1325.35	\$1237.85	\$1237.85
<b>6-10 Units</b>	\$1281.66	\$1194.45	\$1194.16
<b>11-15 Units</b>	\$1240.95	\$1153.45	\$1153.45
<b>16-20 Units</b>	\$1202.93	\$1115.43	\$1115.43
<b>21-25 Units</b>	\$1178.94	\$1091.44	\$1091.44
<b>Warranty</b>	48 Month Warranty	48 Month Warranty	48 Month Warranty
<b>Delivery FOB</b>	4-5 days	4-5 days	4-5 days
<b>Price List Name</b>	US Price List HeartStart FRx	US Price List HeartStart FRx Defibrillator	US Price List HeartStart FRx Defibrillator
<b>Price List Date</b>	4-1-2010	4-1-2010	4-1-2010
<b>%Percent Discount On Accessories</b>	25%off Accessories	25%off Accessories	25%off Accessories

Term Contract No. 465B

**10.C. Philips Defibrillators**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Bound Tree Medical</b>		
	<b>7</b>	<b>8</b>	<b>9</b>
<b>Manufacturer</b>	Philips Medical	Philips Medical	Philips Medical
<b>Brand</b>	<b>Heartstart OnSite Opt R01</b>	<b>HeartStart On-Site Opt C04</b>	<b>Heartstart On-Site Opt 1</b>
<b>Product Number 1</b>	<b>M5066A Opt R01</b>	<b>M5066A C04</b>	<b>M5066A C01</b>
<b>Product Number 2</b>			
<b>Product Number 3</b>	By the approval of the FDA, this defibrillator can be purchased without a prescription.	By the approval of the FDA, this defibrillator can be purchased without a prescription.	By the approval of the FDA, this defibrillator can be purchased without a prescription.
<b>TYPE</b>	Automatic	Automatic	Automatic
<b>Description</b>	The HeartStart On-Site Biphasic Waveform Defibrillator includes a Pre-Installed Battery, 1 Smart Pads Cartridge Pre-Installed, Maintenance Booklet, Quick Reference Guide, and Owners Manual plus Standard Carry Case Ready Pack to include additional Spare SMART Adult Pad Cartridge installed in Case. The HS1 Battery includes a 4-year warranty and the Smart Pads Cartridge warranty is extended to the expiration date noted on the package.	The HeartStart On-Site Biphasic Waveform Defibrillator includes a battery, 1 Smart Pads Cartridge, Quick Start Poster, Quick Reference Guide, and NO CARRY CASE. Customer receives clear vinyl sleeve for holding Quick Reference Guide and Call 911 Reminder. The HS1 Battery includes a 4-year warranty and the Smart Pads Cartridge warranty is extended to the expiration date noted on the package. NO CARRY CASE.	The HeartStart On-Site Biphasic Waveform Defibrillator includes a Pre-Installed Battery, 1 Smart Pads Cartridge Pre-Installed, Maintenance Booklet, Quick Reference Guide, and Owners Manual plus <b>Standard Carry Case</b>  The HS1 Battery includes a 4-year warranty and the Smart Pads Cartridge warranty is extended to the expiration date noted on the package.  The HS1 Battery includes a 4-year warranty and the Smart Pads Cartridge warranty is extended to the expiration date noted on the package.
<b>1-5 Units</b>	\$1040.56	\$953.76	\$1018.16
<b>6-10 Units</b>	\$1006.89	\$920.09	\$984.49
<b>11-15 Units</b>	\$975.53	\$888.73	\$953.13
<b>16-20 Units</b>	\$946.23	\$859.43	\$923.83
<b>21-25 Units</b>	\$927.75	\$840.95	\$905.35
<b>Warranty</b>	60 month Manufacture on Unit	60 month Manufacture on Unit	60 month Manufacture on Unit
<b>Delivery FOB</b>	4-5 Days from Receipt of Order on Account	4-5 Days from Receipt of Order on Account	4-5 Days from Receipt of Order on Account
<b>Price List Name</b>	US Price List HeartStart On-Site Defibrillator	US Price List HeartStart On-Site Defibrillator	US Price List HeartStart On-Site Defibrillator
<b>Price List Date</b>	4/1/2010	4/1/2010	4/1/2010
<b>%Percent Discount On Accessories</b>	25%	25%	25%

Term Contract No. 465B

**10.C. Philips Defibrillators**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
Contractor	Bound Tree Medical		
	10	11	12
Manufacturer	Philips Medical	Philips Medical	Philips Medical
Brand	HeartStart On-Site Opt C02	HeartStart MRx	HeartStart XL
Product Number 1	M5066A C01	M3536A	
Product Number 2			
Product Number 3	By the approval of the FDA, this defibrillator can be purchased without a prescription.		
TYPE	Automatic	Manual	Manual
Description	The HeartStart On-Site Biphasic Waveform Defibrillator includes a battery, 1 Smart Pads Cartridge, Quick Start Poster, Quick Reference Guide, and Owners Manual plus <b>Slim (Vinyl) Carry Case</b> . The HS1 Battery includes a 4-year warranty and the Smart Pads Cartridge warranty is extended to the expiration date noted on the package.	The HeartStart MRx Biphasic Waveform Monitor/Defibrillator model includes manual defibrillation, AED Mode, ECG Arrhythmia detection, automated testing, one carry case, one battery pack, one metal bedrail hook, one 5-Lead snap ECG Cable., One pad cable one protection display cover, one test load, one roll of paper, and one CD with instruction for use. Come standard with a one year CE onsite Warranty.	The HeartStart XL model includes, reference card, sealed lead acid battery, AC power module, hands free / multifunctional therapy cable, ECG Patient Cable (3 lead snap) two rolls of paper, five disposable monitoring electrodes, and one test load.
1-5 Units	\$976.86	\$6292.00	\$6260.71
6-10 Units	\$943.19	\$6147.36	\$6116.78
11-15 Units	\$911.83	\$5942.44	\$5912.89
16-20 Units	\$882.53	\$5877.14	\$5847.91
21-25 Units	\$864.05	\$5750.75	\$5722.15
Warranty	60 month Manufacture on Unit	One Year Onsite Warranty	5 year Bench Repair
Delivery FOB	4-5 Days from Receipt of Order on Account	4-5 Days from Receipt of Order on Account	4-5 Days from Receipt of Order on Account
Price List Name	US Price List HeartStart On-Site Defibrillator	US EMS Price List – HeartStart MRx	US Hospital Price list HeartStart XL
Price List Date	4/1/2010	1/1/2010	1/1/2010
%Percent Discount On Accessories	25%	28%	25%

