

## **Vital Questions to ask before purchasing an AED**

### **Is the AED CE & FDA Approved?**

*AEDs with the CE Mark are approved for sale in the EU and units with the FDA mark are approved for sale in the United States.*

### **How Long Does the Battery Last?**

*AED Batteries can last anything from 1 year to 7 years. They can cost up to €800 per battery. This can work out to be extremely expensive if your AED only has a 2 or 3 year battery. You should ensure that your AED carries at least a 5 year battery. The Defibtech AED is the only AED in the world with a 7 year, 300 shock battery as standard, saving you money. Replacement batteries are approx €250 every 7 years.*

### **Does the battery need to be replaced after use?**

*The Defibtech Battery can deliver up to 300 shocks so it will not need to be replaced after use. Some AEDs batteries can only deliver 20 – 30 shocks effectively making them disposable. This dramatically increases the operating costs of your AED.*

### **Are the Pads and Battery separate?**

*Virtually all AEDs worldwide have separate pads and batteries. This means that when you use the AED you can just purchase a new pair of pads. Only one AED on the market does not allow you to purchase pads individually as the pads and battery must be purchased together. This can increase the running costs of your AED substantially as regardless of if you use your AED or not you will still have to purchase 2 batteries each time your 2 pairs of AED pads expires. Defibtech PADS are available separately and cost approx €65 per pair.*

### **Can the AED be updated to new ILCOR guidelines on-site?**

*Every 4 – 5 years the International Liaison Committee on Resuscitation issue guidelines for resuscitation which are adopted by organisations such as the European Resuscitation Council(ERC) and the American Heart Association(AHA) When these guidelines are announced then all AEDs worldwide usually need to be up dated to allow the recommendations to be applied whilst undertaking resuscitation efforts. In July 2006 the last set of guidelines came into effect. This meant that all AEDs needed to be updated. Some AEDs could not be updated and effectively became outdated (many of which had just been purchased) the majority of AEDs took months to update as they needed to be sent back to there manufacturers in countries such as Norway and the USA. This meant that businesses and communities etc were left without there AEDs. By the end of July 2006 Defibtech had updated all of its AEDs nation wide FREE OF CHARGE, ON SITE making it the first company worldwide to do so. Before purchasing an AED you should seek written confirmation that such updates will be provided promptly, on-site and free of charge. **The next updates are due in 2010.***

## **Is the AED Supplied with all required accessories?**

*Every AED should be supplied with the following equipment as standard, without exception.*

*2 Pairs of adult electrodes  
1 Resuscitation Mask with oxygen port  
1 x Paramedic Tuff Cut Shears  
1 x Pair of Disposable Examination Gloves  
1 x Disposable Razor  
1 x Carry Bag*

*All of the above should be included in the overall price of the AED unit.*

## ***Does the company you are considering purchasing from have an established client list?***

*As in every business retailers of AEDs come and go. Some are extremely reputable and legitimate suppliers, others are not. You should ensure that they have been conducting business in Ireland for several years, have sold considerable amounts of AED units, and have adequate technical support systems in place to assist with any problems that may occur.*

## ***Does the company you are considering purchasing from have adequate Product Liability and Public Liability Insurance?***

*It is vital to ensure that the AED you purchase is covered by Product Liability and Public Liability Insurance. In the event of the manufactures or distributors going out of business or should any technical problems occur then your AED will be fully covered by their product liability insurance.*