

A woman with long brown hair, wearing a white blouse, is shown in profile, looking towards the right. In the background, a man in a dark suit and striped tie is gesturing with his hand while speaking. The setting appears to be a professional meeting or conference.

Lead the way to save a life

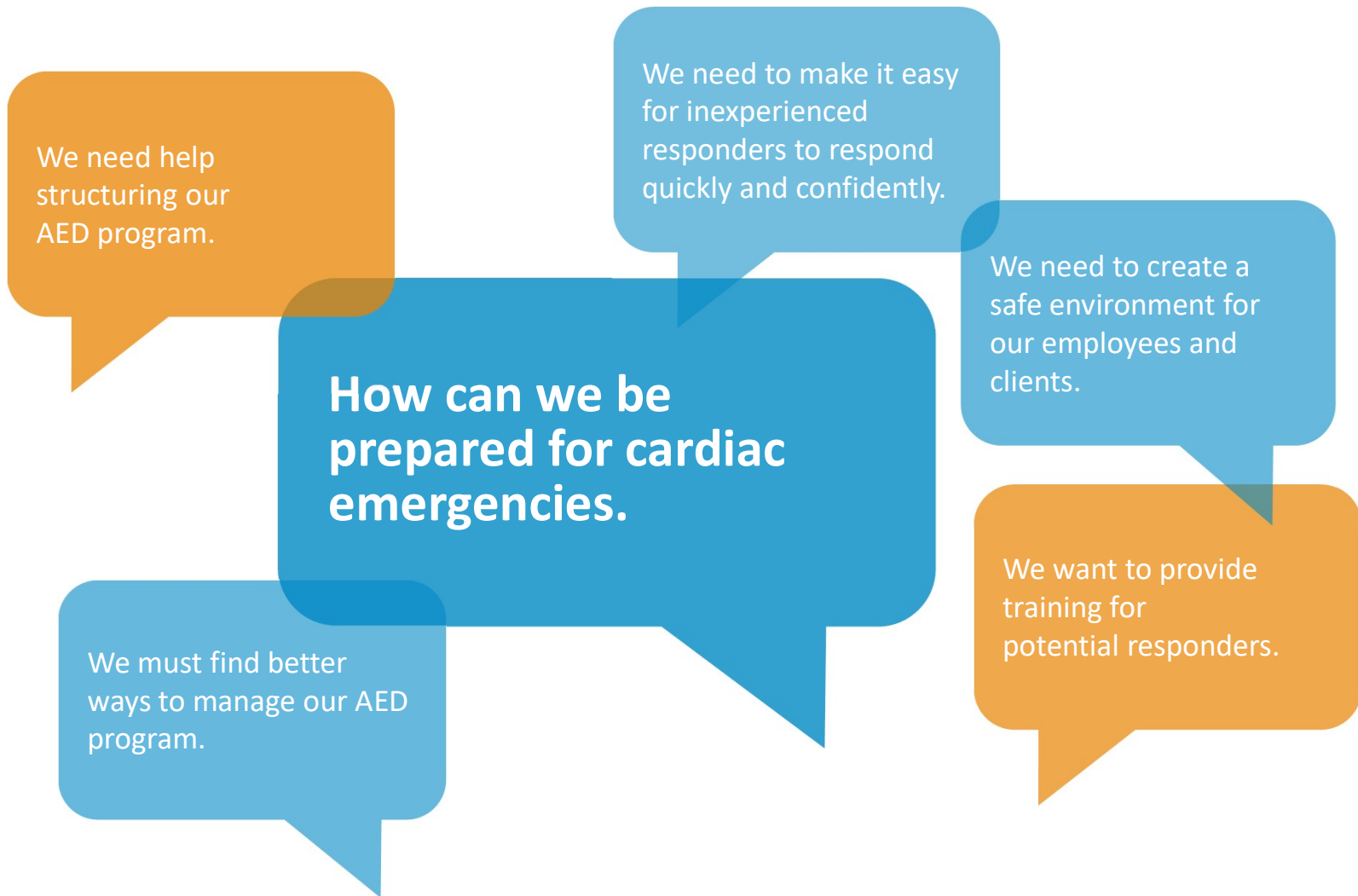
Philips HeartStart OnSite with Life Guidance

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Account Manager - MATC

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Your needs today, and tomorrow



Lead the way to save a life

- With access to the right equipment and support, everyone can help save a life
- Philips AED solutions with Life Guidance act as your personal coach to guide you through a cardiac emergency with a simple, step-by-step process
- Adaptive instructions and intelligent sensors keep you on track to automatically deliver the right therapy, helping give you the confidence to lead the way to save a life



For the ordinary person in the extraordinary moment



- Fast to learn, easy to use
- Voice prompts guide you through a simple step-by-step process
- Intelligent sensors automatically deliver the right therapy to patients of all ages
- Small and light weight

Ready to act. Ready to go.