Term Contract No. 465B

**10.C. Philips Defibrillators**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Bound Tree Medical</b>		
	<b>13</b>	<b>14</b>	
<b>Manufacturer</b>	Philips Medical	Philips Medical	
<b>Brand</b>	<b>HeartStart MRx</b>	<b>HeartStart MRx XL</b>	
<b>Product Number 1</b>	<b>M3536A</b>		
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>TYPE</b>	Manual	Manual	
<b>Description</b>	The HeartStart MRx Biphasic Waveform Monitor/Defibrillator model includes manual defibrillation, AED Mode, ECG Arrhythmia detection, automated testing, one carry case, one battery pack, one metal bedrail hook, one 5-Lead snap ECG Cable., One pad cable one protection display cover, one test load, one roll of paper, and one CD with instruction for use. Come standard with a one year CE onsite Warranty.	The HeartStart XL model includes, reference card, sealed lead acid battery, AC power module, hands free / multifunctional therapy cable, ECG Patient Cable (3 lead snap) two rolls of paper, five disposable monitoring electrodes, and one test load.	
<b>1-5 Units</b>	\$6292.00	\$6260.71	
<b>6-10 Units</b>	\$6147.36	\$6116.78	
<b>11-15 Units</b>	\$5942.44	\$5912.89	
<b>16-20 Units</b>	\$5877.14	\$5847.91	
<b>21-25 Units</b>	\$5750.75	\$5722.15	
<b>Warranty</b>	One Year Onsite Warranty	5 year Bench Repair	
<b>Delivery FOB</b>	4-5 Days from Receipt of Order on Account	4-5 Days from Receipt of Order on Account	
<b>Price List Name</b>	US EMS Price List – HeartStart MRx	US Hospital Price list HeartStart XL	
<b>Price List Date</b>	1/1/2010	1/1/2010	
<b>%Percent Discount On Accessories</b>	28%	25%	

<b>Repair/Replacement Warranty Services (Philips Defibrillators)</b>		
Philips Medical Service	2301 5th Avenue Suite 200. Seattle, WA, 98121	Tech Support Phone: 800-263-3342
Philips Medical Service	3000 Minuteman Road Andover, MD 01810	Tech Support Phone: 800-722-9377

MAINTENANCE: FRx and OnSite have built in maintenance.

## 10.D. Physio-Control Corp.

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Physio-Control</b>		
	<b>1</b>	<b>2</b>	<b>3</b>
<b>Manufacturer</b>	Physio-Control	Physio-Control	Physio-Control
<b>Brand</b>	<b>Lifepak CR Plus</b>	<b>Lifepak CR Plus</b>	<b>Lifepak Express</b>
<b>Product Number 1</b>	<b>80403-000148</b>	<b>80403-000149</b>	<b>80427-000134</b>
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>Type</b>	Semi-Automatic	Automatic	Semi-Automatic
<b>Description</b>	Lifepak CR Plus AED Kit Semi-automatic AHA voice prompt	Lifepak CR Plus, AED Kit, Fully-automatic AHA voice prompt	LIFEPAK Express Semi-automatic, Includes 1 pair of QUIK-Pak electrodes
<b>1-5 Units</b>	\$1795.00	\$1945.00	\$1796.00
<b>6-10 Units</b>	\$1695.00	\$1895.00	\$1696.00
<b>11-15 Units</b>	\$1645.00	\$1845.00	\$1496.00
<b>16-20 Units</b>	\$1595.00	\$1780.00	\$1456.35
<b>21-25 Units</b>	\$1540.00	\$1680.00	\$1396.50
<b>Warranty</b>	8 Years	8 Years	5 Years
<b>Delivery FOB</b>	30-45 Days	30-45 Days	30-45 Days
<b>Price List Name</b>	Lifepak CR Plus Defibrillator, US Price List	Lifepak CR Plus Defibrillator, US Price List	Lifepak Express, US Price List
<b>Price List Date</b>	September 2009	September 2009	September 2009
<b>%Percent Discount on accessories</b>	15%	15%	15%

## 10.D. Physio-Control Corp.

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Physio-Control</b>		
	<b>4</b>	<b>5</b>	<b>6</b>
<b>Manufacturer</b>	Physio-Control	Physio-Control	Physio-Control
<b>Brand</b>	<b>LIFEPAK 12</b>	<b>LIFEPAK 15</b>	<b>LIFEPAK 15</b>
<b>Product Number 1</b>	<b>99400-003499</b>	<b>99577-000045</b>	<b>99577-000046</b>
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>Type</b>	Semi-automatic	Semi-automatic	Semi-automatic
<b>Description</b>	LIFEPAK 12 Defibrillator/Monitor, Bi, AED, EL, Pace, Trend Fax, 100mm, 12-Lead	LIFEPAK 15, Monitor/Defibrillator, Bi, AED, Color LCD, ECG monitor, Metronome, Trend, SpO2, NIBP, 12 Lead, CO2, BT	LIFEPAK 15, Monitor/Defibrillator, Adaptive Biphasic, Manual & AED, Color LCD Display, CPR Metronome, Noninvasive Pacing, 100mm Printer, Trending, SP02, NIBP, 12 Lead ECG,ETCO2, Carbon Monoxide, Bluetooth.
<b>1-5 Units</b>	\$17,570.25	\$28,495.25	\$31,345.25
<b>6-10 Units</b>	\$17,200.35	\$27,895.35	\$30,685.35
<b>11-15 Units</b>	\$16,645.50	\$26,995.50	\$29,695.50
<b>16-20 Units</b>	\$16,275.60	\$26,395.60	\$29,035.60
<b>21-25 Units</b>	\$15,720.75	\$25,495.75	\$28,045.75
<b>Warranty</b>	1 Year	1 Year	1 Year
<b>Delivery FOB</b>	30-45-Days	30-45 Days	30-45 Days
<b>Price List Name</b>	LIFEPAK 12, Defibrillator/Monitor, US Price List	Lifepak 15 Monitor/Defibrillaotrs, US Price List	Lifepak 15 Monitor/Defibrillaotrs, US Price List
<b>Price List Date</b>	September 2009	September 09	September 09
<b>%Percent Discount On Accessories</b>	15%	15%	15%

Term Contract No. 465B

**10.D. Physio-Control Corp.**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Physio-Control</b>		
	<b>7</b>	<b>8</b>	<b>9</b>
<b>Manufacturer</b>	Physio-Control	Physio-Control	Physio-Control
<b>Brand</b>	<b>LIFEPAK 15</b>	<b>LIFEPAK 15</b>	<b>LIFEPAK 20e</b>
<b>Product Number 1</b>	<b>99577-000064</b>	<b>99577-000185</b>	<b>70507-000080</b>
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>Type</b>	Semi-automatic	Semi-automatic	Semi-automatic
<b>Description</b>	LIFEPAK 15, Monitor/Defibrillator, Bi, AED, Color LCD, Metronome, Noninvasive 100mm, Pace, ECG Monit, Metronome, Trend, SP02, NIBP, 12 Lead, CO2, BT	LIFEPAK 15, Monitor/Defibrillator, Adaptive Biphasic, Manual & AED, Color LCD Display, CPR Metronome, Noninvasive Pacing, 100mm Printer.	Monitor with Pacing Package
<b>1-5 Units</b>	\$20,895.25	\$12,345.25	\$9685.25
<b>6-10 Units</b>	\$20,455.35	\$12,085.35	\$9481.00
<b>11-15 Units</b>	\$19,795.50	\$11,695.50	\$9175.50
<b>16-20 Units</b>	\$19,135.65	\$11,305.65	\$8971.60
<b>21-25 Units</b>	\$18695.75	\$11,045.75	\$8665.75
<b>Warranty</b>	1 Year	1 Year	1 Year
<b>Delivery FOB</b>	30-45 Days	30-45 Days	30-45-Days
<b>Price List Name</b>	Lifepak 15 Monitor/Defibrillaotrs, US Price List	Lifepak 15 Monitor/Defibrillaotrs, US Price List	LIFEPAK 20e, Defibrillator/Monitor, US Price List
<b>Price List Date</b>	September 09	September 09	September-09
<b>%Percent Discount On Accessories</b>	15%	15%	15%

