

Thank you for considering Physio-Control

April 19th, 2017

Shanna Folse
Buyer I – Department of Purchasing
Jefferson Parish Correctional Center
Jefferson Parish Government
200 Derbigny STE 4400
Gretna, LA 70053

Re: Bid #: 50-00119575

Dear Ms. Shanna Folse,

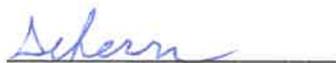
Thank you for this opportunity to respond to the emergency medical equipment needs of Jefferson Parish Correctional Center. Physio-Control, Inc. presents the following proposal for your consideration.

It has been our intent to provide Jefferson Parish Correctional Center with all requested information in the proper format. Please visit our website at www.physio-control.com for additional information about our LIFEPAK product lines, ADAPTIV™ biphasic technology and the Physio-Control industry leading Field Service Network.

Physio-Control pioneered external defibrillation over 61 years ago and today continues to be the world market leader. We are passionate about the life saving tools we offer and would appreciate the opportunity to continue to share with you the unique features, technology and service benefits of Physio-Control.

If you have any questions regarding our response please contact Suhmiin Chern directly at bidsinbox@stryker.com.

Sincerely,



Suhmiin Chern
Bid & Proposal Specialist
Physio-Control, Inc.
11811 Willows Road NE
Redmond, WA 98052-2003
Fax: 425-867-4970
bidsinbox@stryker.com

Sections

1

2

3

4

5

Section 1



CENTRALBIDDING
FROM CENTRAL AUCTION HOUSE

**5000119575 AED DEFIBRILLATORS & PAD SETS NEEDED FOR THE
JEFFERSON PARISH CORRECTIONAL CENTER**
Jefferson Parish Government

Project documents obtained from www.CentralBidding.com
19-Apr-2017 03:06:05 PM



JEFFERSON PARISH

Department of Purchasing

Michael S. Yenni
Parish President

Brenda C. Patel
Director

CHANGES TO JEFFERSON PARISH BIDDING PROCEDURES

The East bank Office of Purchasing is now open! We are located in the Joseph S. Yenni Building, 1221 Elmwood Park Blvd., Suite 404, Jefferson, LA 70123. Bidders may submit bid responses at this location, pending authorization in each bid package. **Bidders should carefully read and must respond accordingly per the requirements of the bid packages. NOTE: Bidders submitting bids on the day of bid opening, bidders must submit at the West Bank location only.**

Other Changes Continued:

- For all advertised bids, corporate resolutions and/or written evidence of signature authority must be included with bid submission.
- Effective June 1, 2017, bidders may no longer send bid responses via facsimile, as some bid solicitations may provide. Vendors responding to bid solicitations may only submit via USPS, courier service, hand delivery or via online by registering free of charge at www.jeffparishbids.net. For more information, please contact the Purchasing Department or visit jeffparish.net.
- Current W9 Forms and vendor applications may be submitted at any time; however, if your company is not registered and/or a current W-9 form is not on file, a current W-9 form must be supplied upon contract execution, should you be awarded a contract and/or issued a purchase order. *An updated W-9 form will be included in Section 1 of this response.*
- Upon contract execution, successful bidder must continue producing final insurance certificates per standard Jefferson Parish insurance requirements. Proof of insurance is required for bidding purposes. Bidders must read the insurance requirements attachment included in each bid package for specific instructions. *The general Certificate of Insurance is included in Section 2 of this response.*

Bidders should reference the “Additional Requirements” section of the bid instructions and/or the “Important Notice to Bidders” included in the bid package for specific requirements to respond accordingly.

For more information, please call Jefferson Parish Purchasing at 504-364-2678.

General Government Bldg. – 200 Derbigny St – Suite 4400 - Gretna, LA 70053

Office 504.364.2678 – Fax 504.364.2693

Email: Purchasing@jeffparish.net Website: www.jeffparish.net

DATE: 4/18/2017

INVITATION TO BID
THIS IS NOT AN ORDER

Page: 1

BID NO.: 50-00119575

JEFFERSON PARISH
PURCHASING DEPARTMENT
P.O. BOX 9
GRETNA, LA. 70054-0009
504-364-2678

VENDOR: **Physio-Control, Inc.**

BUYER: **SFOLSE**

Bids will be received until 11:00 AM, 4/21/2017 via fax: 504-364-2693 or via online at www.jeffparishbids.net.

This site is free for all Jefferson Parish vendors. For additional information on registration or use of this free site, please see the text box highlighting electronic procurement.

All bids submitted are subject to these instructions and general conditions and any special conditions and specifications contained herein, all of which are made part of this bid proposal reference. By submitting a bid, vendor agrees to comply with all provisions of Louisiana Law, as well be in compliance with the Jefferson Parish Code of Ordinances, Louisiana Code of Ethics, applicable Jefferson Parish ethical standards and Jefferson Parish Resolution No. 113646 and/or Resolution No. 113647. A copy of these resolutions may be obtained from the Office of the Parish Clerk, Suite 6700, Jefferson Parish General Government Building, 200 Derbigny Street, Gretna, LA 70053. You may also obtain a copy by visiting the Purchasing Department webpage at purchasing.jeffparish.net and clicking on On-line forms.

All vendors submitting bids should register as a Jefferson Parish vendor if not already yet registered. Registration forms may be downloaded from <http://purchasing.jeffparish.net> and by clicking on Vendor Information. Current W-9 forms with respective Tax Identification numbers and vendor applications may be submitted at any time; however, if your company is not registered and/or a current W-9 form is not on file, vendor registration is mandatory. Further, a current W-9 form and respective Tax Identification number must be supplied upon contract execution, should you be awarded a contract and/or issued purchase order. Failure to do so may result in delay of payment.

As per LSA-RS 47:301 et seq., all governmental bodies are excluded from payment of sales taxes to any Louisiana taxing body. Quotations shall be based on F.O.B. Delivered, anywhere within the Parish as designated by the Purchasing Department. JEFFERSON PARISH WILL ACCEPT ONE BID ONLY FROM EACH VENDOR. Items bid must meet specifications. JEFFERSON PARISH will accept one price for each item unless otherwise indicated. Two or more prices for one item will result in bid rejection. Bidders are required to complete, sign and return the bid form and/or complete and return the associated line item pricing forms as indicated. The price quoted for work shall be stated in figures. In the event there is a difference in unit prices and totals, the unit prices shall prevail.

JEFFERSON PARISH reserves the right to award contracts or place orders on a lump sum or individual item basis, or such combination, as shall in its judgment be in the best interest of JEFFERSON PARISH. Every contract or order shall be awarded to the LOWEST RESPONSIVE and RESPONSIBLE BIDDER, taking into consideration the CONFORMITY WITH THE SPECIFICATIONS and the DELIVERY AND/OR COMPLETION DATE

PROTESTS: Only those vendors that submitted a bid in response to this solicitation may submit a protest in writing to the Director of the Purchasing within 48 hours of bid opening. The Purchasing Director will review it in connection with the Parish Attorney's Office as appropriate and a written response will be provided as soon as possible.

JEFFERSON PARISH reserves the right to cancel all or any part of an order if not shipped promptly. No charges will be allowed for parking or cartage unless specified in the quotation. The order must not be filled at a higher price than quoted. JEFFERSON PARISH reserves the right to cancel at any time and for any reason by issuing a THIRTY (30) day written notice to the contractor.