For the extraordinary moment

- Designed to be the easiest to set up and use, and the most reliable defibrillator available
- Virtually ready to use out of the box
- Voice instructions are paced precisely to your actions
- Can be used on infants and children
- On-board training feature allows you to walk through patient care scenarios without delivering a shock

Intuitive step-by-step instructions

“I like the flashing light that tells you to take your hands away. It also tells me to keep people away.”

– Industrial employee

“The Philips devices are very easy to use, increasing the chances of successful use by a layperson or law enforcement officer in the community.”

– Director, PAD program

“That little blue button is the answer to all their anxieties about CPR.”

– Red Cross Instructor



Save time. Save lives.

CPR and potentially lifesaving defibrillation delivered fast



- With patented Quick Shock, the HeartStart OnSite is among the fastest in class at delivering shock treatment after CPR
- HeartStart OnSite can reduce the time when no treatment is provided; If no CPR is being performed when it should be, it initiates rhythm analysis instead

Save time. Save lives.

Quick shock reduces the critical time from CPR to shock

- CPR is more beneficial than previously realized¹⁻⁶
- Benefits dissipate quickly when compressions stop^{7,8}
- Minimizing time to shock after last compression can improve shock success, survival^{1-4,7-9}
- Quick Shock reduces interruption from last compression to shock: 8s (typical)
- “Shortening the interval between the last compression and the shock delivery by even a few seconds can improve shock success”²

1. American Heart Association Guidelines 2015. Link MS, et al. Circulation. 2015; 132 (suppl 2):S444–S464
2. American Heart Association Guidelines 2010. Circulation 2010; Vol 122 No 18
3. European Resuscitation Council Guidelines for Resuscitation 2015, Resuscitation 95 (2015) 100–147
4. European Resuscitation Council Guidelines for Resuscitation 2010, Resuscitation 81 (2010) 1219–1276
5. Cobb LA, et al. JAMA. 1999; 281(13):1182-1188
6. Wik L, et al. JAMA. 2003 Mar 19; 289(11):1389-1395
7. Yu T, et al. Circulation. 2002; 106:368-372
8. Eftestol T, et al. Circulation. 2002;105:2270-2273
9. Edelson D, et al. Resuscitation (2006) 71:137-145

Personalized therapy. Enhanced care.

SMART analysis helps the delivery of safe and effective therapy

- SMART Analysis assesses the victim's heart rhythm and is designed to only deliver therapy if needed
- Automatically adjusts to a lower energy level for infants and children when the infant/child SMART pads cartridge is installed
- SMART Biphasic high current with low energy maximizes shock effectiveness¹
- Philips therapy is backed by over 40 published studies

1. Tang W, Weil MH, Sun S, et al, J Am Coll Cardiol 2004;43:1228–35.488



Virtually maintenance-free

Ready to act. Ready to go.

- One of the most comprehensive self-testing devices on the market
- Over 85 daily, weekly, and monthly self-tests

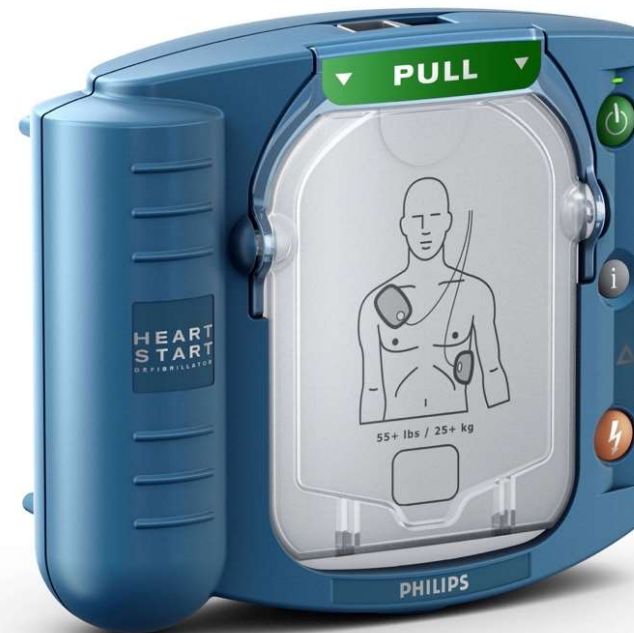


PHILIPS

Small and portable

Ready to act. Ready to go.