## 10.D. Physio-Control Corp.

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.			
<b>Contractor</b>	<b>Physio-Control</b>		
	<b>10</b>	<b>11</b>	<b>12</b>
<b>Manufacturer</b>	Physio-Control	Physio-Control	Physio-Control
<b>Brand</b>	<b>LIFEPAK 20e</b>	<b>LIFEPAK 1000</b>	<b>LIFEPAK 1000</b>
<b>Product Number 1</b>	<b>70507-000091</b>	<b>99425-000023</b>	<b>99425-000025</b>
<b>Product Number 2</b>			
<b>Product Number 3</b>			
<b>Type</b>	Semi-automatic	Semi-automatic	Semi-automatic
<b>Description</b>	Defibrillator/Monitor with Pacing and SpO2 Package (Masino)	LIFEPAK 1000, Graphical Display Standard Setup w/carry case, battery & electrodes.	LIFEPAK 1000, ECG Display Standard Setup w/carry case, battery & electrodes.
<b>1-5 Units</b>	\$10,920.25	\$2295.00	\$2795.00
<b>6-10 Units</b>	\$10,690.35	\$2245.00	\$2745.00
<b>11-15 Units</b>	\$10,345.50	\$2195.00	\$2695.00
<b>16-20 Units</b>	\$10,115.60	\$2145.00	\$2645.00
<b>21-25 Units</b>	\$9770.75	\$2080.00	\$2580.00
<b>Warranty</b>	1 Year	5 Years	5 Years
<b>Delivery FOB</b>	30-45-Days	30-45 Days	30-45 Days
<b>Price List Name</b>	LIFEPAK 20e, Defibrillator/Monitor, US Price List	Lifepak 1000 Defibrillator	Lifepak 1000 Defibrillator
<b>Price List Date</b>	September-09	September 09	September 09
<b>%Percent Discount On Accessories</b>	15%	15%	15%

<b>Physio Control</b>		
<b>On-Site Warranty Services</b>		
Physio Control Factory Field Service Representatives provide on-site service.		
Physio Control, Inc	11811 Willows Road NE, Redmond WA 98052-2003	Customer Service Phone: 800-442-1142 Fax: 425-867-4970 <a href="mailto:rs.physiocontracts-east@medtronic.com">rs.physiocontracts-east@medtronic.com</a>
Field Representative Eastern & Central North Carolina		
Lane Rushing, STR	Lexington, NC 27292	Phone: 800-442-1142 Ext 72368 Fax: 800-772-3340 <a href="mailto:jeffey.collett@medtronic.com">jeffey.collett@medtronic.com</a>
Field Representative Western North Carolina		
Mary Ann Cotton	Lexington, NC 27292	Phone: 800-442-1142 Ext 72418 Fax: 800-772-3340 <a href="mailto:jeffey.collett@medtronic.com">jeffey.collett@medtronic.com</a>
Field Representative South Carolina		
Michael Glover, CBET	Columbia, SC 29229	Phone: 800-442-1142 Ext 72332 Fax: 800-772-3340

**10.E. Zoll Medical Corporation**

All products and accessories to be used to make custom defibrillator configurations must be listed in the awarded manufacturer's price list that is dated on this contract.		
Contractor	<b>Zoll Medical Corporation</b>	
	1	2
<b>Manufacturer</b>	ZOLL	ZOLL
<b>Brand</b>	<b>ZOLL E Series AED</b>	<b>ZOLL E Series ACLS</b>
<b>Product Number 1</b>	<b>50100010010064013</b>	<b>50200010010024013</b>
<b>Product Number 2</b>		
<b>Product Number 3</b>		
<b>Type</b>	AED/Manual	Manual
<b>Description</b>	E Series AED with Manual Override, AC Power, Printer, Protocol Assist Codemarkers and GPS Clock Auto Sync Includes: TriMode Display, 3-lead ECG Patient Cable, Universal Cable, Two Rechargeable Sealed Lead Acid Batteries, RS-232 Data Transfer Port, Rugged SoftPack Carry Case and Rapid Cable Deployment System, AC Power Cord, 12" AC Extension Cable, One Package of Recorder Paper, Two PCMCIA Card Slots, Operator's Manual, and Standard One (1) Year Warranty for EMS Use.	E Series ACLS Manual with See-Thru CPR <sup>®</sup> , Real CPR Help <sup>®</sup> and Advisory Capabilities; plus AC Power, Printer, Protocol Assist Code Markers and GPS Clock Auto Sync Includes: TriMode Display, 3-lead ECG Patient Cable, Universal Cable, Two Rechargeable Sealed Lead Acid Batteries, RS-232 Data Transfer Port, Rugged SoftPack Carry Case and Rapid Cable Deployment System, AC Power Cord, 12" AC Extension Cable, One Package of Recorder Paper, Two PCMCIA Card Slots, Operator's Manual, and Standard One (1) Year Warranty for EMS Use.
<b>1-5 Units</b>	\$8396.25	\$7,946.25
<b>6-10 Units</b>	\$8172.35	\$7,734.35
<b>11-15 Units</b>	\$7948.45	\$7,522.45
<b>16-20 Units</b>	\$7724.55	\$7,310.55
<b>21-25 Units</b>	\$7500.65	\$7,098.65
<b>Warranty</b>	One (1) Year	5 Year Factory Warranty
<b>Delivery FOB</b>	30-60 Days	30-60 Days
<b>Price List Name</b>	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book
<b>Price List Date</b>	7/1/2010	7/1/2010
<b>%Percent Discount On Accessories</b>	25%	25%

## 10.E. Zoll Medical Corporation

Contractor	Zoll Medical Corporation	
	3	4
Manufacturer	ZOLL	ZOLL
Brand	EMS X Series	Hospital X Series
Product Number 1	601-0100000-01	603-0100000-01
Product Number 2		
Product Number 3		
Type	AED	AED
Description	<p>EMS X Series Monitor/Defibrillator Small, lightweight (11.7 lbs./5.3 kg) manual or AED (configurable) monitor/defibrillator with Real CPR Help®, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable), USB data transfer capable, 80mm Printer, and large 6.5" (16.5cm) diagonal screen with up to 4 waveform channels and one (1) year warranty for EMS use.</p> <p>Accessories Included:</p> <ul style="list-style-type: none"> <li>• 3-Lead ECG Cable - 6 ft.</li> <li>• Multi-Function Therapy Cable</li> <li>• CPR Connector</li> <li>• A/C Power Cord, Adapter and Charger</li> <li>• 1 Roll Printer Paper - 80mm</li> <li>• 6 hour rechargeable SurePower II Li-ion Battery</li> <li>• USB Data Transfer Cable</li> <li>• Carrying Case</li> <li>• Declaration of Conformity, Operator's Instructions, Quick Reference Guide</li> </ul>	<p>Hospital X Series Monitor/Defibrillator Small, lightweight (11.7 lbs./5.3 kg) manual or AED (configurable) monitor/defibrillator with Real CPR Help®, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable), USB data transfer capable, 80mm Printer, and large 6.5" (16.5cm) diagonal screen with up to 4 waveform channels and five (5) year warranty for Hospital use.</p> <p>Accessories Included:</p> <ul style="list-style-type: none"> <li>• 3-Lead ECG Cable - 6 ft.</li> <li>• OneStep Multi-Function Cable</li> <li>• A/C Power Cord, Adapter and Charger</li> <li>• 1 Roll Printer Paper - 80mm</li> <li>• 6 hour rechargeable SurePower II Li-ion Battery</li> <li>• Declaration of Conformity, Operator's Instructions, Quick Reference Guide</li> </ul>
1-5 Units	\$11,546.15	\$12,162.15
6-10 Units	\$11,546.15	\$12,162.15
11-15 Units	\$11,546.15	\$12,162.15
16-20 Units	\$11,546.15	\$12,162.15
21-25 Units	\$11,546.15	\$12,162.15
Warranty	One (1) Year	Five (5) Years
Delivery FOB	30-60 Days	30-60 Days
Price List Name	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book
Price List Date	7/1/2010	7/1/2010
%Percent Discount On Accessories	23%	23%