JEFFERSON PARISH requires all products to be new (current) and all work must be performed according to standard practices for the project. Unless otherwise specified, no aftermarket parts will be accepted. Unless otherwise specified, all workmanship and materials must have at least one (1) year warranty, in writing, from the date of delivery and/or acceptance of the project. Any deviations or alterations from the specifications must be indicated and/or supporting documentation supplied with bid submission.

If this bid requires a pre-bid conference (see Additional Requirements section), bidders are advised that such conference will be held to allow bidders the opportunity to identify any discrepancies in the bid specifications and seek further clarification regarding instructions. The Purchasing Department will issue a written response to bidders' questions in the form of an Addendum.

All formal Addenda require written acknowledgment on the bid form by the bidder. Failure to acknowledge an Addendum on the bid form shall cause the bid to be rejected; JEFFERSON PARISH reserves the right to award bid to next lowest responsive and responsible bidder in this event.

USE OF BRAND NAMES AND STOCK NUMBERS: Where brand names and stock numbers are specified, it is for the purpose of establishing certain minimum standards of quality. Bids may be submitted for products of equal quality, provided brand names and stock numbers are specified. Complete product data may be required prior to award.

Quantities listed are for bidding purposes only. Actual requirements may be more or less than quantities listed.

Bidders are not to exclude from participation in, deny the benefits of, or subject to discrimination under any program or activity, any person in the United States on the grounds of race, color, national origin, or sex; nor discriminate on the basis of age under the Age Discrimination Act of 1975, or with respect to an otherwise qualified handicapped individual as provided in Section 504 of the Rehabilitation Act of 1973, or on the basis of religion, except that any exemption from such prohibition against discrimination on the basis of religion as provided in the Civil Rights Act of 1964, or Title VI and VII of the Act of April 11, 1968, shall also apply. This assurance includes compliance with the administrative requirements of the Revenue Sharing final handicapped discrimination provisions contained in Section 51.55 (c), (d), (e), and (k)(5) of the Regulations. New construction or renovation projects must comply with Section 504 of the 1973 Rehabilitation Act, as amended, in accordance with the American National Standard Institute's specifications (ANSI A1 17.1-1961).

Jefferson Parish and its partners as the recipients of federal funds are fully committed to awarding a contract(s) to firm(s) that will provide high quality services and that are dedicated to diversity and to containing costs. Thus, Jefferson Parish strongly encourages the involvement of minority and/or woman-owned business enterprises (DBE's, including MBE's, WBE's and SBE's) to stimulate participation in procurement and assistance programs.

INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS

IN ACCORDANCE WITH STATE REGULATIONS JEFFERSON PARISH OFFERS ELECTRONIC PROCUREMENT TO ALL VENDORS

This electronic procurement system allows vendors the convenience of reviewing and submitting bids online. This is a secure site and authorized personnel have limited read access only. Bidders are encouraged to submit electronically using this free service; while the website accepts various file types, one single PDF file containing all appropriate and required bid documents is preferred. Bidders submitting uploaded images of bid responses are solely responsible for clarity. If uploaded images/documents are not legible, then bidder's submission will be rejected. Please note all requirements contained in this bid package for electronic bid submission.

Please visit our E-Procurement Page at www.jeffparishbids.net to register and view Jefferson Parish solicitations. For more information, please visit the Purchasing Department page at <http://purchasing.jeffparish.net>.

ADDITIONAL REQUIREMENTS FOR THIS BID

PLEASE MATCH THE NUMBERS PRINTED IN THIS BOX WITH THE CORRESPONDING INSTRUCTIONS BELOW.

13

1. All bidders must attend the MANDATORY pre-bid conference and will be required to sign in and out as evidence of attendance. In accordance with LSA R.S. 38:2212(I), all prospective bidders shall be present at the beginning of the MANDATORY pre-bid conference and shall remain in attendance for the duration of the conference. Any prospective bidder who fails to attend the conference or remain for the duration shall be prohibited from submitting a bid for the project.
2. Attendance to this pre-bid conference is optional. However, failure to attend the pre-bid conference shall not relieve the bidder of responsibility for information discussed at the conference. Furthermore, failure to attend the pre-bid conference and inspection does not relieve the successful bidder from the necessity of furnishing materials or performing any work that may be required to complete the work in accordance with the specification with no additional cost to the owner.
3. Contractor must hold current applicable JEFFERSON PARISH licenses with the Department of Inspection and Code Enforcement. Contractor shall obtain any and all permits required by the JEFFERSON PARISH Department of Inspection and Code Enforcement. The contractor shall be responsible for the payment of these permits. All permits must be obtained prior to the start of the project. Contractor must also hold any and all applicable Federal and State licenses. Contractor shall be responsible for the payment of these permits and shall obtain them prior to the start of the project.
4. A LA State Contractor's License will be required in accordance with LSA R.S. 37-2150 et. seq. and such license number will be shown on the outside of the bid envelope. Failure to comply will cause the bid to be rejected. Additionally if submitting the bid electronically, then the license number must be entered in the appropriate field in the Electronic Procurement system. Failure to comply will cause the bid to be rejected.
5. It is the bidder's responsibility to visit the job site and evaluate the job before submitting a bid.
6. Job site must be clean and free of all litter and debris daily and upon completion of the contract. Passageways must be kept clean and free of material, equipment, and debris at all times. Flammable material must be removed from the job site daily because storage will not be permitted on the premises. Precautions must be exercised at all times to safeguard the welfare of JEFFERSON PARISH and the general public.

INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS

7. PUBLIC WORKS BIDS: All awards for public works in excess of \$5,000.00 will be reduced to a formal contract which shall be recorded at the contractor's expense with the Clerk of Court and Ex-Officio Recorder of Mortgages for the Parish of Jefferson. A price list of recordation costs may be obtained from the Clerk of Court and Ex-Officio Recorder of Mortgages for the Parish of Jefferson. All awards in excess of \$25,000.00 will require both a performance and a payment bond. Unless otherwise stated in the bid specifications, the performance bond requirements shall be 100% of the contract price. Unless otherwise state in the bid specifications, the payment bond requirements shall be 100% of the contract price. Both bonds shall be supplied at the signing of the contract.
 8. NON-PUBLIC WORKS BIDS: A performance bond will be required for this bid. The amount of the bond will be 100% of the contract price unless otherwise indicated in the specifications. The performance bond shall be supplied at the signing of the contract.
 9. NON-PUBLIC WORKS BIDS: A payment bond will be required for this bid. The amount of the bond will be 100% of the contract price unless otherwise indicated in the specifications. The payment bond shall be supplied at the signing of the contract.
 10. Unless otherwise stated in the bid specifications, the successful bidder will be required to procure standard insurance policies evidencing Parish-mandated insurance requirements as indicated on the attached "insurance requirements" sheet. All bidders must comply with the instructions in this sheet. Failure to comply will cause bid to be rejected.
 11. A bid bond will be required with bid submission in the amount of 5% of the total bid, unless otherwise stated in the bid specifications. Acceptable forms shall be limited to cashier's check, certified check, or surety bid bond. All sureties must be in original format (no copies). If submitting a bid online, vendors must submit an electronic bid bond through the respective online clearinghouse bond management system(s) as indicated in the electronic bid solicitation on Central Auction House. No scanned paper copies of any bid bond will be accepted as part of the electronic bid submission.
 12. This is a requirements contract to be provided on an as needed basis. JEFFERSON PARISH makes no representations on warranties with regard to minimum guaranteed quantities unless otherwise stated in the bid specifications.
- ^Origin Redmond, WA
13. Freight charges should be included in total cost when quoting. If not quoted FOB DELIVERED, freight must be quoted as a separate item. Bid may be rejected if not quoted FOB DELIVERED or if freight charges are not indicated on bid form. **Freight charges are prepaid by Physio-Control, Inc. and added to the Customer's invoice.**
 14. PUBLIC WORKS BIDS - Completed, Signed and Properly Notarized Affidavits Required; This applies to all solicitations for construction, alteration or demolition of public buildings or projects, in conformity with the provisions contained in LSA-RS 38:2212.9, LSA-RS 38:2212.10, LSA-RS 38:2224, and Sec 2-923.1 of the Jefferson Parish Code of Ordinances. For bidding purposes, all bidders must submit with bid submission COMPLETED, SIGNED and PROPERLY NOTARIZED Affidavits, including: Non-Conviction Affidavit, Non-Collusion Affidavit, Campaign Contribution Affidavit, Debt Disclosures Affidavit and E-Verify Affidavit. For the convenience of vendors, all affidavits have been combined into one form entitled PUBLIC WORKS BID AFFIDAVIT. This affidavit must be submitted in its original format, and without material alteration, in order to be compliant and for the bid to be considered responsive. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid, however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.
 15. NON PUBLIC WORK BIDS - Completed, Signed and Properly Notarized Affidavits Required in conformity with the provisions contained in LSA – RS 38:2224 and Sec 2-923.1 of the Jefferson Parish Code of Ordinances. For bidding purposes, all bidders must submit with bid submission COMPLETED, SIGNED and PROPERLY NOTARIZED Affidavits, including: Non-Collusion Affidavit, Debt Disclosures Affidavit and Campaign Contribution Affidavit. For the convenience of vendors, all affidavits have been combined into one form entitled NON PUBLIC WORKS BID AFFIDAVIT. This affidavit must be submitted in its original format, and without material alteration, in order to be compliant and for the bid to be considered responsive. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid, however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.
 16. The ensuing contract for this bid solicitation may be eligible for FEMA reimbursement and/or Federal funding/reimbursement. As such, the referenced appendix will be applicable accordingly and shall be considered a part of the bid documents. All applicable certifications must be duly completed, signed and submitted with bid submission. Failure to submit applicable certifications with bid submission will result in bid rejection.

It shall be the duty of every parish officer, employee, department, agency, special district, board, and commission: and the duty of every contractor, subcontractor, and licensee of the parish, and the duty of every applicant for certification of eligibility for a parish contract or program, to cooperate with the Inspector General in any investigation, audit, inspection, performance review, or hearing pursuant to Jefferson Parish Code of Ordinances Section 2-155.10(19). By submitting a bid, vendor acknowledges this and will abide by all provisions of the referenced Jefferson Parish Code of Ordinances.

DATE: 4/18/2017

INVITATION TO BID
THIS IS NOT AN ORDER

Page: 4

BID NO.: 50-00119575

JEFFERSON PARISH

PURCHASING DEPARTMENT
P.O. BOX 9
GRETNA, LA. 70054-0009
504-364-2678

VENDOR: **Physio-Control, Inc.**

BUYER: **SFOLSE**

As per LSA-RS 47:301 et seq., all governmental bodies are excluded from payment of sales taxes to any Louisiana taxing body. Quotations shall be based on F.O.B. Agency warehouse or jobsite, anywhere within the Parish as designated by the Purchasing Department.

JEFFERSON PARISH reserves the right to cancel all or any part of an order if not shipped promptly. No charges will be allowed for parking or cartage unless specified in quotation. The order must not be filled at a higher price than quoted. JEFFERSON PARISH reserves the right to cancel at any time and for any reason by issuing a THIRTY (30) day written notice to the contractor.

JEFFERSON PARISH is expecting all products to be new and all work is to be done in a workman-like manner, according to standard practices. Any deviations or alterations from the specifications must be indicated and backup documentation supplied with your quotation.

DELIVERY: FOB JEFFERSON PARISH

INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES

30 Days

Delivery will be 30 days after receipt of a correct Purchase Order. Subject to product availability.

INDICATE STARTING TIME (IN DAYS) FOR CONSTRUCTION WORK

N/A

INDICATE COMPLETION TIME (IN DAYS) FOR CONSTRUCTION WORK

N/A

In the event that addenda are issued with this bid, bidders MUST acknowledge all addenda on the bid form. Bidder must acknowledge receipt of an addendum on the bid form as indicated. Failure to acknowledge any addendum on the bid form will result in bid rejection.

Acknowledge Receipt of Addenda: NUMBER: N/A
NUMBER: _____
NUMBER: _____
NUMBER: _____

LOUISIANA CONTRACTOR'S LICENSE NO.: (if applicable) N/A

***** ALL BIDDERS MUST COMPLETE SECTION BELOW *****

FIRM NAME: **Physio-Control, Inc.**

SIGNATURE: *S Chern*
(Must be signed here)

TITLE: **Bid & Proposal Specialist**

PRINT OR TYPE NAME:
Suhmiin Chern

ADDRESS:
11811 Willows Rd NE

CITY, STATE:
Redmond, WA

ZIP: **98052**

TELEPHONE:
(800)442-1142

FAX: **(425)867-4970**

EMAIL ADDRESS:
bidsinbox@stryker.com

TOTAL PRICE OF ALL BID ITEMS: \$ \$6,015.95

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00119575

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	3.00	EA	<p>AED DEFIBRILLATORS & PADS SETS NEEDED FOR THE JEFFERSON PARISH CORRECTIONAL CENTER.</p> <p>0010-PHILIPS HEARTSTART ONSITE DEFIBRILLATOR AED.</p> <p>1 SET OF HS1 ADULT ELECTRODES AND ONE (1) BATTERY. WITH AN 8YEAR GUARANTEE ITEM # PHIL-M5066A</p>		
2	6.00	EA	<p>0020-SMART PAD CARTRIDGE SET SIZE: ADULT/HEARTSTART</p> <p>ITEM# PHIL-M5071A</p> <p>TO BE DELIVERED TO: PRISON MEDICAL 100 DOLHONDE STR GRETNA, LA 70053</p>		
	3		<p>LIFEPAK CR Plus (CAT #80403-000148) AED Kit Semi-automatic AHA voice prompt INCLUDES: 2PR QUIK-PAK PACING/DEFIBRILLATION/ECG ELECTRODES WITH REDI-PAK PRECONNECT SYSTEM, 1 CHARGE PAK, 1 AMBU MASK, 1 SOFT CARRY CASE AND 1 INSTALLED PROTOCOL CARD. COMPATIBLE WITH INFANT/CHILD REDUCED ENERGY DEFIBRILLATION ELECTRODES. 8YR WARRANTY.</p>	\$1,646.25	\$4,938.75
	3		<p>LIFEPAK CR Plus (CAT# 11403-000001) Replacement Kit for Charge-Pak 2 sets of electrodes*</p> <p>*One Charge Pak is included with your LIFEPAK CR Plus purchase.</p>	\$107.01	\$321.03

