

# ZOLL Sales Guide

FOR INTERNATIONAL DISTRIBUTORS  
POWERHEART® G5 AED



Welcome to the ZOLL family!

On behalf of ZOLL® Medical Corporation, I would like to welcome you as a ZOLL distributor. At ZOLL, we value our distributor partnerships and take seriously the impact that you and your organisation will have on the sales of our AEDs and related accessories.

This **Sales Guide** was designed to familiarize you with the Powerheart® G5 AED. Whether you're new to selling AEDs or have a lot of experience, we hope you will find the information inside useful. We've included helpful information on what differentiates the Powerheart G5 from other AEDs on the market as well as sample questions to ask your customers as you begin your conversation regarding AEDs. This guide also includes helpful links to marketing literature and sales tools that you will find useful when presenting the Powerheart G5 AED to your customers.

**If you have any questions, please contact your local ZOLL office or representative.** Once again, thank you for joining our team. We wish you the best of success in your sales efforts.

Regards,



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Marketing Material and Sales Tools for Powerheart® AEDs

Website	Notes
www.zoll.com/aed-portal	Online access to ZOLL's AED Business Partner Resource Portal — a dedicated place, to obtain quick and easy access to the latest AED marketing materials, images and sales tools. Please visit www.zoll.com/aed-portal to request your login details.
www.zoll.com/mom	Online access for ordering printed marketing materials. Please contact your Account Manager to get your login information for other assistance.



Powerheart G5 Defibrillators

This list details the generic defibrillator options available. The relevant language code should be added in place of the XX when placing your order.

Powerheart G5 AED Packages

G5A-XXC

Powerheart G5 AED Kit, ICPR, Fully-Automatic



Powerheart G5 Kit, Automatic, with RescueCoach® user prompts and display for visual instructions, internal memory for 90 minutes of rescue data and battery. Complete with Intellisense™ (ICPR) device for CPR feedback. AHA/ERC 2015 Guidelines Compliant.

Each package includes:

- Powerheart G5 Automatic Defibrillator with 8-year warranty
- Intellisense® lithium battery (420 discharges)
- Intellisense™ electrodes: Intellisense non-polarised adult defibrillation electrodes with ICPR device, at least 2 years shelf life

G5S-XXC

Powerheart G5 AED Kit, ICPR, Semi-Automatic



Powerheart G5 Kit, Semi-Automatic, with with RescueCoach user prompts and display for visual instructions, biphasic waveform, internal memory for 90 minutes of rescue data and battery. Complete with ICPR device for CPR feedback. AHA/ERC 2015 Guidelines-compliant.

Each package includes:

- Powerheart G5 Semi-Automatic Defibrillator with 8-year warranty
- Intellisense lithium battery (420 discharges)
- Intellisense™ electrodes: Intellisense non-polarised adult defibrillation electrodes with ICPR device, at least 2 years shelf life.

G5A-XXA

Powerheart G5 AED Kit, Fully-Automatic



Powerheart G5 Kit, Automatic, with RescueCoach user prompts and display for visual instructions, internal memory for 90 minutes of rescue data and battery. AHA/ERC 2015 Guidelines Compliant.

Each package includes:

- Powerheart G5 Automatic Defibrillator with 8-year warranty
- Intellisense lithium battery (420 discharges)
- Intellisense non-polarised adult defibrillation electrodes, at least 2-year shelf life

G5S-XXA

Powerheart G5 AED Kit, Semi-Automatic



Powerheart G5 Kit, Semi-Automatic, with RescueCoach user prompts and display for visual instructions, biphasic waveform, internal memory for 90 minutes of rescue data and battery. AHA/ERC 2015 Guidelines Compliant.