- Small and lightweight
 - 2.8" H x 7.4" D x 8.3" W
 - 3.3 pounds with battery and pads installed
- Long-life battery
 - Minimum 200 shocks or four hours operating time
 - Safe lithium manganese chemistry
 - Standby life is typically four years



Supplies and accessories

- Sturdy red carry cases
- Fast Response kit
- Battery
- SMART Pads cartridges – Adult and Infant/Child
- Training SMART Pads cartridge
- Wall mounts and cabinets
- Signage
- Infrared data cable





Lead the way to save a life

Philips HeartStart FRx defibrillator with Life Guidance

innovation  you

PHILIPS

For those who get there first



Empower even infrequent responders

CPR and defibrillation delivered fast

SMART analysis assesses heart rhythm to provide safe and effective therapy, only when needed

Small and light weight

Ready to act. Ready to go.

Empower even inexperienced responders

- Help give responders the confidence that's needed when treating a cardiac arrest
 - Adaptive voice instructions
 - CPR coaching
- Designed to be rugged and reliable, the FRx is one of the most comprehensive self-testing AEDs on the market
 - Daily automatic self-testing
 - Includes pads testing
- Arrives virtually ready to rescue



Intuitive step-by-step instructions

“I like the flashing light that tells you to take your hands away. It also tells me to keep people away.”

– Industrial employee

“Your symbols and pictures are pretty self-explanatory. Firemen like pictures.”

– Fire Dept. Medical Svcs Officer

“That little blue button is the answer to all their anxieties about CPR.”

– Red Cross Instructor



Save time. Save lives.