## 10.E. Zoll Medical Corporation

Contractor	Zoll Medical Corporation	
	5	6
Manufacturer	ZOLL	ZOLL
Brand	Non Clinical EMS X Series	ZOLL R Series BLS
Product Number 1	601-0100000-01	30210000001030013
Product Number 2		
Product Number 3		
Type	AED	AED/Manual
Description	<p>Non Clinical EMS X Series Monitor/Defibrillator Small, lightweight (11.7 lbs./5.3 kg) manual or AED (configurable) monitor/defibrillator with Real CPR Help®, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable), USB data transfer capable, 80mm Printer, and large 6.5" (16.5cm) diagonal screen with up to 4 waveform channels and 90 day warranty for EMS use.</p> <p>Accessories Included:</p> <ul style="list-style-type: none"> <li>• 3-Lead ECG Cable - 6 ft.</li> <li>• Multi-Function Therapy Cable</li> <li>• CPR Connector</li> <li>• A/C Power Cord, Adapter and Charger</li> <li>• 1 Roll Printer Paper - 80mm</li> <li>• 6 hour rechargeable SurePower II Li-ion Battery</li> <li>• USB Data Transfer Cable</li> <li>• Carrying Case</li> <li>• Declaration of Conformity, Operator's Instructions, Quick Reference Guide</li> </ul>	<p>R Series ® BLS Defibrillator includes:</p> <ul style="list-style-type: none"> <li>• Guidelines 2005-compatible AED w/manual override</li> <li>• Real-CPR-Help for ALS</li> <li>• OneStep system with CPR Cable</li> <li>• Code Readiness testing system</li> <li>• Rectilinear biphasic technology</li> <li>• Compact flash card slot</li> <li>• 3 lead ECG cable with AHA markings</li> <li>• Built-in test port</li> <li>• Integrated AC Power (120 VAC/60 Hz)</li> <li>• 5.8 Ah lithium ion battery pack ordered separately</li> <li>• 5-year hospital warranty</li> </ul>
1-5 Units	\$7,505.00	\$7,055.00
6-10 Units	\$7,505.00	\$7,055.00
11-15 Units	\$7,505.00	\$7,055.00
16-20 Units	\$7,505.00	\$7,055.00
21-25 Units	\$7,505.00	\$7,055.00
Warranty	Ninety (90) Days	Five (5) Years
Delivery FOB	Based on Availability at Time of Purchase	30-60 Days
Price List Name	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book
Price List Date	7/1/2010	7/1/2010
%Percent Discount On Accessories	23%	17%

## 10.E. Zoll Medical Corporation

Contractor	Zoll Medical Corporation	
	7	8
Manufacturer	ZOLL	ZOLL
Brand	ZOLL R Series ALS	ZOLL R Series ALS with Expansion
Product Number 1	30310000001030012	30110000001010012
Product Number 2		
Product Number 3		
Type	Manual	Manual
Description	R Series ALS Defibrillator includes: <ul style="list-style-type: none"> <li>• Real-CPR-Help for ALS</li> <li>• OneStep system</li> <li>• Code Readiness testing system</li> <li>• Rectilinear biphasic technology</li> <li>• Advisory Defibrillation (Guidelines 2005-compatible)</li> <li>• Built-in test port</li> <li>• Compact flash card slot</li> <li>• Integrated AC Power (120 VAC/60 Hz)</li> <li>• 5.8 Ah lithium ion battery pack ordered separately</li> <li>• 5-year hospital warranty</li> </ul>	R Series ALS with Expansion Pack Defibrillator includes: <ul style="list-style-type: none"> <li>• Real-CPR-Help for ALS</li> <li>• See-Thru-CPR filter and Compression Index</li> <li>• OneStep system with CPR Cable</li> <li>• Code Readiness testing system</li> <li>• Defib Mentor familiarization aid</li> <li>• Rectilinear biphasic technology</li> <li>• One Step 3 lead ECG cable with AHA markings</li> <li>• Advisory Defibrillation (Guidelines 2005-compatible)</li> <li>• Built-in test, compact flash and USB port</li> <li>• WiFi (802.11) compatibility - modem required</li> <li>• Integrated AC Power (120 VAC/60 Hz)</li> <li>• 5.8 Ah lithium ion battery pack ordered separately</li> <li>• 5-year hospital warranty</li> </ul>
1-5 Units	\$7,719.00	\$8,847.80
6-10 Units	\$7,719.00	\$8,847.80
11-15 Units	\$7,719.00	\$8,847.80
16-20 Units	\$7,719.00	\$8,847.80
21-25 Units	\$7,719.00	\$8,847.80
Warranty	Five (5) Years	Five (5) Years
Delivery FOB	30-60 Days	30-60 Days
Price List Name	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book
Price List Date	7/1/2010	7/1/2010
%Percent Discount On Accessories	17%	17%

## 10.E. Zoll Medical Corporation

Contractor	Zoll Medical Corporation	
	9	10
Manufacturer	ZOLL	ZOLL
Brand	ZOLL R Series Plus	ZOLL R Series Plus with Expansion
Product Number 1	30610000001030013	30510000001010013
Type	AED/Manual	AED/Manual
Description	<p>R Series Plus Defibrillator includes:</p> <ul style="list-style-type: none"> <li>• Guidelines 2005-compatible AED w/manual override</li> <li>• Real-CPR-Help for ALS</li> <li>• OneStep system with CPR Cable</li> <li>• Code Readiness testing system</li> <li>• Rectilinear biphasic technology</li> <li>• One Step 3 lead ECG cable with AHA markings</li> <li>• Built-in test port</li> <li>• Integrated AC Power (120 VAC/60 Hz)</li> <li>• 5.8 Ah lithium ion battery pack ordered separately</li> <li>• 5-year hospital warranty</li> </ul>	<p>R Series Plus with Expansion Pack Defibrillator includes:</p> <ul style="list-style-type: none"> <li>• Guidelines 2005-compatible AED w/manual override</li> <li>• Real-CPR-Help for ALS</li> <li>• See-Thru-CPR filter and Compression Index</li> <li>• OneStep system with CPR Cable</li> <li>• Code Readiness testing system</li> <li>• Defib Mentor familiarization aid</li> <li>• Rectilinear biphasic technology</li> <li>• One Step 3 lead ECG cable with AHA markings</li> <li>• Built-in test, compact flash and USB port</li> <li>• WiFi (802.11) compatibility - modem required</li> <li>• Integrated AC Power (120 VAC/60 Hz)</li> <li>• 5.8 Ah lithium ion battery pack ordered separately</li> <li>• 5-year hospital warranty</li> </ul>
1-5 Units	\$8,549.00	\$9,628.00
6-10 Units	\$8,549.00	\$9,628.00
11-15 Units	\$8,549.00	\$9,628.00
16-20 Units	\$8,549.00	\$9,628.00
21-25 Units	\$8,549.00	\$9,628.00
Warranty	Five (5) Years	Five (5) Years
Delivery FOB	30-60 Days	30-60 Days
Price List Name	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book
Price List Date	7/1/2010	7/1/2010
%Percent Discount On Accessories	17%	17%