Each package includes:

- Powerheart G5 Semi-Automatic Defibrillator with 8-years warranty
- Intellisense lithium battery (420 discharges)
- Intellisense non-polarised adult defibrillation electrodes, at least 2-year shelf life

Batteries

XBTAED001A

Intellisense Lithium Battery, G5 Series



- Intellisense battery compatible with Powerheart G5 AED models
- 5-year shelf life

XBTAED005A-TSO

Intellisense Lithium Battery, G5 Series, TSO



- Intellisense battery compatible with Powerheart G5 AED models
- Battery for medical aircraft equipment with certification TSO C142a
- Includes FAA labeling & TSO insert
- 5-year shelf life

Electrodes

XELAED002B

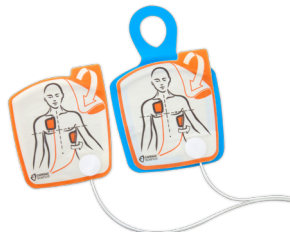
Intellisense Adult Electrodes with ICPR Device, G5 Series



- One pair of non-polarised adult disposable electrodes, at least 2-year shelf life
- Automatic detection of electrodes and integrated determination of the expiry date

XELAED001B

Intellisense Adult Electrodes, G5 Series



- One pair of non-polarised adult disposable electrodes, at least 2-year shelf life
- Automatic detection of electrodes and integrated determination of the expiry date

XELAED003B

Intellisense Paediatric Electrodes, G5 Series



- One pair of non-polarised, paediatric disposable electrodes, at least 2-year shelf life
- Automatic detection of the paediatric mode and integrated determination of the expiry date

Carry Cases and Ready Kits

UKIT001A	Universal Ready Kit for First Aid, AED Powerheart Series
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- The Ready Kit includes non-latex gloves (medium and large), razor, medical shears, 2 paper towels, 2 4x4 gauze pads, and a one-way CPR mask
- Kit attaches easily to the outside of all Powerheart AED carry cases

XCAAED007A	Premium Carry Case, G5 Series
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- Quality carry case with adjustable strap for better protection of the Powerheart G5
- Includes a back pocket for additional storage space

XCAAED008A	Protective Soft Carrying Case, G5 Series
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- Soft-sided (grey) carry sleeve with adjustable shoulder strap. Includes zippered pouch for storage of extra pads and other rescue accessories

XBPAED001A	Backpack for AED, G5 Series
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- AED carrying backpack with room for replacement electrodes and ready kit

Cables & Adaptors

50-01568-01USB	Data Cable, G5 Series
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- Data Cable, Powerheart G5: USB (A-to-A)
- Communication cable for data exchange and configuration of your Powerheart G5 via PC

Trainers and Training Accessories

190-5020-002G5	AED Trainer with ICPR Electrodes
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The Powerheart G5 Trainer is designed to closely mimic the Powerheart G5 AED for effective, hands-on training. This device is for training purposes only.

- Each package includes:
- Remote
  - Adult training electrodes with ICPR device
  - Language configuration CD

190-5020-001	G5 AED Trainer with Standard Electrodes
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The Powerheart G5 Trainer is designed to closely mimic the Powerheart G5 AED for effective, hands-on training. This device is for training purposes only.

- Each package includes:
- Remote
  - Adult training electrodes
  - Language configuration CD

XTRRMT001A	Remote control for G5 AED Trainer
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- To remotely control the G5 Trainer and to simulate various rescue scenarios (previously 190-2080-001)



XTRPAD005A	Replacement Electrodes for G5 AED Trainer, Adult with ICPR Device
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- Powerheart G5 training electrodes with CPR feedback device allow you to simulate hands-on rescue scenarios with the Powerheart G5 Trainer in addition to CPR simulation



XTRPAD004A	Replacement Electrodes for Powerheart G5 AED Trainer, Adult
	<ul style="list-style-type: none"><li>• Powerheart G5 training electrodes allow you to simulate hands-on rescue scenarios with the Powerheart G5 Trainer</li><li>• One (1) set of training electrodes are provided with initial Powerheart G5 Trainer purchase</li></ul>
XTRPAD006A	Replacement Electrodes for Powerheart G5 AED Trainer, Paediatric
	<ul style="list-style-type: none"><li>• Powerheart G5 paediatric training electrodes allow you to simulate hands-on paediatric rescue scenarios with the Powerheart G5 Trainer</li></ul>
XSMAED001A	Powerheart G5 AED Simulator with ICPR Device
	<ul style="list-style-type: none"><li>• Powerheart G5 AED Simulator with ICPR Device (for demonstration and simulation purposes only)</li></ul>
XSMAED002A	Powerheart G5 AED Simulator
	<ul style="list-style-type: none"><li>• Powerheart G5 AED Simulator with ICPR Device (for demonstration and simulation purposes only)</li></ul>