Request for Taxpayer Identification Number and Certification

**Give Form to the
 requester. Do not
 send to the IRS.**

Print or type See Specific Instructions on page 2.	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Physio-Control, Inc	
	2 Business name/disregarded entity name, if different from above	
	3 Check appropriate box for federal tax classification; check only one of the following seven boxes: <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____ Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner. <input type="checkbox"/> Other (see instructions) ▶ _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) <u>5</u> Exemption from FATCA reporting code (if any) _____ <i>(Applies to accounts maintained outside the U.S.)</i>
	5 Address (number, street, and apt. or suite no.) 11811 Willows Rd NE	Requester's name and address (optional)
	6 City, state, and ZIP code Redmond, WA 98052	
	7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number											
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 20px; text-align: center;">-</td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 20px; text-align: center;">-</td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> </tr> </table>					-			-			
				-			-				
or											
Employer identification number											
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25px; height: 20px; border: 1px solid black; text-align: center;">91</td> <td style="width: 20px; text-align: center;">-</td> <td style="width: 25px; height: 20px; border: 1px solid black; text-align: center;">0697691</td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> <td style="width: 25px; height: 20px; border: 1px solid black;"></td> </tr> </table>	91	-	0697691								
91	-	0697691									

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here	Signature of U.S. person ▶ <u>Joyce Staggs</u> <i>Joyce Staggs (Jaff), 2017</i>		Date ▶ Jan 19, 2017
------------------	--	--	----------------------------

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

Non-Public Works Bid

AFFIDAVIT

STATE OF Washington

PARISH/COUNTY OF King

BEFORE ME, the undersigned authority, personally came and appeared: Suhmiin Chern, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized Bid & Proposal Specialist of Physio-Control, Inc. (Entity), the party who submitted a bid in response to Bid Number 50-00119575, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B X there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Physio-Control, Inc. does not have any conflict of interest with the County of Jefferson Parish nor any of their officers.

Debt Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B X _____ There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

[The remainder of this page is intentionally left blank.]

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Schem
Signature of Affiant

Suhmiin Chern Bid & Proposal Specialist
Printed Name of Affiant

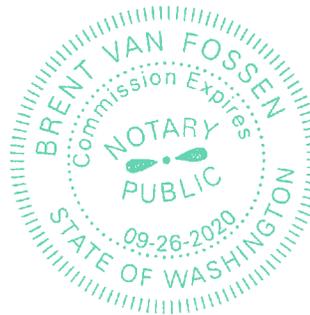
SWORN AND SUBSCRIBED TO BEFORE ME
ON THE 19 DAY OF April, 2017.

Brent Van Fossen
Notary Public

Brent Van Fossen
Printed Name of Notary

187916
Notary/Bar Roll Number

My commission expires 9/26/2020.



ADDRESS

11811 Willows Road NE
Redmond, WA 98052

PHONE

GENERAL
425 867 4000

TOLL-FREE
800 442 1142

www.physio-control.com

Physio-Control, Inc. is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® 2 Chest Compression System
- TrueCPR™ Coaching Devices

Physio-Control, Inc. is the sole-source provider in all markets for the following products and services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® System and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- PulsePoint Agency Services
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors

Physio-Control is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRAT™ MAC EMS Video Laryngoscope
- McGRATH MAC Disposable Laryngoscope Blades
- McGRATH X Blade™

Physio-Control does not authorize any resellers to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products. If you have questions, please feel free to contact your local Physio-Control sales representative at 800.442.1142.

Sincerely,

PHYSIO-CONTROL, INC.



Allan Criss, Vice-President, Americas Sales

Section 2



Physio-Control, Inc
 11811 Willows Road NE
 P.O. Box 97006
 Redmond, WA 98073-9706 U.S.A.
 www.physio-control.com
 tel 800.442.1142
 Sales Order fax 800.732.0956
 Service Plan fax 800.772.3340

To JEFFERSON COMM CORR CTR
 Attn: Shanna Folse, Buyer I
 100 VOLHONDE ST
 GRETNA, LA 70053
 (504) 364-2680
sfolse@jeffparish.net

Quote Number 00078123
 Revision # 1
 Created Date 4/19/2017
 Sales Consultant Christopher Shannon
 (337) 380-4850
 FOB Redmond, WA
 Terms All quotes subject to credit approval and the following terms and conditions
 NET Terms NET 30
 Expiration Date 7/18/2017

Product	Product Description	Quantity	List Price	Unit Discount	Unit Sales Price	Total Price
80403-000148	LIFEPAK CR Plus AED Kit Semi-automatic AHA voice prompt INCLUDES: 2PR QUIK-PAK PACING/DEFIBRILLATION/ECG ELECTRODES WITH REDI-PAK PRECONNECT SYSTEM, 1 CHARGE PAK, 1 AMBU MASK , 1 SOFT CARRY CASE AND 1 INSTALLED PROTOCOL CARD. COMPATIBLE WITH INFANT/CHILD REDUCED ENERGY DEFIBRILLATION ELECTRODES. 8YR WARRANTY.	3.00	2,195.00	-548.75	1,646.25	4,938.75
11403-000001	LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes	3.00	123.00	-15.99	107.01	321.03

Subtotal USD 5,259.78
 Estimated Tax USD 631.17
 Estimated Shipping & Handling USD 125.00

Tax will be calculated at time of invoice and is based on the Ship To location where product will be shipped.

Grand Total USD 6,015.95

Pricing Summary Totals
 List Price Total USD 6,954.00
 Total Contract Discounts Amount USD 0.00
 Total Discount USD -1,694.22

Trade In Discounts

USD 0.00

Tax + S&H

USD 756.17

GRAND TOTAL FOR THIS QUOTE

USD 6,015.95

Please Select One:

MY COMPANY USES A PO SYSTEM-please acknowledge the following:
 On all orders \$5,000 or greater before applicable freight and taxes, a hard copy purchase order, referencing the quote number, is required. (If under \$5,000, a purchase order number is sufficient. Please provide purchase order # here _____)

MY COMPANY DOES NOT USE A PO SYSTEM-section below must be completed prior to order submission.

BILLING ADDRESS

SHIPPING ADDRESS

Address _____
 City _____ State _____
 Zip Code _____
 A/P Email _____
 Phone _____

Address _____
 City _____ State _____
 Zip Code _____
 A/P Email _____
 Phone _____

Signature Required for Non-PO using:

Physio-Control Inc. Requires Written Verification Of This Order.

The Undersigned is Authorized To Place This Order in Accordance With The Terms and Prices Denoted Herein.

Please Check Applicable Tax Status:
 We are a Tax Exempt Entity (Tax Exempt Certificate Must Be Provided)

We are Taxable Entity (Applicable Tax will be Applied at Time of Invoice)

AUTHORIZED SIGNATURE

NAME

TITLE

DATE

Reference Number CS/12776501/131717

General Terms for all Products, Services and Subscriptions.

Physio-Control, Inc. ("Physio") accepts Buyer's order expressly conditioned on Buyer's assent to the terms set forth in this document. Buyer's order and acceptance of any portion of the goods, services or subscriptions shall confirm Buyer's acceptance of these terms. Unless specified otherwise herein, these terms constitute the complete agreement between the parties. Amendments to this document shall be in writing and no prior or subsequent acceptance by Seller of any purchase order, acknowledgment, or other document from Buyer specifying different and/or additional terms shall be effective unless signed by both parties.

Pricing. Prices do not include freight insurance, freight forwarding fees, taxes, duties, import or export permit fees, or any other similar charge of any kind applicable to the goods and services. Sales or use taxes on domestic (USA) deliveries will be invoiced in addition to the price of the goods and services unless Physio receives a copy of a valid exemption certificate prior to delivery. Discounts may not be combined with other special terms, discounts, and/or promotions.