## 10.E. Zoll Medical Corporation

Contractor	Zoll Medical Corporation		
	11	12	13
Manufacturer	ZOLL	ZOLL	ZOLL
Brand	ZOLL AED Pro	ZOLL AED Plus	ZOLL AED Plus with Voice Recording
Product Number 1	90110200499991010	20100000101011010	20100001101011010
Product Number 2			
Product Number 3			
Type	AED	AED	AED
Description	AED Pro ® Semi-Auto/Manual. Includes: Backlit LCD screen, soft carry case, rugged over-molded outer housing, multi-patient internal memory, IrDA port, operator guide, five year factory warranty, limited lifetime outer housing warranty.	AED Plus with Graphical Cover, Includes: LCD screen showing voice prompt messages, device advisory messages, elapsed time, shock count and chest compression graph. Supplied with Public Safety PASS Cover, Softcase, Operator's Guide and (5) five year limited warranty.	AED Plus with Voice Recording and Graphical Cover Includes: Built-in digital voice recording, LCD screen showing voice prompt messages, device advisory messages, elapsed time, shock count and chest compression graph. Supplied with Public Safety PASS Cover, Softcase, Operator's Guide and (5) five year limited warranty.
1-5 Units	\$2,846.25	\$1,266.00	\$1,481.00
6-10 Units	\$2,770.35	\$1,266.00	\$1,481.00
11-15 Units	\$2,694.45	\$1,212.00	\$1,427.00
16-20 Units	\$2,618.55	\$1,212.00	\$1,427.00
21-25 Units	\$2,542.65	\$1,142.00	\$1,357.00
Warranty	Five (5) Years	Five (5) Years	Five (5) Years
Delivery FOB	30-60 Days	30-60 Days	30-60 Days
Price List Name	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book
Price List Date	7/1/2010	7/1/2010	7/1/2010
%Percent Discount	25%	36.5%	33%

## 10.E. Zoll Medical Corporation

Contractor	Zoll Medical Corporation	
	14	15
Manufacturer	ZOLL	ZOLL
Brand	ZOLL E Series AED Non-Clinical	ZOLL E Series ACLS Non-Clinical
Product Number 1	80111810020164013	80211810020124013
Product Number 2		
Product Number 3		
Type	AED	AED
Description	Non-Clinical E Series AED with Manual Override, AC Power, Printer, Protocol Assist Codemarkers and GPS Clock Auto Sync Includes: TriMode Display, 3-lead ECG Patient Cable, Universal Cable, Two Rechargeable Sealed Lead Acid Batteries, RS-232 Data Transfer Port, Rugged SoftPack Carry Case and Rapid Cable Deployment System, AC Power Cord, 12" AC Extension Cable, One Package of Recorder Paper, Two PCMCIA Card Slots, Operator's Manual, and Limited 90 day warranty	Non-Clinical E Series ACLS Manual with See-Thru CPR <sup>®</sup> , Real CPR Help <sup>®</sup> and Advisory Capabilities; plus AC Power, Printer, Protocol Assist Code Markers and GPS Clock Auto Sync Includes: TriMode Display, 3-lead ECG Patient Cable, Universal Cable, Two Rechargeable Sealed Lead Acid Batteries, RS-232 Data Transfer Port, Rugged SoftPack Carry Case and Rapid Cable Deployment System, AC Power Cord, 12" AC Extension Cable, One Package of Recorder Paper, Two PCMCIA Card Slots, Operator's Manual, and Limited 90 day warranty
1-5 Units	\$14,310.00	\$13,995.00
6-10 Units	\$14,310.00	\$13,995.00
11-15 Units	\$14,310.00	\$13,995.00
16-20 Units	\$14,310.00	\$13,995.00
21-25 Units	\$14,310.00	\$13,995.00
Warranty	Ninety (90) Days	Ninety (90) Days
Delivery FOB	Based on Availability at Time of Purchase	Based on Availability at Time of Purchase
Price List Name	Advancing Resuscitation/State of NC/SC Price Book	Advancing Resuscitation/State of NC/SC Price Book
Price List Date	7/1/2010	7/1/2010
%Percent Discount On Accessories	50%	50%

**10.E. Zoll Medical Corporation**

<b>ZOLL Repair/Replacement Warranty Services</b>		
Zoll Medical Corporation 269 Mill Road Chelmsford, MA 01824	Phone: 800-348-9011 Ext. 9291 Fax: 978-421-0005	Zachary Taylor  ztaylor@zoll.com
Repair service is provided via Depot Repair at Zoll Corporate in Chelmsford, MA to diagnose equipment problems. Call the Technical Support Help Desk, Monday through Friday from 8:30 AM to 6:00 PM EST. Emergency Technical Support is available 7 days a week during the hours not covered during a normal business day. Daily Technical Support and Emergency Support are available by calling 1-800-348-9011.		
The Technical Support Help Desk Representative will troubleshoot the issue and obtain minimal information to open a Service Request. If needed, a Service Loaner is available at no charge during the repair analysis process and is shipped to arrive before 10 AM the next business day.		

<b>EXTENDED WARRANTY AND PREVENTIVE MAINTENANCE PART NUMBERS AND PRICING AT TIME OF EQUIPMENT SALE</b>		
<b>PART NUMBER</b>	<b>SERVICE PRICE LIST</b>	<b>PRICE LIST DESCRIPTION</b>
<b>DEFIBRILLATOR EXTENDED WARRANTY</b>		
8778-0123	\$630.00 6	MONTH EXTENDED WARRANTY
8778-0104	\$990.00 1	YR. EXTENDED WARRANTY
8778-0105	\$1,875.00	2 YR. EXTENDED WARRANTY
8778-0106	\$2,730.00	3 YR. EXTENDED WARRANTY
8778-0107	\$3,550.00	4 YR. EXTENDED WARRANTY
8778-0121	\$4,290.00	5 YR. EXTENDED WARRANTY
<b>PREVENTIVE MAINTENANCE</b>		
8778-0114	\$230.00 1	YEAR, 1 PREVENTIVE MAINTENANCE
8778-1222	\$450.00 1	YEAR, 2 PREVENTIVE MAINTENANCE
8778-0115	\$460.00 2	YEAR, 1 PREVENTIVE MAINTENANCE
8778-2222	\$900.00 2	YEAR, 2 PREVENTIVE MAINTENANCE
8778-0116	\$690.00 3	YEAR, 1 PREVENTIVE MAINTENANCE
8778-3222	\$1,350.00	3 YEAR, 2 PREVENTIVE MAINTENANCE
8778-0117	\$920.00 4	YEAR, 1 PREVENTIVE MAINTENANCE
8778-4222	\$1,800.00	4 YEAR, 2 PREVENTIVE MAINTENANCE
8778-0119	\$1,150.00	5 YEAR, 1 PREVENTIVE MAINTENANCE
8778-5222	\$2,250.00	5 YEAR, 2 PREVENTIVE MAINTENANCE
8778-0122	\$1,380.00	6 YEAR, 1 PREVENTIVE MAINTENANCE
8778-6222	\$2,700.00	6 YEAR, 2 PREVENTIVE MAINTENANCE
<b>AutoPulse</b>		
8778-8701	\$1,095.00	1 YR. AutoPulse EXTENDED WARRANTY
8778-8702	\$2,095.00	2 YR. AutoPulse EXTENDED WARRANTY
8778-8704	\$3,995.00	4 YR. AutoPulse EXTENDED WARRANTY
<b>AED Plus &amp; Pro</b>		
8778-7771	\$255.00 A	ED Plus & Pro EXT. WARR- 1 YEAR
8778-7770	\$175.00 A	ED Plus & Pro PM PROGRAM -1 YEAR