Wall Cabinets & Brackets	
180-2022-001	Wall Mount for AED G5 with Premium Carry Case and Ready Kit
	<ul style="list-style-type: none"><li>• Made of painted metal, 320 x 300 x 100mm; can be mounted onto info board</li><li>• Suitable for either Powerheart G3 or G5 AEDs in carry case</li></ul>
180-2021-101	Surface Mount Cabinet with Alarm, Strobe (Traditional Style/Plastic Front)
	<ul style="list-style-type: none"><li>• Replaces 180-2021-001</li></ul>

50-00392-10	AED Wall Cabinet, Surface Mount
	<p>This well-constructed stainless steel AED wall cabinet is designed to store your AED in an easily accessible location. The AED can be stored inside the cabinet with or without a carry bag.</p> <p><b>Sizing:</b></p> <ul style="list-style-type: none"><li>• Internal (H/W/D): 36.20 cm x 36.20 cm x 17.78 cm</li><li>• External (H/W/D): 44.45 cm x 44.45 cm x 17.8 cm</li><li>• Protrusion from the wall: 17.78 cm</li></ul> <p><b>Included:</b></p> <ul style="list-style-type: none"><li>• All hardware and two keys</li></ul>
50-00392-20	AED Wall Cabinet, Surface Mount with Alarm, Security-enabled
	<p>This well-constructed stainless steel AED wall cabinet is designed to store your AED in an easily accessible location.</p> <p><b>Security:</b></p> <p>Audible alarm triggered when the door is opened. The alarm can also be wired into a building's security system and can be enabled or disabled by provided key.</p> <p><b>Sizing:</b></p> <ul style="list-style-type: none"><li>• Internal (H/W/D): 36.20 cm x 36.20 cm x 17.78 cm</li><li>• External (H/W/D): 44.45 cm x 44.45 cm x 17.8 cm</li><li>• Protrusion from the wall: 17.78 cm</li></ul> <p><b>Included:</b></p> <ul style="list-style-type: none"><li>• All hardware and two keys</li></ul>

50-00392-30	AED Wall Cabinet, Surface Mount with Alarm & Strobe, Security-enabled
	<p>This well-constructed stainless steel AED wall cabinet is designed to store your AED in an easily accessible location. The AED can be stored inside the cabinet with or without a carry bag.</p> <p><b>Security:</b></p> <p>Audible alarm triggered when the door is opened. The alarm can also be wired into a building's security system and can be enabled or disabled by provided key.</p> <p><b>Sizing:</b></p> <ul style="list-style-type: none"><li>• Internal (H/W/D): 36.20 cm x 36.20 cm x 17.78 cm</li><li>• External (H/W/D): 44.45 cm x 44.45 cm x 17.8 cm</li><li>• Protrusion from the wall: 17.78 cm</li></ul> <p><b>Included:</b></p> <ul style="list-style-type: none"><li>• All hardware and two keys</li></ul>

50-00599-01

Spare Cabinet Keys (50-00XXX-XX Series)



- Spare keys for all cabinets in 50-series

165-0195-004

Spare Cabinet Keys (180-00XXX-XX Series)



- Spare keys for all cabinets in 180-series

Signage

160-0163-001

AED Window Decal



- Window decal features symbol to aid in raising awareness of where the AED is located.