CPR and potentially lifesaving defibrillation delivered fast

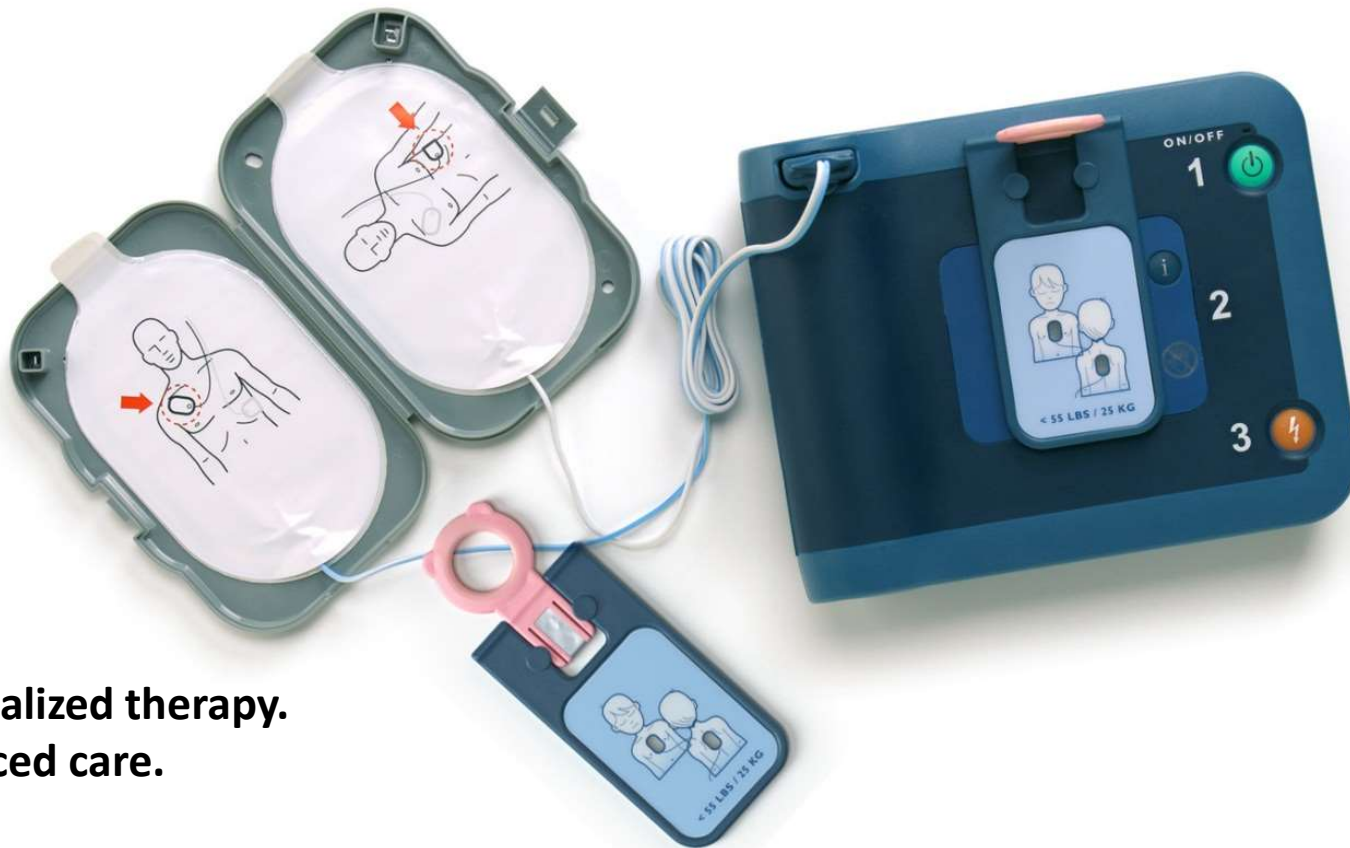


- Pre-connected SMART Pads II can be used for both adults and children, helping to deliver therapy more quickly with fewer steps
- With patented Quick Shock, the HeartStart FRx is among the fastest in class at delivering shock treatment after CPR
- Pads compatibility and adapters facilitate EMS handoff

Infant/child key

“I like this key... very simple... shows pictures”

– User test



**Personalized therapy.
Enhanced care.**

Save time. Save lives.

Quick shock reduces the critical time from CPR to shock

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Personalized therapy. Enhanced care.

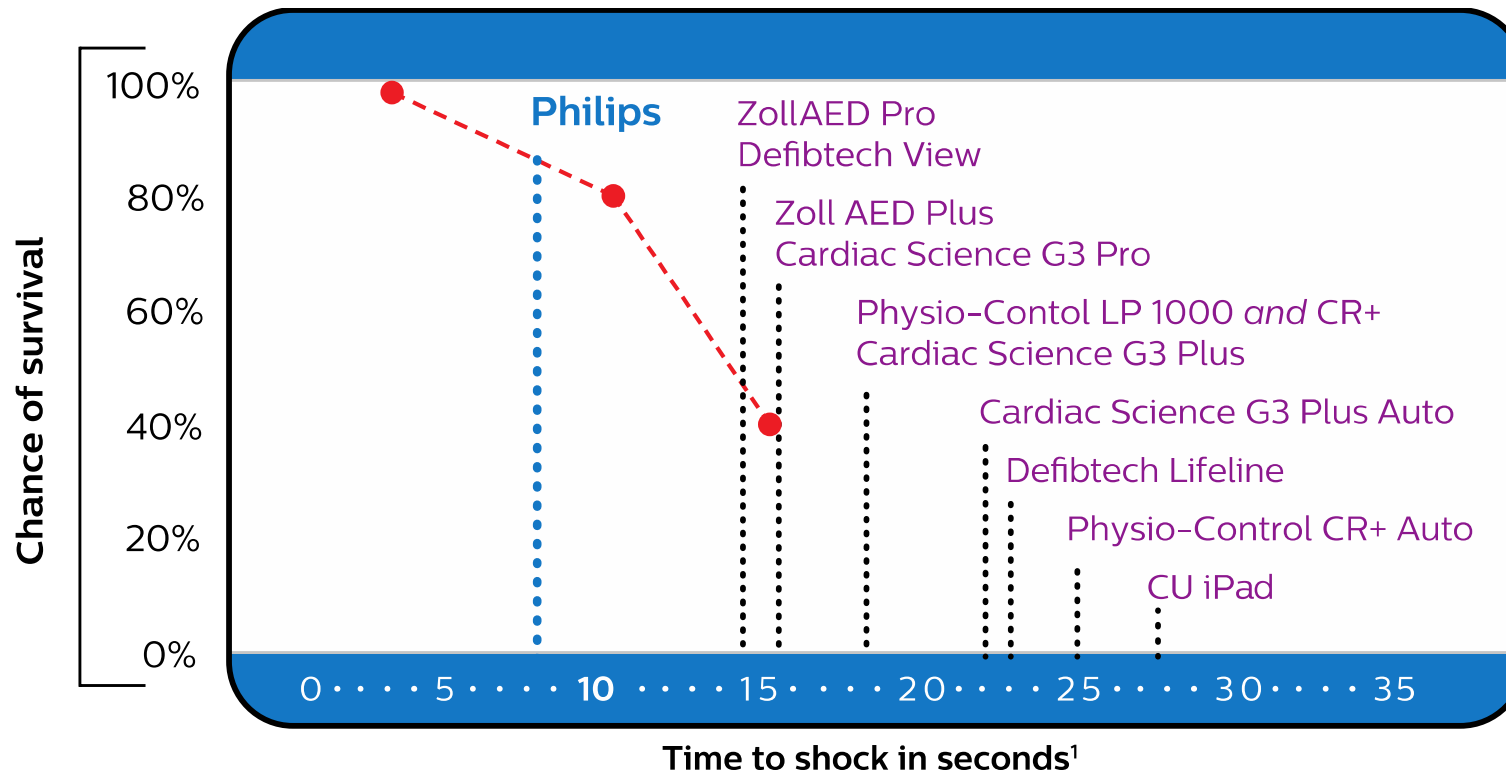
SMART analysis helps the delivery of safe and effective therapy