## 10.E. Zoll Medical Corporation

<b>EXTENDED WARRANTY AND PREVENTIVE MAINTENANCE PART NUMBERS AND PRICING AFTER EQUIPMENT SALE</b>		
<b>PART NUMBER</b>	<b>SERVICE PRICE LIST</b>	<b>PRICE LIST DESCRIPTION</b>
8889-0001	\$1,145.00	1 YR. EXTENDED WARRANTY
8889-0002	\$2,060.00	2 YR. EXTENDED WARRANTY
8889-0003	\$3,015.00	3 YR. EXTENDED WARRANTY
8889-0004	\$3,900.00	4 YR. EXTENDED WARRANTY
8889-5000	\$4,680.00	5 YR. EXTENDED WARRANTY
<b>PREVENTIVE MAINTENANCE</b>		
8889-1991	\$230.00 1	YEAR, 1 PREVENTIVE MAINTENANCE
8889-1992	\$450.00 1	YEAR, 2 PREVENTIVE MAINTENANCE
8889-2991	\$460.00 2	YEAR, 1 PREVENTIVE MAINTENANCE
8889-2992	\$900.00 2	YEAR, 2 PREVENTIVE MAINTENANCE
8889-3991	\$690.00 3	YEAR, 1 PREVENTIVE MAINTENANCE
8889-3992	\$1,350.00	3 YEAR, 2 PREVENTIVE MAINTENANCE
8889-4991	\$920.00 4	YEAR, 1 PREVENTIVE MAINTENANCE
8889-4992	\$1,800.00	4 YEAR, 2 PREVENTIVE MAINTENANCE
8889-5991	\$1,150.00	5 YEAR, 1 PREVENTIVE MAINTENANCE
8889-5992	\$2,250.00	5 YEAR, 2 PREVENTIVE MAINTENANCE
8889-6991	\$1,380.00	6 YEAR, 1 PREVENTIVE MAINTENANCE
8889-6999	\$2,700.00	6 YEAR, 2 PREVENTIVE MAINTENANCE
<b>AutoPulse</b>		
8889-8701	\$1,295.00	1 YR. AutoPulse EXTENDED WARRANTY
8889-8702	\$2,395.00	2 YR. AutoPulse EXTENDED WARRANTY
8889-8704	\$4,195.00	4 YR. AutoPulse EXTENDED WARRANTY
<b>AED Plus &amp; Pro</b>		
8889-7001	\$275.00 AE	D Plus & Pro EXT. WARR- 1 YEAR
8889-7000	\$195.00 AE	D Plus & Pro PM PROGRAM -1 YEAR
		Hospital Price List-revised 9-9-10

## 11. Price Lists and Catalogs

The contractors shall furnish price lists, catalogs and descriptive literature and descriptive literature within seven (7) days of request to any using agency.

## 12. Contractors

As provided by South Carolina Statute, The State of South Carolina will only purchase products from the awarded manufacturers who will be distributing these products to South Carolina governmental bodies through South Carolina vendors.

<b>1</b>	<b>Cardiac Science</b>	
<b>Cardiac Science Corp</b>	<b>3303 Monte Villa Parkway, Bothell, WA, 98021</b>	<b>Customer Service Phone: 800-426-0337 Phone: 888-274-3342 Fax: 425-402-2001 customerservice@cardiacscience.com</b>
<b>Territory Sales Manager</b>		
James Krege Territory Sales Manager Cardiac Science Corp	1003 Jefferson Wood Lane, Greensboro, North Carolina 27410	Phone: 336-209-1401 (Cell) Fax: 336-617-8194 <a href="mailto:Jkrege@cardiacscience.com">Jkrege@cardiacscience.com</a>
<b>Regional Sales Manager</b>		
Mike Castleman Regional Sales Manager Cardiac Science Corp	4880 Brighton Drive, Jacksonville, FL 32217	Customer Service Phone: 904-613-6987 Fax: 904-733-3639 mcastleman@cardiacscience.com
<b>North Carolina Dealer</b>		
LifeServers, Inc. Larry Kohn	8104 Standing Stone Court Raleigh, NC 27613	Phone: 919-866-0044 Phone: 866-543-3500 Fax: 919-866-0066 <a href="mailto:wecansavealife@aol.com">wecansavealife@aol.com</a>
<b>North Carolina Dealer</b>		
School Health/Sports Health John Rooney	392 Faggart Ave. NW Concord, NC 28027	Phone: 866-323-5465 Phone: 704-598-9723 Fax: 800-235-1305 <a href="mailto:customerservice@schoolhealth.com">customerservice@schoolhealth.com</a> <a href="mailto:customerservice@sportshealth.com">customerservice@sportshealth.com</a>
<b>North Carolina Dealer</b>		
Moore Medical Corporation Roger Cooper	5 Rose Bay Ln, Greensboro, NC 27455	Phone: 336-210-6030 Fax: 877-358-2002 <a href="mailto:rcooper@mooremedical.com">rcooper@mooremedical.com</a>
AED Brands Trudy Andringa	3002 Henderson Road Greensboro, NC 27410	Phone: 800-580-1375 <a href="mailto:sales@aedbrands.com">sales@aedbrands.com</a>
<b>South Carolina Dealers</b>		
Moore Medical Corporation Bill Jerman	319 Yachting Rd Lexington, SC 29072	Phone: 803-429-2297 Fax : 877-358-2002 <a href="mailto:bjerman@mooremedical.com">bjerman@mooremedical.com</a>

<b>South Carolina Dealers</b>		
LifeServers, Inc. by Professional Training Services, Inc. Lisa Krouse	744 Broad Street, PO Box 267 Sumter, SC 29150	Phone: 803-778-2777 Fax : 803-775-6435 <a href="mailto:proservice@ftc-i.net">proservice@ftc-i.net</a>
AED Brands Travis Carricato	313 Delaine Woods Drive Irmo, SC 29064	Phone:800-580-1375 <a href="mailto:sales@aedbrands.com">sales@aedbrands.com</a>