Payment. Payment for goods and services shall be subject to approval of credit by Physio. Unless otherwise specified by Physio in writing, the entire payment of an invoice is due thirty (30) days after the invoice date for deliveries in the USA, and sight draft or acceptable (confirmed) irrevocable letter of credit is required for sales outside the USA.

Minimum Order Quantity. Physio reserves the right to charge a service fee for any order less than \$200.00.

Patent Indemnity. Physio shall indemnify Buyer and hold it harmless from and against all demands, claims, damages, losses, and expenses, arising out of or resulting, from any action by a third party against Buyer that is based on any claim that the services infringe a United States patent, copyright, or trademark, or violate a trade secret or any other proprietary right of any person or entity. Physio's indemnification obligations hereunder will be subject to (i) receiving prompt written notice of the existence of any claim; (ii) being able to, at its option, control the defense and settlement of such claim (provided that, without obtaining the prior written consent of Buyer, Physio will enter into no settlement involving the admission of wrongdoing); and (iii) receiving full cooperation of Buyer in the defense of any claim.

Limitation of Interest. Through the purchase of Physio products, services, or subscriptions, Buyer does not acquire any interest in any tooling, drawings, design information, computer programming, patents or copyrighted or confidential information related to said products or services, and Buyer expressly agrees not to reverse engineer or decompile such products or related software and information.

Delays. Physio will not be liable for any loss or damage of any kind due to its failure to perform or delays in its performance resulting from an event beyond its reasonable control, including but not limited to, acts of God, labor disputes, the requirements of any governmental authority, war, civil unrest, terrorist acts, delays in manufacture, obtaining any required license or permit, and Physio's inability to obtain goods from its usual sources.

Limited Warranty. Physio warrants its products and services in accordance with the terms of the limited warranties located at <http://www.physio-control.com/Documents/>. The remedies provided under such warranties shall be Buyer's sole and exclusive remedies. Physio makes no other warranties, express or implied, including, without limitation, **NO WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, AND IN NO EVENT SHALL PHYSIO BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL OR OTHER DAMAGES.**

Compliance with Confidentiality Laws. Both parties acknowledge their respective obligations to maintain the security and confidentiality of individually identifiable health information and agree to comply with applicable federal and state health information confidentiality laws.

Compliance with Law. The parties agree to comply with any and all laws, rules, regulations, licensing requirements or standards that are now or hereafter promulgated by any local, state, and federal governmental authority/agency or accrediting/administrative body that governs or applies to their respective duties and obligations hereunder.

Regulatory Requirement for Access to Information. In the event 42 USC § 1395x(v)(1)(I) is applicable, Physio shall make available to the Secretary of the United States Department of Health and Human Services, the Comptroller General of the United States General Accounting Office, or any of their duly authorized representatives, a copy of these terms, such books, documents and records as are necessary to certify the nature and extent of the costs of the products and services provided by Physio.

No Debarment. Physio represents and warrants that it and its directors, officers, and employees (i) are not excluded, debarred, or otherwise ineligible to participate in the Federal health care programs as defined in 42 USC § 1320a-7b(f); (ii) have not been convicted of a criminal offense related to the provision of healthcare items or services; and (iii) are not under investigation which may result in Physio being excluded from participation in such programs.

Choice of Law. The rights and obligations of Physio and Buyer related to the purchase and sale of products and services described in this document shall be governed by the laws of the state where Buyer is located. All costs and expenses incurred by the prevailing party related to enforcement of its rights under this document, including reasonable attorney's fees, shall be reimbursed by the other party.

Additional Terms for Purchase and Sale of Products.

In addition to the General Terms above, the following terms apply to all purchases of products from Physio:

Delivery. Unless otherwise specified by Physio in writing, delivery shall be FOB Physio point of shipment and title and risk of loss shall pass to Buyer at that point. Partial deliveries may be made and partial invoices shall be permitted and shall become due in accordance with the payment terms. In the absence of shipping instructions from Buyer, Physio will obtain transportation on Buyer's behalf and for Buyer's account. Delivery dates are approximate. Freight is pre-paid and added to Buyer's invoice. Products are subject to availability.

Inspections and Returns. Within 30 days of receipt of a shipment, Buyer shall notify Physio of any claim for product damage or nonconformity. Physio, at its sole option and discretion, may repair or replace a product to bring it into conformity. Return of any product shall be governed by the Returned Product Policy located at <http://www.physio-control.com/Documents/>. Payment of Physio's invoice is not contingent on immediate correction of nonconformities.

No Resale. Buyer agrees that products purchased hereunder will not be resold to third parties and will not be reshipped to any persons or places prohibited by the laws of the United States of America.

Limited Warranty

US/Canada/Latin America/South America

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

Eight Years:

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

Five Years:

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

Two Years:

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

One Year:

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

180 Days:

- Masimo® SET SpO₂ only patient cables and reusable sensors

90 Days:

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

30 Days:

- Internal paddles and internal paddle handles

(continued on back)

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

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

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

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

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

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

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

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

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



Physio-Control Headquarters

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

Customer Support

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

Physio-Control Canada

Physio-Control Canada Sales, Ltd.
7111 Syntex Drive, 3rd Floor
Mississauga, ON
L5N 8C3
Canada
Toll free 800 895 5896
Fax 866 430 6115

Physio-Control, Inc. Returned Product Policy

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

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

- a) Physio-Control shipped the product in error;
- b) Customer received the product after the product's expiration date;
- c) Customer received the product in a damaged condition;
- d) The product is recalled and must be removed from the market; or
- e) Physio-Control specifically authorizes the return of the product (a 15% restocking fee may apply).

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

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



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
01/25/2017

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

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

PRODUCER Aon Risk Services Central, Inc. Grand Rapids MI Office 50 Louis Street NW Suite 200 Grand Rapids MI 49503 USA	CONTACT NAME: PHONE (A/C. No. Ext): (616) 456-5366 FAX (A/C. No.): (616) 456-7451		
	E-MAIL ADDRESS:		
INSURED Stryker Corporation & Subsidiaries 2825 Airview Boulevard Kalamazoo MI 49002 USA	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: Old Republic Insurance Company		24147
	INSURER B:		
	INSURER C:		
	INSURER D:		
	INSURER E:		

Holder Identifier :

COVERAGES **CERTIFICATE NUMBER: 570065354170** **REVISION NUMBER:**

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

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			MWZY 309919	02/01/2017	02/01/2018	EACH OCCURRENCE \$5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$500,000 MED EXP (Any one person) Excluded PERSONAL & ADV INJURY \$2,000,000 GENERAL AGGREGATE \$5,000,000 PRODUCTS - COMP/OP AGG \$5,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> Phys-Dmg-Self Insd <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			MWTB 309916	02/01/2017	02/01/2018	COMBINED SINGLE LIMIT (Ea accident) \$2,000,000 BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION						EACH OCCURRENCE AGGREGATE
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			MWC 309915 00 AOS MWXS 309917 Excess wc - MI	02/01/2017	02/01/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$2,000,000 E.L. DISEASE-EA EMPLOYEE \$2,000,000 E.L. DISEASE-POLICY LIMIT \$2,000,000
A					02/01/2017	02/01/2018	

Certificate No : 570065354170

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

The policies referenced above cover sales representatives employed by Physio-Control for their activities at various medical facilities.