160-0164-001

AED Inspection Tags (5 pack)



- AED inspection tags (5 pack)

168-6002-002

Green AED 3D Wall Sign Kit



- This 3D Wall Sign Kit helps ensure people know where an AED is stored. The kit includes a highly visible 3D sign that projects from the wall, plus two window decals.
- Size (H/W/D): 20.04 cm x 17.78 cm x 14.96 cm

168-6002-001

AED 3D Wall Sign and Cabinet Door Decals



- This 3D Wall Sign Kit helps ensure people know where an AED is stored. The kit includes a highly visible 3D sign that projects from the wall, plus two window decals.
- Size (H/W/D): 20.04 cm x 17.78 cm x 14.96 cm

TSO-Compliant Batteries and Defibrillator Kits

The Powerheart G5 battery has received FAA TSO-C142 certification, which permits the G5 AED to be taken on board commercial aircraft.

Powerheart G5 TSO language configurations available for sale are as follows:

Product Name	Product Code
Powerheart G5 TSO Kit, Auto, International English, Intellisense CPR	G5A-00C-TSO
Powerheart G5 TSO Kit, Auto, English (UK), Intellisense CPR	G5A-02C-TSO
Powerheart G5 TSO Kit, Semi, English (UK), Intellisense CPR	G5S-02C-TSO
Powerheart G5 TSO Kit, Semi, International English, Intellisense CPR	G5S-00C-TSO
Powerheart G5 TSO Kit, Auto, International English	G5A-00A-TSO
Powerheart G5 TSO Kit, Auto, English (UK)	G5A-02A-TSO
Powerheart G5 TSO Kit, Semi, International English	G5S-00A-TSO
Powerheart G5 TSO Kit, Semi, English (UK)	G5S-02A-TSO

Additional G5/TSO kit configurations for your specific country may be available by either:

- Providing a forecast, which can be scheduled for work by the Portfolio Management team
- Purchasing the stand-alone TSO battery for use with existing G5 devices

XBTAED005A-TSO

Intellisense Lithium Battery, G5 Series, TSO



- Intellisense battery compatible with Cardiac Science Powerheart G5 AED models
- Battery for medical aircraft equipment with certification TSO-C142a. Includes FAA labeling & TSO insert
- Shelf life 5 years

G5A-XXC-TSO	Powerheart G5 TSO Kit, ICPR, Fully Automatic
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Powerheart G5 Kit with TSO battery, Automatic, with RescueCoach user prompts and display for visual instructions, and TSO battery for medical aircraft equipment with certification TSO-C142a. Includes FAA labeling & TSO insert. AHA/ERC 2015 Guidelines-compliant.

- Each package includes:**
- Powerheart G5 Automatic Defibrillator with 8-year warranty
  - Intellisense lithium TSO battery
  - Intellisense non-polarised adult disposable electrodes with ICPR device, at least 2-year shelf life
  - ICPR device for CPR feedback

G5S-XXC-TSO	Powerheart G5 TSO Kit, ICPR, Semi-Automatic
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Powerheart G5 Kit with TSO battery, Semi-automatic, with RescueCoach user prompts and display for visual instructions, and TSO battery for medical aircraft equipment with certification TSO-C142a. Includes FAA labeling & TSO insert. AHA/ERC 2015 Guidelines-compliant.

- Each package includes:**
- Powerheart G5 Semi-Automatic Defibrillator with 8-year warranty
  - Intellisense lithium TSO battery
  - Intellisense non-polarised adult disposable electrodes with ICPR device, at least 2-year shelf life
  - Complete with ICPR device for CPR feedback

G5A-XXA-TSO	Powerheart G5 TSO Kit, Fully Automatic
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Powerheart G5 Kit with TSO battery, Automatic, with RescueCoach user prompts and display for visual instructions, and TSO battery for medical aircraft equipment with certification TSO-C142a. Includes FAA labeling & TSO insert. AHA/ERC 2015 Guidelines Compliant.

- Each package includes:**
- Powerheart G5 Automatic Defibrillator with 8-year warranty
  - Intellisense lithium TSO battery
  - Intellisense non-polarised standard adult disposable electrodes, at least 2-year shelf life

G5S-XXA-TSO	Powerheart G5 TSO Kit, Semi-Automatic
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Powerheart G5 Kit with TSO battery, Semi-automatic, with RescueCoach user prompts and display for visual instructions, and TSO battery for medical aircraft equipment with certification TSO-C142a. Includes FAA labeling & TSO insert. AHA/ERC 2015 Guidelines-compliant.