<b>2</b>	<b>Defibtech Lifeline Defibrillators</b>	
<b>North Carolina Representative</b>		
Lifesavers, Inc	39 Plymouth St Fairfield, N.J. 07004	Robert Stickel Phone: 973-244-9111 Fax: 973-244-1666 bob@lifesaversinc.com

<b>2</b>	<b>Defibtech ReviveR Defibrillators</b>	
<b>North Carolina Representatives</b>		
Cintas First Aid & Safety	3035 Horseshoe Lane Charlotte, NC 28208	Tony Watkins Phone: 704-391-2710 Phone: 704-731-0718 Fax: 704-391-2709 watkinst@cintas.com
Tony Watkins, Sales Manager	3035 Horseshoe Lane Charlotte, NC 28208	Phone: 954-298-7872 Phone: 704-900-1464 Fax: 704-391-2709 <a href="mailto:cabrera@cintas.com">cabrera@cintas.com</a>
Irene Cabrera	1300 Twin Creel Ct, Durham, NC 28209.	Phone: 704-391-2710 Fax: 704-391-2709 watkinst@cintas.com
Nathan Murphy	3035 Horseshoe Lane Charlotte, NC 28208	Phone: 704-391-2710 Fax: 704-391-2709 <a href="mailto:murphyn@cintas.com">murphyn@cintas.com</a>
Eric Duncan	3035 Horseshoe Lane Charlotte, NC 28208	Tony Watkins Phone: 704-391-2710 Fax: 704-391-2709 <a href="mailto:duncane@cintas.com">duncane@cintas.com</a>
Lee Marshall	3035 Horseshoe Lane Charlotte, NC 28208	Phone: 704-391-2710 Fax: 704-391-2709 <a href="mailto:marshallm@cintas.com">marshallm@cintas.com</a>
Charlie Rice	3035 Horseshoe Lane Charlotte, NC 28208	Phone: 704-391-2710 Fax: 704-391-2709 <a href="mailto:ricec@cintas.com">ricec@cintas.com</a>
Lance Harrington	3035 Horseshoe Lane Charlotte, NC 28208	Phone: 704-391-2710 Fax: 704-391-2709 <a href="mailto:harringtonc@cintas.com">harringtonc@cintas.com</a>
Elliot Koppelberger	3035 Horseshoe Lane Charlotte, NC 28208	Phone: 704-391-2710 Fax: 704-391-2709 <a href="mailto:koppelb@cintas.com">koppelb@cintas.com</a>
<b>South Carolina Representative</b>		
Torrey Baughan	140-A Congress Blvd, Duncan, South Carolina 29334.	Phone: 864-567-3479 Fax: 864-661-1021 <a href="mailto:baughant@cintas.com">baughant@cintas.com</a>

<b>3</b>	<b>Philips Defibrillators</b>	
Bound Tree Medical	5000 Tuttle Crossing Blvd. Dublin, Ohio 43016	Customer Service Phone: 800-533-0523 Fax: 800-257-5713
<b>Northern NC Representative</b>		
Bound Tree Medical Jimmy Ussery	5000 Tuttle Crossing Blvd. Dublin, Ohio 43016	Phone: 800-533-0523 Ext 5121 Fax: 800-257-5713 <a href="mailto:jussery@boundtree.com">jussery@boundtree.com</a>
<b>Southern NC Account Manager</b>		
Bound Tree Medical David Murray	1608 Brentwood Drive Newton, NC 28658	Phone: 800-533-0523 Ext 5177 Fax: 800-257-5713 <a href="mailto:dmurray@boundtree.com">dmurray@boundtree.com</a>
<b>Customer Service Representative</b>		
Bound Tree Medical Barbara McDaniels,	5000 Tuttle Crossing Blvd. Dublin, Ohio 43016	Phone: 800-533-0523 Ext 5034 Fax: 800-257-5713 <a href="mailto:bmcdaniels@boundtree.com">bmcdaniels@boundtree.com</a>
<b>Mid-Atlantic Regional Manager</b>		
Bound Tree Medical Dan Blom,	5000 Tuttle Crossing Blvd. Dublin, Ohio 43016	Phone: 533-0523 Ext 5121 Fax: 800-257-5183 <a href="mailto:dblom@boundtree.com">dblom@boundtree.com</a>
<b>Bids &amp; Contract Manager</b>		
Bound Tree Medical Bethany Moore	5000 Tuttle Crossing Blvd. Dublin, Ohio 43016	Phone: 533-0523 Ext 5233 Fax: 800-257-5183 <a href="mailto:bmoore@boundtree.com">bmoore@boundtree.com</a>
<b>South Carolina Dealers</b>		
Barrett Smith South Carolina Account Manager	60 Marina Road Lake Wyllye, SC 29710	Phone: 803-526-3364 Fax : 800-257-5713 <a href="mailto:bsmith@boundtree.com">bsmith@boundtree.com</a>

<b>4</b>	<b>Physio Control (Representatives)</b>	
Physio Control, Inc	11811 Willows Road NE, Redmond WA 98052-2003	Customer Service Phone: 800-442-1142 Fax: 425-867-4970 <a href="mailto:rs.physiocontracts-east@medtronic.com">rs.physiocontracts-east@medtronic.com</a>
<b>Dealer, North Carolina Sales</b>		
Suzette Haile	Raleigh, NC 27014	Phone: 800-442-1142 Ext 72014 Fax: 425-867-4970 <a href="mailto:suzette.haile@medtronic.com">suzette.haile@medtronic.com</a>
<b>Eastern &amp; Central North Carolina Sales</b>		
LifeServers, Inc. Larry Kohn	8104 Standing Stone Court Raleigh, NC 27622	Phone: 919-866-0044 Phone: 866-543-3500 Fax: 919-866-0066 <a href="mailto:wecansavealife@aol.com">wecansavealife@aol.com</a>
<b>Hospital Sales Western North Carolina</b>		
Vince LiBrizzi	Charlotte, NC 28277	Phone: 800-442-1142 Ext 72720 Fax: 425-867-4970 <a href="mailto:vincent.d.librizzi@medtronic.com">vincent.d.librizzi@medtronic.com</a>
<b>Field Representative Eastern &amp; Central North Carolina</b>		
Lane Rushing, STR	Lexington, NC 27292	Phone: 800-442-1142 Ext 72368 Fax: 800-772-3340 <a href="mailto:jeffey.collett@medtronic.com">jeffey.collett@medtronic.com</a>
<b>Field Representative Western North Carolina</b>		
Mary Ann Cotton	Lexington, NC 27292	Phone: 800-442-1142 Ext 72418 Fax: 800-772-3340 <a href="mailto:jeffey.collett@medtronic.com">jeffey.collett@medtronic.com</a>
<b>Western North Carolina &amp; South Carolina Sales</b>		
Jeff Collett	Chapin, SC 29036	Phone: 800-442-1142 Ext 7234 Fax: 425-867-4970 <a href="mailto:jeffey.collett@medtronic.com">jeffey.collett@medtronic.com</a>
<b>Hospital Sales South Carolina</b>		
Wallace McNair	Greenville, SC 29609	Phone: 800-442-1142 Ext 72048 Fax: 425-867-4970 <a href="mailto:wallace.mcnair@medtronic.com">wallace.mcnair@medtronic.com</a>
<b>Field Representative South Carolina</b>		
Michael Glover, CBET	Columbia, SC 29229	Phone: 800-442-1142 Ext 72332 Fax: 800-772-3340
<b>Dealer, South Carolina</b>		
LifeServers, Inc. by Professional Training Services, Inc. Lisa Krouse	744 Broad Street, PO Box 267 Sumter, SC 29150	Phone: 803-778-2777 Fax: 803-775-6435 <a href="mailto:proservice@ftc-i.net">proservice@ftc-i.net</a>