FOR INFORMATION ONLY

CERTIFICATE HOLDER**CANCELLATION**

Physio-Control International, Inc.; Physio-Control, Inc. 11811 willows Road NE PO Box 97006 Redmond WA 98073 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central, Inc.</i>



Section 3

LIFEPAK CR[®] Plus DEFIBRILLATOR



This is the face
of confidence.

This is why.

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

LIFEPAK CR[®] Plus DEFIBRILLATOR

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



Confidence is knowing you will be ready.

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

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

A safer place to live, work, and play.

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

At hand. At the ready.

Having an AED in place is no comfort if you can't be sure it will work when it's needed. The LIFEPAK CR Plus AED conducts weekly and extended monthly automatic self-tests, initialization tests each time it is powered on, and a series of concurrent tests throughout the time the device is in operation. A visible Readiness Display with four clear indicators allows you—and anyone who uses it—

to know it's ready to do its job. And unlike AEDs that run off of external batteries that degrade over time, the SafeGuard Power System—unique in the industry—offers a dual layer of security as the CHARGE-PAK™ battery charger keeps the robust internal battery at its optimum level during the life of the unit.

It's never been simpler to be prepared.

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

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





Confidence is knowing it will be safe to use.

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

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

An AED for all of us.

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

Saving a life. Not endangering one.

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

How does an AED work?

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

We stand by our products.

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







Confidence is a simple, two-step process.

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

Step 1: Turn it on

Step 2: Apply the electrode pads



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

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

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

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

Losing time can mean losing lives.

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

Familiar. Compatible. Trusted.

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





Confidence is maximizing chances for survival.

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

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

Simple enough. Strong enough.

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

Why 360 joules?

A joule (J) is a unit of energy used as the measurement of shock strength provided by an AED. An initial shock from the LIFEPAK CR Plus AED is delivered at 200 joules (200J), which has been shown to be effective at defibrillating the heart of a majority of sudden

cardiac arrest victims. However, some patients are more difficult to defibrillate than others, and an ineffective shock can leave them in VF longer and increase costly interruptions in CPR. Physio-Control only offers AEDs with a full range of energy, with default escalating settings of 200J, 300J, and 360J. A recent study has shown a statistically significant benefit for higher escalating shocks compared to fixed lower-energy shocks in patients with VF who required more than one defibrillation shock.³ In addition, the American Heart Association has provided guidance on the importance of coordinating good CPR with defibrillation to minimize interruptions in chest compressions.⁴

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

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

⁴ The LIFEPAK CR Plus AED provides defibrillation and CPR guidance as recommended by the current American Heart Association Guidelines.



Confidence

is lifesaving made simple.

LIFEPAK CR[®] Plus DEFIBRILLATOR

Simple to use. Simple to manage. Simple to transfer care to professionals. And effective in saving the life of a victim of sudden cardiac arrest.

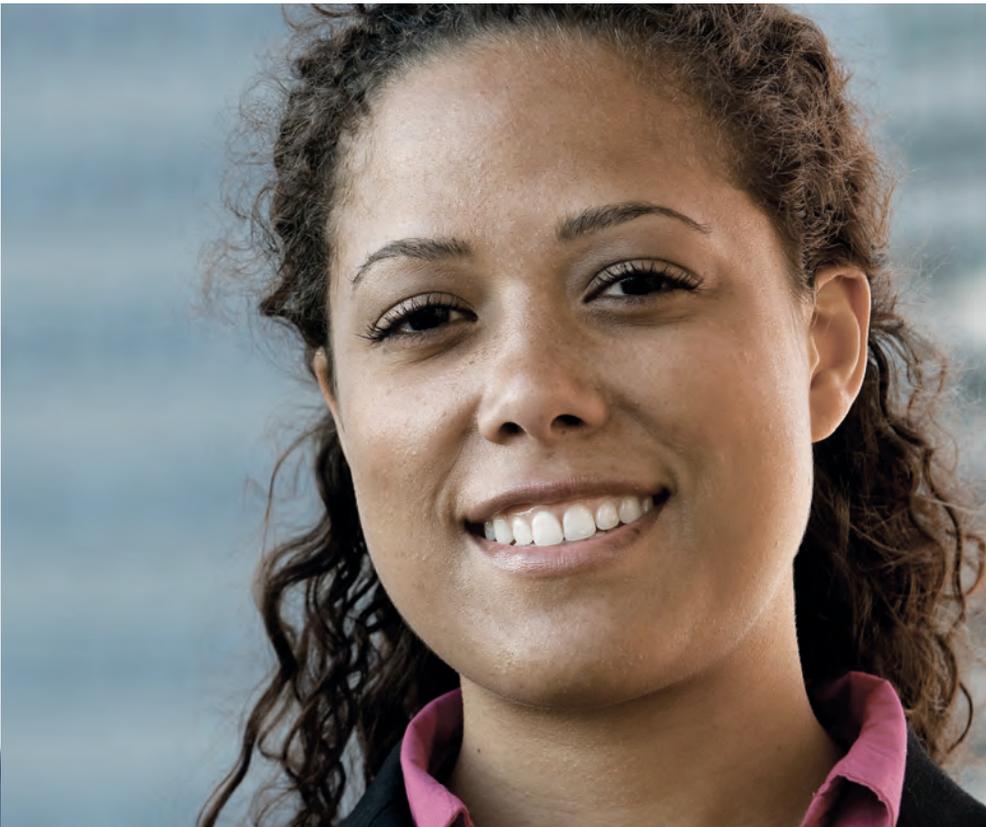


The American Heart Association reports that nearly 300,000 people in the United States die every year from SCA. Nearly 13 percent of these fatalities occur in the workplace.⁵ If the presence of AEDs can save even some of these precious lives, then the choice to implement them is clear. And with the advantages of the LIFEPAK CR Plus AED, the choice of which AED to implement becomes even clearer.

The time is now. The choice is the LIFEPAK CR Plus AED from Physio-Control.