- Each package includes:**
- Powerheart G5 Semi-Automatic Defibrillator with 8-year warranty
  - Intellisense lithium TSO battery
  - Intellisense non-polarised standard adult disposable electrodes, at least 2-year shelf life





## Ready for the Rescue

At ZOLL, our goal is to provide intuitive and intelligent AEDs in every public space around the world and to enable bystanders to act quickly, appropriately and with confidence in sudden cardiac arrest emergencies.

That is why all of our AEDs are designed to remove the guesswork and support unexpected heroes throughout the rescue. We are by your side, giving you the potential to help save lives.

### Smart:

**Real-Time CPR Feedback:** Real-time feedback technology guides rescuers on optimal rate and depth of chest compressions through voice, text and visual prompts that help ensure the delivery of high-quality CPR.

**Interactive and Intuitive:** ZOLL AEDs provide step-by-step instructions and corrective guidance to support you throughout the rescue.

**Rescue Confidence:** Designed for ease of use — from applying the pads and performing CPR to delivering a shock, you can have peace of mind with ZOLL AEDs as your rescue partner.

### Ready:

**Rescue Ready® Services:** Your rescue equipment needs to be ready the day you need it, not just the day you buy it. From tracking consumables and CPR/AED certifications, you can count on ZOLL to help you manage your AEDs.

**Automatic Self-Testing:** All ZOLL AEDs perform a series of self-tests to verify that the internal circuitry, battery and pads are fully functional so you can have confidence it will be ready to use.

**Designed for Durability:** Designed to withstand harsh environments and temperature extremes, ZOLL AEDs have an ingress protection (IP) rating of IP55, which means they are highly resistant to dust and moisture.

### Trusted:

**Mission-Focused:** Our AED technology innovations are inspired to provide rescuers with the tools and confidence to help save lives.

**Legacy of Excellence:** A pioneer in resuscitation technology, ZOLL has been empowering first responders and unexpected heroes around the world for more than 25 years.



## PlusTrac AED Programme Management

For a successful AED programme, you need an AED that is ready to deliver a lifesaving shock. Just having an AED is a great start. However, to save a life, the AED has to have working batteries and valid electrode pads.

**PlusTrac™** is a complete solution for AED programme management that ensures your AED is ready for use in a cardiac arrest emergency. The PlusTrac management programme consists of:

- Easily track and document AED inspections as well as pad and battery expirations.
- Manage and track the status of your staffs AED/CPR certifications
- Create real-time, web-based status reports
- Scalable for organisations and deployments of any size

PlusTrac gives you access to your programme for each AED, and live customer support for designing, implementing, and maintaining the programme. Choose from one-year or five-year programme terms.

With PlusTrac, customers can track pad, battery, and responder training expirations regardless of the device manufacturer. PlusTrac customer support can provide you with templates and assistance in loading customer device data into their personal programme site. Periodic device checks can be recorded quickly by logging in and entering the results of your inspection on a PC or by using our CheckAED app.



## What Is Sudden Cardiac Arrest?

Sudden Cardiac Arrest (SCA) affects the electrical system of the heart and causes the heart to fibrillate, or “quiver.” When a heart is fibrillating, it no longer circulates blood. An SCA victim will generally lose consciousness and immediately become completely unresponsive. The only effective treatment for cardiac arrest is to deliver a shock from an AED as soon as possible and administer high-quality CPR.



CPR evacuates blood from the enlarged heart.



CPR provides blood to the brain.

## What Is an AED?



An AED (automated external defibrillator) is a portable medical device that can be used by people who are not medical professionals. AEDs are designed to be easy to use, to enable rescuers who may have little or no training to “shock” a victim in cardiac arrest.

AEDs do not “jump start” a heart. Rather, they terminate erratic electrical activity to help allow the heart to establish a normal sinus rhythm. An AED can automatically identify a shockable rhythm and deliver a shock to the patient. AEDs are very safe. An AED will not shock a normal heart rhythm.