<b>5 ZOLL Defibrillators (Authorized Dealers)</b>		
CPR Consultants Paul Kearns, President	7404 G Chapel Hill Road, Raleigh, NC 27607	Phone: 919-850-9295 Fax: 919-235-0842 Cell: 919-219-0156 <a href="mailto:paul@cprconsultants.com">paul@cprconsultants.com</a>
American Safety Utility Corp Murray Walker	529 Caleb Road Shelby, NC 28152	Phone: 704-482-0601 Fax: Cell: <a href="mailto:mwalker@americansafety.com">mwalker@americansafety.com</a>
CFA Medical Will Partin	3911 Reynolds Road Winston-Salem, NC 27106	Phone: 336-922-3916 Fax: Cell: <a href="mailto:cfamedical@yahoo.com">cfamedical@yahoo.com</a>
Propac USA Susan Risher, Controller	2390 Air Park Road N. Charleston, SC 29406	Phone: 800-345-3036 Fax: 888-877-6722 Email: <a href="mailto:srisher@propacusa.com">srisher@propacusa.com</a> Website: <a href="http://www.propacusa.com">www.propacusa.com</a>
School/Sports Health Corp Janet Prince Customer Representative	392 Faggart Ave. NW Concord, NC 28027	Phone: 800-323-1305 x 7947 Fax: 800-235-1305 Email: <a href="mailto:jprince@schoolhealth.com">jprince@schoolhealth.com</a>
AED Brands James Krege (North Carolina)	3312 Kettering Place Greensboro NC 27410	Phone: 336-209-1401 Fax: 770-429-3882 <a href="mailto:jkrege@aedbrands.com">jkrege@aedbrands.com</a>
School Health Corporation John Rooney, VP of Sales	865 Muirfield Drive Hanover Park, IL 60133	Ph: 866-323-5465 Fax: 800-235-1305 <a href="mailto:customerservice@schoolhealth.com">customerservice@schoolhealth.com</a>
(AED Brands) E-Med Training Services Travis Carricato (South Carolina)	313 Delaine Woods Drive Irmo, SC 29064	Phone: 800-580-1375 <a href="mailto:sales@aedbrands.com">sales@aedbrands.com</a>

<b>5 ZOLL Defibrillators (Representatives)</b>		
ZOLL Medical Corp.	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Fax: 978-421-0005
<b>EMS/Fire In North Carolina</b>		
ZOLL Medical Zachary Taylor	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Ext 9291 Fax: 978-421-0005 Cell: 919-280-4845 <a href="mailto:ztaylor@zoll.com">ztaylor@zoll.com</a>
<b>Hospitals In North Carolina</b>		

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ZOLL Medical Jonathan Stokes	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Ext 9226 Fax: 919-421-0005 Cell: 704-909-9353 <a href="mailto:jstokes@zoll.com">jstokes@zoll.com</a>
<b>Public Safety In North Carolina (schools, police, corrections facilities)</b>		
ZOLL Medical Michael Chalifoux	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Ext 9565 Fax: 978-421-0005 Cell: 804-240-4388 <a href="mailto:mchalifoux@zoll.com">mchalifoux@zoll.com</a>
<b>EMS/Fire In South Carolina</b>		
ZOLL Medical Jamie Schoenfeld	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Ext 9779 Fax: 978-421-0005 Cell: 704-614-3999 <a href="mailto:jschoenfeld@zoll.com">jschoenfeld@zoll.com</a>
<b>Hospitals In South Carolina</b>		
ZOLL Medical Jason Ferguson	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Ext 9580 Fax: 919-421-0005 Cell: 404-354-0007 <a href="mailto:jferguson@zoll.com">jferguson@zoll.com</a>
<b>Public Safety In South Carolina (schools, police, corrections facilities)</b>		
ZOLL Medical Mark Friedman	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Ext 9205 Fax: 978-421-0005 Cell: 770-880-8364 <a href="mailto:mfriedman@zoll.com">mfriedman@zoll.com</a>
ZOLL Medical Mark Friedman	269 Mill Road Clemsford, MA 01824-4105	Phone: 800-348-9011 Ext 9205 Fax: 978-421-0005 Cell: 770-880-8364 <a href="mailto:mfriedman@zoll.com">mfriedman@zoll.com</a>

### 13. Warranty

The contractor guarantees items offered to be free from any and all defects in material, packaging, and workmanship and agrees to replace defective items promptly at no charge to the State, for a period of the applied manufacturer's warranty. Warranty information listed with each defibrillator unit.

**If the manufacturer's standard warranty exceeds the above warranty time period, then the manufacturer's warranty will continue to apply for the full, extended time period.**

### 14. Substitutions

Substitutions are not permitted without prior approval of the Division of Purchase and Contract. Failure of the contractor to comply with this requirement may result in the removal of the contractor from the contract.

### 15. Reporting Requirements

In accordance with General Statute 90-21.15 sellers of an AED must notify the North Carolina Office of Emergency Medical Services of each sale of an AED. Reporting information should include the type and model of the AED, date of sale of the AED, location of the AED (e.g. address and building name where applicable), and the name, address and telephone number of the person who is responsible for the AED. Reporting information should be sent via email to Ed Browning at [ed.browning@dhhs.nc.gov](mailto:ed.browning@dhhs.nc.gov), or by regular mail to "AED Coordinator", North Carolina Office of EMS, 2707 Mail Service Center, Raleigh, NC 27699-2707 within two weeks of the sale date of the AED. Questions regarding the AED reporting requirements should be addressed to Ed Browning at the North Carolina Office of EMS at (919) 855-3941.

## 16. Vendor Complaint Form

Download the vendor complaint form, be specific in outlining the problems or complaints and send a copy to the Division of Purchase and Contract for processing. If the vendor is found not to be in compliance with the contracts terms and conditions, the vendor may be deleted from our vendor registration system and/or your future proposals not being considered, or removal from a contract.

<http://www.doa.state.nc.us/PandC/vendcom.doc>

## 17. Contract Addenda

1	3-15-11	Added cardiac science defibrillators
2	2-7-12	Information on defibrillator configurations added
3	2-7-12	Added School/Sports Health Corp as Zoll Distributor.
4	5-21-12	Added Sales/Territory Manager Representative to Cardiac Science. Deleted previous one.
5	7-23-12	Added NC & SC Dealer, LifeServers to Physio Control.
6	11-30-12	Contract has been extended through November 30, 2013.
7	12-21-12	Cardiac Science has made defibrillator model number changes.
8	1-2-13	Zoll Medical has replaced the M Series Defibrillator with the new R Series.
9	2-18-13	Added Propac as an authorized dealer for Zoll.
10	3-26-13	Changed pricing for Non clinical EMS X Series for \$7797.40 to \$7505.00.
11	9-5-13	Added AED Brands as a distributor in North and South Carolina for Cardiac Science.
12	10-14-13	Added two new distributors for Zoll. AED and School Health.
13	11-14-13	Contract has been extended through February 28, 2014