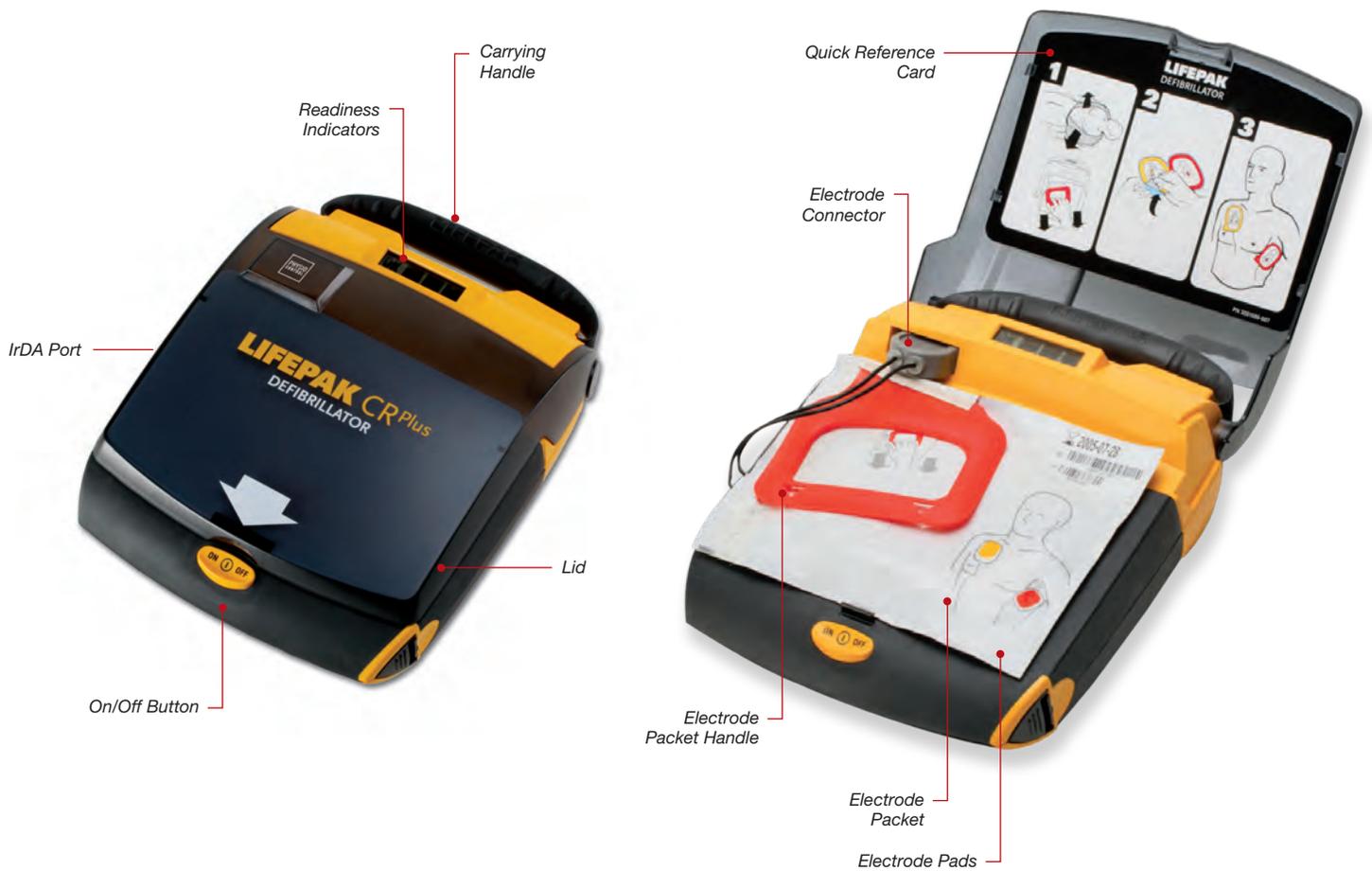
Visit www.physio-control.com or contact a Physio-Control representative at **1.800.442.1142**.

⁵ www.OSHA.gov; Technical Information Bulletin (TIB) 01-12-17.



LIFEPAK CR Plus AED

at a glance



Defibrillator

Waveform: Biphasic truncated exponential, with voltage and current duration compensation for patient impedance.*

Output Energy Sequence: Multiple levels, configurable from 150 joules to 360 joules (200 joules min for Japan). Factory default settings of 200J, 300J, 360J.

Output Energy Accuracy: ±10% into 50 ohms, ±15% into 25 to 100 ohms.

Shock Advisory System: An ECG analysis system that advises whether a shock is appropriate; meets rhythm recognition criteria specified in DF39.

The device charges for shock only when the Shock Advisory System advises defibrillation.

Device Capacity:

Typical: Thirty (30) full discharges or 210 minutes of "on time" with a fully charged device.

Minimum: Twenty (20) full discharges or 140 minutes of "on time" with a fully charged device.

Shock Charge Time: Charge times with a fully charged device: 200 joules in less than 9 seconds, 360 joules in less than 15 seconds.

System Recharge Times: Recharge times with a fully discharged device: Able to deliver 6 shocks or provide 42 minutes of operating time after 24 hours of recharge time and 20 shocks or 140 minutes of operating time after 72 hours of recharge time with a new CHARGE-PAK at temperatures above 15° C (59° F).

Controls:

Lid Release/ON-OFF—Controls device power.

SHOCK button (semi-automatic version)—delivers defibrillation energy. After electrodes are attached to a patient, the fully automatic version of the device delivers a shock, if appropriate, not requiring operator intervention.

Electrical Protection: Input protected against high voltage defibrillator pulses per IEC60601-1/EN60601-1. 

Safety Classification: Internally powered equipment. IEC60601-1/EN60601-1.

User Interface

User Interface: The user interface includes voice prompts, audible tones and graphic prompts.

Readiness Display: The readiness display shows the device status.

OK Indicator: Shows "OK" when the last self-test was completed successfully. When the "OK" indicator is visible, all other indicators are not visible. The "OK" indicator is not displayed during device operation.

CHARGE-PAK Indicator: When displayed, replace the CHARGE-PAK™ battery charger.

Attention Indicator: When first displayed, at least six (6) discharges or 42 minutes of operating time remain.

Service Indicator: Service required when displayed.

Environmental

Note: All performance specifications defined assume the unit has been stored (two hours minimum) at operating temperature prior to operation.

Operating Temperature: 0° to +50° C (+32° to +122° F).

Storage Temperature: -40° to +70° C (-40° to +158° F) with CHARGE-PAK and electrodes, maximum exposure time limited to one week.

Atmospheric Pressure: 760 mmHg to 429 mmHg, 0 to 15,000 feet above sea level.

Relative Humidity: 5 to 95% (non-condensing).

Water Resistance: IEC60529/EN60529 IPX4 "Splash proof" with electrodes connected, CHARGE-PAK installed.

Shock: MIL-STD-810E, Method 516.4, Procedure 1, (40g, 6-9 ms pulse, 1/2 sine each axis).

Vibration: MIL-STD-810E, Method 514.4, Helicopter - category 6 (3.75 Grms) and Ground Mobile - category 8 (2.85 Grms).

Physical Characteristics

Height: 10.7 cm (4.2 in).

Width: 20.3 cm (8.0 in).

Depth: 24.1 cm (9.5 in), excluding handle.

Weight: 2.0 kg (4.5 lb) with CHARGE-PAK and electrodes.

Default Settings

Energy Sequence: Energy sequence is set to 200J, 300J, 360J.

Motion Detection: The motion detection system is set to on during analysis.

Energy Protocol: The energy protocol is set to increase energy only after a lower energy shock was unsuccessful.

Stack Shocks: Stack shocks option is set to off.

Turn-On Prompt: The turn-on prompt is set to provide voice prompts upon power on.

CPR Time: The CPR Time is set to 120 seconds.

Voice Prompt Volume: The voice prompt volume is set to high.

Accessories

CHARGE-PAK Battery Charger

Type: Li/SO₂Cl₂ Lithium Sulfuryl Chloride, 11.7V, 1.4 amp-hours.

Replacement: Replace the CHARGE-PAK battery charger and QUIK-PAK™ electrodes packet after using the defibrillator, if the CHARGE-PAK symbol appears in the readiness display or when the Use By date is reached (typically 2 years).

Weight: 80.5 grams (0.18 lb).

QUIK-PAK Electrode Pads

Pads: ECG is received from disposable defibrillation electrodes, standard placement (anterior-lateral).

Pads Packaging: User intuitive, rapid release QUIK-PAK electrodes allow the electrode pads to be preconnected to the device and protected under a top cover.

Pads Replacement: Replace every two (2) years.

Infant/Child Reduced Energy Defibrillation Electrodes:

For use on infants and children less than 8 years of age or less than 55 lbs (25kg).

Data Storage

Memory Type: Internal digital memory.