## What Is High-Quality CPR?

High-quality CPR is pushing hard and fast on the centre of a victim's chest at a depth of 5 cm to 6 cm (2–2.4 inches) and a rate of 100 to 120 compressions per minute.

Performing effective CPR is crucial during a cardiac emergency and often leads rescuers to wonder, "Am I doing CPR properly?" With Intellisense CPR Feedback, providing effective CPR compressions is now within reach. Thanks to a compact design, Intellisense CPR Feedback may be used on patients of all chest sizes. Motion sensor technology provides rescuers with immediate voice prompts if their CPR compression rate and depth are outside the 2015 ERC/AHA acceptable parameters. The easy-to-use, intelligent CPR tool works in combination with your Powerheart G5 automated external defibrillator to deliver potentially life-saving CPR and defibrillator therapy.

## Why Is CPR Important?

Cardiopulmonary resuscitation (CPR) moves oxygenated blood to the heart and brain, keeping the person alive until the heart's electrical system can restart. Rescuers must strive to perform high-quality CPR. Chest compressions from 5 cm to 6 cm (2–2.4 inches) deep at a rate of 100 to 120 per minute should be started immediately. This will keep the victim's blood moving to the brain and heart and greatly increase their chance of survival.



## Why Powerheart AEDs?

The latest guidelines from resuscitation councils worldwide are clear: Successful defibrillation must be supported with high-quality CPR. The AED's first heart analysis is critical. If it calls for no shock, only real-time high-quality CPR can lead to a shockable rhythm on the next heart analysis. High-quality CPR provides a struggling heart with oxygenated blood needed to help restore a normal rhythm. Powerheart AEDs help rescuers provide both.

### 2015 ERC/AHA Guidelines for CPR

The European Resuscitation Council (ERC) and American Heart Association (AHA) determined that "... high-quality CPR improves survival from cardiac arrest"<sup>1</sup> and highlights the following important criteria to define high-quality CPR for patients 8 years and older.

- Ensuring compressions of adequate rate: between 100–120 compressions per minute
- Ensuring compressions of adequate depth: between 5–6 cm (2–2.4 inches)
- Allowing full chest recoil during compressions

### Why Do I Need the Powerheart G5 AED with Intellisense (ICPR)?

Delivering high-quality CPR in accordance with these ERC/AHA guidelines can be difficult, especially in stressful rescue situations. To help both professional and lay rescuers deliver the best quality CPR, the Powerheart G5 AED can be equipped with the ICPR system. The ICPR system is a motion sensor and a proprietary algorithm that, when placed on the chest, monitors the rescuer's CPR compressions. If the compressions deviate from ERC/AHA guidelines, the AED will provide voice and text corrective prompts to help the rescuer correct errors and provide the best CPR possible.

## The Powerheart G5 AED with Intellisense (ICPR) provides active coaching on all the criteria of the ERC/AHA guidelines.

### ICPR SENSOR—CPR Feedback to Aid Rescuers

Voice and text prompts provide rescuers with CPR instruction that helps achieve compression rate targets. With the G5 ICPR sensor, corrections are provided when compressions are outside the critical criteria.

This powerful combination of coaching and feedback ensures compressions are performed at the correct rate.

- **RescueCoach** guides users through each critical step of the rescue with user paced voice/text prompts.
- The ICPR system helps guide rescuers on the rate of CPR with text and voice prompts. It keeps them on track by providing voice prompts such as **"Press Faster"**, **"Press Slower"** and **"Press Harder and Fully Release"**.

This easy-to-understand approach helps to ensure compressions are delivered at the right pace without the rescuer having to rely solely on the AED display.



## Powerheart G5 ICPR Feedback

### Depth of Compressions

The ICPR system utilises a non-slip, motion-sensing disc, placed in the centre of the chest, to monitor the depth of compressions.

- If the rescuer is not pressing hard enough, a text prompt and loud voice from the AED will prompt, **“Press harder and fully release”**.
- If the rescuer is pressing too hard, he or she will hear the prompt, **“Press softer”**.