- SMART Analysis assesses the victim's heart rhythm and is designed to only deliver therapy if needed
- SMART Biphasic high current with low energy maximizes shock effectiveness yet reduces the stunning of a fragile heart¹
- Insert the Infant/Child Key to adjust therapy to levels suitable for an infant or child
- Philips therapy is backed by over 40 published studies

1. Tang W, Weil MH, Sun S, et al, J Am Coll Cardiol 2004;43:1228–35.488

Quick Shock – the HeartStart advantage

Survival is closely linked to the speed of shock delivery after CPR



Interruptions of precordial compression for rhythm analysis that exceed 15 seconds before each shock compromise the outcome of CPR and increase the severity of post-resuscitation myocardial dysfunction.²

1. Data on file at Philips.

2. Yu T, Weil MH, Tang W. Adverse Outcomes of Interrupted Precordial Compression During Automated Defibrillation. Circulation. 2002; 106:368-372.

SMART Analysis algorithm

Personalized therapy. Enhanced care.

- Automatically checks to make sure a shock is necessary and that the right therapy is given
- Only delivers therapy if the rhythm is determined to be shockable – even if the Shock button is pressed
- Artifact detection allows accurate ECG analysis even in the presence of most pacemaker artifact and nearby electrical noise sources
- Other artifacts (e.g. patient jostling) are detected and corrective voice prompts issued

Facilitate EMS handoff

Save time. Save lives.

- Hand-off to EMS is fast and easy because the HeartStart FRx is compatible with advanced defibrillators like the HeartStart MRx
- With HeartStart adapters, our pads can be plugged into devices from other manufacturers to help deliver continuity of care



Virtually maintenance-free

Ready to act. Ready to go.

- One of the most comprehensive self-testing devices on the market
- Over 85 daily, weekly, and monthly self-tests
- Surpassed rigorous testing requirements, from jetting water, loads up to 500 kg (1100 lbs), to a 1.22 m (4 feet) drop onto concrete
 - Vibration Military Standard 810E
 - Altitude -400 m to 4,572 m (-1312 ft to 15,000 ft)
 - Aircraft RTCA/DO-160G; TSO-C 142 certified battery
 - Dust rating IP5x dust proof
 - Water rating IPx5 water jets
 - Broad temperature 32-122F (0-50 C) range
 - More capable battery 200 shocks

Robust and portable

Ready to act. Ready to go.

- Wipeable urethane carry case
 - For standard rugged applications
 - Fits device, spare battery, two sets pads, Quick Reference Guide
- Small and lightweight
 - Like a hardback novel 2.4" H x 7.1" D x 8.9" W
 - 3.5 pounds with battery and pads installed
- Long-life battery (four-year)
 - Standard battery
 - Or four hours operating or 200 shocks
 - Compatible w/ OnSite
 - Aviation battery
 - TSO-C 142 certified
 - Safe lithium manganese chemistry



Easy data access

Save time. Save lives.

- Wireless Data Transfer provides easy data access on your PC via Event Review software
- HeartStart FRx stores the first critical 15 minutes of ECG and the entire incident's events and analysis decisions
- Data management software (optional) enables download and review of data retrieved through HeartStart FRx's infrared data port

Philips warranty and support

- FRx Defibrillator
 - Eight year standard warranty for defibrillator
- Accessories
 - Four years for battery
 - Expiration date for pads
 - One year for other accessories

FRx Training Solutions

- Training Pads II
- Replacement Pads
- HeartStart FRx Trainer



HeartStart FRx Defibrillator Bundle

- Defibrillator
- SMART Pads II (1 set)
- Four Year Battery
- Quick Reference Guide
- Owner Manual
- Virtually ready to use out of the box





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