ECG Storage: Dual patient data storage. Minimum 20 minutes of ECG stored for the current patient, summarized data stored for the previous patient.

Report Types:

- Continuous ECG – A continuous patient ECG report.
- Continuous Summary report – A summary of critical resuscitation events and ECG waveform segments associated with these events.
- Event Log report – A report of time stamped markers, which reflect operator and device activity.
- Test Log report – A device self-test activity report.

Capacity: Minimum 200 time-stamped event log markers.

Communications: Wireless transfer to a personal computer.

Data Review: Physio-Control provides an array of tools to meet customer needs for data viewing and analysis.

* The specifications apply from 25 to 200 ohms. Voltage compensation is limited to the voltage that would result in delivery of 360 joules into 50 ohms.

All specifications are at 20° C unless otherwise stated.

The Physio-Control family of products

Defibrillators/Monitors



LIFEPAK CR® Plus Automated External Defibrillator

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



LIFEPAK® 1000 Defibrillator

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



LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the new standard in emergency care for ALS teams who want the most clinically innovative, operationally effective, and LIFEPAK TOUGH device available today.



LIFEPAK® 20e Defibrillator/Monitor

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care.

CPR Assistance



LUCAS® Chest Compression System

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

Information Management



LIFENET® System

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

CODE-STAT™ 9.0 Data Review Software

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

Support



Physio-Control Service

As the world's leading provider of defibrillation technology, Physio-Control understands our responsibility to maintain the reliability of our lifesaving defibrillator/monitors. We have over 100 field-based technical service representatives worldwide. Physio-Control is committed to service 24/7, and to returning a customer's call within two hours to quickly assess the problem and find the best solution (U.S.). If needed, a technical service representative will be on-site within 24 hours (U.S.).

LIFEPAK CR Plus AED

Lifesaving made simple™

www.physio-control.com

For further information, contact Physio-Control at 800.442.1142 (U.S.), 888.870.0977 (Canada) or visit our website at www.physio-control.com.

LIFEPAK AEDs require a prescription. Please consult your physician.

All information including comparative statements are valid as of September 2012.

The quotes in this brochure come from actual LIFEPAK CR Plus AED customers, however, the pictured people are not the actual customers.



Physio-Control Headquarters

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

Customer Support

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

Physio-Control Canada

Physio-Control Canada Sales, Ltd.
7111 Syntex Drive, 3rd Floor
Mississauga, ON
L5N 8C3
Canada
Toll free 800 895 5896
Fax 866 430 6115



Physio-Control, Inc., 11811 Willows Road NE, Redmond, WA 98052 USA

Section 4



About Physio-Control

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

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

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



Vision and Mission

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

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

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

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

MISSION: We provide lifesaving tools for lifesaving teams.



Building on a Proud Legacy of Firsts

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

1968

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

1972

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

1976

The **LIFEPAK 5** defibrillator/monitor, smaller and lighter than earlier competition by 45 percent, was introduced. The 5

weighed only 19 lbs. and soon became the standard for prehospital use worldwide. Designed for use by paramedics and emergency field personnel, a modified LIFEPAK 5 unit accompanied the 65-member American Medical Expedition to Mt. Everest in 1981 and the China-Everest Expedition in 1982.

1989

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

1991

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

1995

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



1998

The **LIFEPAK 12** defibrillator/monitor series revolutionized acute cardiac care with expanded diagnostic and monitoring capability. The 12 packs multi-parameter, therapeutic and diagnostic functions into a single device designed for both prehospital and hospital users. The innovative platform design provides full-featured, escalating energy up to 360 joules and industry standard monitoring including SpO₂, EtCO₂, 12-lead ECG, NIBP and invasive pressures.

1999

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

2002

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

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

2006

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

2007

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

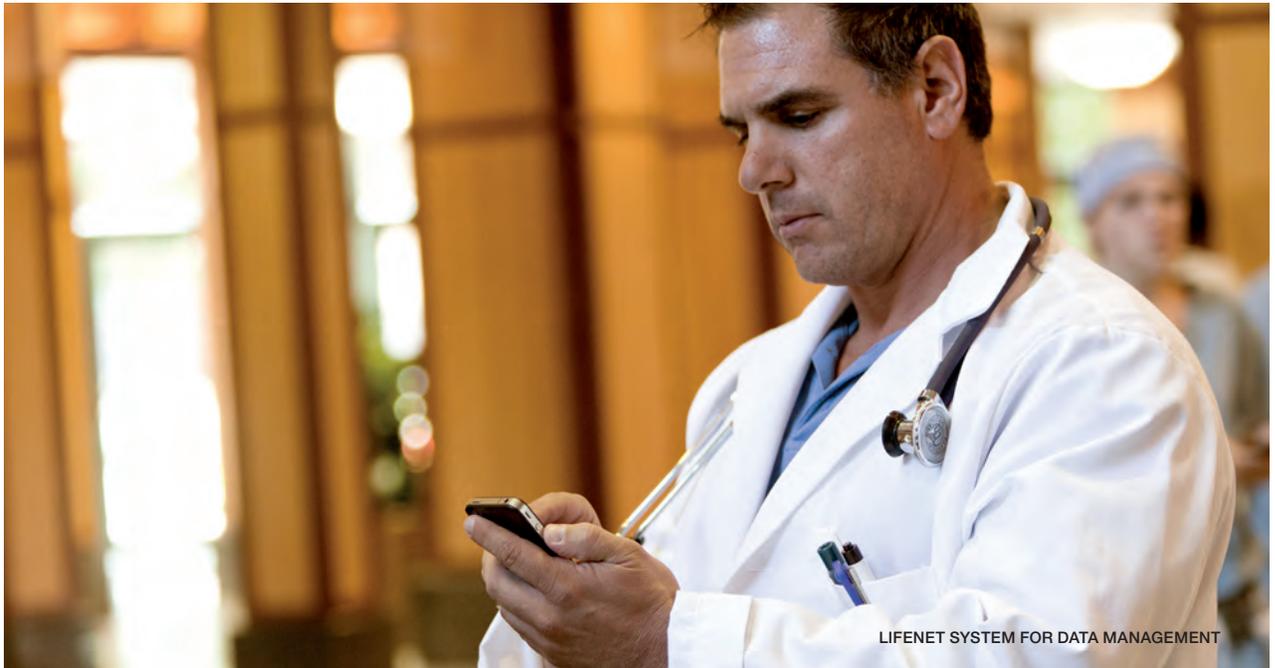
2008

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

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

2009

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



2009

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

2010

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

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

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

2011

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

2013

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

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

Section 5

Physio-Control Family of Products and Services

Defibrillators/Monitors



LIFEPAK CR® Plus Automated External Defibrillator (AED)

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



LIFEPAK® 1000 Defibrillator

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



LIFEPAK® 15 Monitor/Defibrillator

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



LIFEPAK® 20e Defibrillator/Monitor with CodeManagement Module™

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

CPR Assistance



LUCAS® 2 Chest Compression System

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



TrueCPR™ Coaching Device

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



LIFENET® System

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

CODE-STAT™ Data Review Software

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

HealthEMS®

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

PulsePoint

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

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

Support



Physio-Control Service

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

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



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

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

Physio-Control Canada
Physio-Control Canada Sales, Ltd.
7111 Syntex Drive, 3rd Floor
Mississauga, ON
L5N 8C3
Canada
Toll free 800 895 5896
Fax 866 430 6115