Pressing too hard? Not pressing hard enough? This feedback system helps the rescuer achieve the required 5–6 cm (2 inch–2.4 inch) compression depth, and ensures the rescuer can receive important corrective prompts without having to monitor the movement of a metre on an AED as with some other devices. Again, focus on the victim; not on the AED.

### Intellisense™ CPR Feedback

Real-time voice and text corrective prompts for CPR quality.

### ERC/AHA point out in their 2015 guidelines,<sup>2</sup>

“Observational studies indicate that leaning (on the chest wall) is common during CPR in adults and children.”<sup>1</sup> It is critical to prevent this common error in CPR, since the ERC/AHA also reports “Leaning on the chest wall between compressions precludes full chest wall recoil...and could potentially influence resuscitation outcomes.”<sup>1</sup>



## Why Is Rate, Depth, and Recoil Important When Performing CPR?<sup>1</sup>

### Chest Compression Rate

In adult victims of cardiac arrest, it is reasonable for rescuers to perform chest compressions at a rate of **100 to 120/min**.

### Why Does It Matter?<sup>4</sup>

- Number of chest compressions delivered per minute during CPR is an important determinant of return of spontaneous circulation (ROSC) and survival with good neurologic function.
- More compressions are associated with **higher survival rates**, and fewer compressions are associated with lower survival rates.
- Excessive compression rate and depth adversely affect outcomes.

### Chest Compression Depth and Recoil

Rescuers should perform chest compressions to a depth of at least **5 cm (2 inches)** for an average adult, while avoiding excessive chest compression depths (**greater than 6 cm [2.4 inches]**) and allowing complete chest recoil after each compression.

### Why Does It Matter?<sup>5</sup>

- Compressions create blood flow primarily by increasing intrathoracic pressure and directly compressing the heart, which in turn results in critical blood flow and oxygen delivery to the heart and brain. Rescuers often do not compress the chest deeply enough despite the recommendation to “push hard”.
- Compression depth may be difficult to judge without use of feedback devices.

### Conclusion:

The ICPR technology integrated in the ZOLL Powerheart G5 AED, is designed to support rescuers with real-time, guideline driven feedback to deliver the most effective CPR in order to increase the chances of survival from SCA.

<sup>1</sup>Kleinman et al. Part 5: Adult Basic Life Support and Cardiopulmonary Resuscitation Quality: 2015 American Heart Association Guidelines Update for Cardiopulmonary Resuscitation and Emergency Cardiovascular Care. Circulation. 2015;132(suppl 2):S414–S435. European Resuscitation Council Guidelines for Resuscitation 2015: Section 2. Adult Basic Life Support and Automated External Defibrillation. Resuscitation. 2015 Oct 15;95:81-99.

<sup>2</sup>Hazinski, M.F. et. al., (2015). Highlights of the 2015 American Heart Association Guidelines Update for CPR and ECC. The American Heart Association, (1), Chest Recoil, p. 7.

<sup>3</sup>Hazinski, M.F. et. al., (2015). Highlights of the 2015 American Heart Association Guidelines Update for CPR and ECC. The American Heart Association, (1), Chest Compression Rate, p. 7.

<sup>4</sup>Hazinski, M.F. et. al., (2015). Highlights of the 2015 American Heart Association Guidelines Update for CPR and ECC. The American Heart Association, (1), Chest Compression Depth, p. 7.

<sup>5</sup>Hazinski, M.F. et. al., (2015). Highlights of the 2015 American Heart Association Guidelines Update for CPR and ECC. The American Heart Association, (1), Emphasis on Chest Compressions, p.7.

### Why is the Powerheart G5 AED with Intellisense CPR Feedback the right choice for my customers?

Whether they are experienced or first-time responders, they'll appreciate how the Powerheart G5 AED combines ease of use, reliability and advanced technology to **help victims survive sudden cardiac arrest**.



The Powerheart G5 AED with Intellisense CPR provides corrective feedback to ensure delivery of high-quality compressions. One button dual-language functionality and daily self-tests give rescuers the confidence to act.

- **Intellisense CPR Feedback** Distinct text/voice corrective CPR prompts for rate and depth as well as a reminder to fully release between compressions to reduce pressure on the victim's chest.
- **Rescue Ready** Conducts self-tests on pads, battery and internal circuitry.
- **RescueCoach** Guides users through each critical step of the rescue with user-paced voice/text prompts.
- **Dual-Language** Change from primary to secondary language in the push of a button.

### Powerheart Public Access AED Product Selection Guide

#### Questions to ask your customers:

Do you have responders with current CPR certifications and who are knowledgeable about the use of an AED?

- Will they always be the persons responding to an emergency?
- Is it likely or possible that an untrained person could respond?
- The G5 is designed to be used by trained or untrained responders. The Powerheart G5, with enhanced features like dual-language options, ICPR feedback and USB data transfer, can provide additional guidance for untrained rescuers.

Could children (under 8 years old or weighing less than 25 kg) ever potentially be present in your facility?

- The Powerheart G5 device supports paediatric victims with paediatric pads.

How many AEDs do you have (or plan to install)?

- Will your AED(s) be located in the same facility as the programme administrator?
- Is AED readiness important to you?

With a Powerheart G5, you will always be Rescue Ready with our regular automatic self-testing. Our AEDs perform a series of patented self-tests to verify that the internal circuitry, battery and pads are fully functional so you can have confidence it will be ready to use.

#### Examples of Public Access AED Environments

- Commercial (large corporate, small, and medium businesses)
- Schools (public, private, colleges, universities, vocational/technical)
- Public areas (sports venues, shopping centers, churches, theme parks, etc.)
- Government (municipalities, parks, provincial and federal buildings)
- Police/Law Enforcement (trained first responders)
- Recreational facilities (gyms, ski areas, climbing walls, etc.)
- General inpatient units, outpatient clinics, diagnostic/treatment areas (radiology, endoscopy, dialysis, physical therapy, sleep clinic), public areas with outpatients/visitors, urgent care, non-critical medical services (outpatient)



### Questions to ask if a customer has not thought of implementing an AED programme:

- What happens during a medical emergency at this facility?
- Would you walk me through how your emergency response team responds to worksite emergencies?
- Do you feel it's important to be prepared for an employee who has health problems?
- What do you know about AEDs? Have you ever seen one? If so, have you ever seen the Powerheart G5 defibrillator?
- Would you like me (or a ZOLL rep) to visit you in the next couple of weeks to discuss the steps to implement a successful AED programme at your facility?
- Would you like a free site assessment for your facility?

### Secondary questions:

- AHA/ERC guidelines advise that early defibrillation happen within 3–5 minutes of collapse. Do you think that emergency responders (local ambulance or emergency services) can get to any part of your facility in that timeframe?
- Who would be involved in making decisions about safety protocols?
- When decisions are made about safety, what is your top priority? Cost? Total cost of ownership? Implementation and maintenance? Liability?
- How do you think implementing an AED programme would impact your employees?

### Questions for facilities that have begun looking at AEDs and/or AED programmes:

- Why are you implementing an AED programme? Is it being driven by an incident or mandate, or are you being proactive?
- When looking at AEDs, what is the most important feature that you are considering?
- Have you considered both the short-term, initial purchase and long-term expenses associated with an AED programme?
- Have you performed a site survey of your facility? Would you like some help with that?
- Did you know that half the time an AED is used in a rescue, no shock is advised during the first heart analysis? Or that high-quality CPR is just as important as the shock?
- Where will these AEDs be deployed? Have you considered the environmental conditions where they will be placed?

### Questions for facilities with AED programmes or that are thinking of implementing an AED programme:

- Does your facility have a defined emergency response plan for cardiac emergencies?
- How do you manage the training of your staff?
- What type of post-event support do you have available in the case of a rescue involving an AED?
- If you have AEDs deployed in your facility, how do you manage the consumable replacements and AED maintenance?





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