Life-Saving Technology Within Reach

defibtech

Simple Reliable and State-of-the-Art

In a crisis, there's no time to read an instruction manual. Automated External Defibrillators (AEDs) must be simple, clear and straightforward. Defibtech AEDs are built to the exacting standards needed for emergency personnel, yet are designed for the speed and simplicity required for use by non-medical and often untrained individuals.

Defibtech's lightweight device and sure-grip rubberized handle make it easy to pull the AED off the wall and transport to a patient. A calm voice guides the responder through each step, reinforced by a text display with lights to show the progress. Electrode pads are tucked into a back pocket, ready to apply, and large, clearly illuminated "Power On" and "Shock" buttons help even the most nervous fingers hit their mark.

Why choose Defibtech?

A Rapidly Growing Market Leader

When first introduced in 2002, the Defibtech AED revolutionized the marketplace, offering a fully-featured device at only half the price of its competitors. Just five years later, Defibtech was *the fastest growing medical equipment manufacturer* in the prestigious *Technology Fast 500 Program* from Deloitte & Touche USA.

Quality and Value

Defibtech delivers the most cost-effective AED on the market without sacrificing the highest levels of quality and reliability. Each Defibtech AED is extensively tested and inspected before shipment, ensuring that customers receive a world-class product.

Design

Defibtech has more than 50,000 units already in use under the Lifeline™ and ReviveR™ brand names. Defibtech units are not only found in emergency vehicles; they have also been deployed in nearly every venue where people gather, including workplaces, schools, churches, health clubs, malls, government buildings, military bases and countless other locations worldwide.

Made in the USA

Headquartered in Guilford, Connecticut, Defibtech manufactures all of its defibrillators in the United States in state-of-the-art ISO-13485 certified facilities. The products are then sold exclusively through a network of distribution partners and are in use in more than 30 countries worldwide.

Company History

Dr. Glenn W. Laub is a cardiothoracic surgeon and Director of the Heart Hospital at St. Francis Medical Center in Trenton, New Jersey. His longtime friend and fellow Yale grad, Gintaras Vaisnys, is an engineer who founded several technology companies. The two came together in 1999 to combine their expertise and build a company to create and manufacture one of the world's best AEDs.

The core design team grew to include experienced developers from a variety of backgrounds, including hospital equipment, implantable and invasive medical devices, military technology, consumer and commercial products.

The company's Connecticut headquarters is located near New Haven — home of Yale — enabling the company to work closely with faculty from the School of Engineering and the School of Medicine. These diverse experiences allow the Defibtech design team to apply innovative techniques that are not common to most medical device companies, and enable Defibtech to approach design and development from a different perspective.

Defibtech has introduced innovations to the AED industry that have resulted in improved ease of use, cost savings and reliability, elements that other AED companies have tried to emulate. These innovations have made Defibtech AEDs the premier solution for the real-world environment.

Saving lives with

Following are just a few examples of people throughout the world who owe their lives to Defibtech Lifeline and ReviveR AEDs and the quick-thinking people who used them.

Hartsville YMCA, Hartsville, SC

The first reported save with a Defibtech AED occurred at the Hartsville YMCA in South Carolina, where a member collapsed during a workout. Another YMCA member was able to successfully rescue the victim despite never having been trained on the Lifeline AED. This YMCA location had purchased the AED only weeks prior to the rescue. They had previously not owned an AED because they could not afford one.

Defibtech

Trans International, Milwaukee, WI

A man working in his cubicle at Trans International suddenly fell to the floor from cardiac arrest. Colleagues witnessed the collapse and called 911 and retrieved the ReviveR AED. The shock revived the employee, who returned to work within 10 days of the event.

ARTCO/ADM, Illinois River, IL

A Lifeline AED saved the life of a towboat worker on the Illinois River. The towboat was equipped with a Lifeline AED thanks to the efforts of a distributor who turned to selling Lifeline AEDs after the loss of his 19-year-old daughter to sudden cardiac arrest.

Church, Galmoy, Ireland

A Lifeline AED was used to save the life of a man who collapsed in a church in Galmoy, Ireland, minutes before a funeral service he was attending. The unit shocked the man, who was then rushed to the hospital, where he made a good recovery. The AED had been recently purchased through fundraising efforts of two parishioners.

Hurricane Creek Country Club, Dallas, TX

A middle-aged man with no history of heart trouble was on the 18th hole of the golf course when he went into sudden cardiac arrest. Members of his foursome called 911 with a cell phone and contacted the clubhouse. Someone from the club shop brought the Defibtech AED to the victim. The first shock — delivered within a few minutes of his collapse — revived him long before EMS arrived. He was taken to the hospital where successful heart bypass surgery was performed.

Investment Firm, Dallas, TX

A middle-aged employee at the firm suddenly fell backwards in his office, a victim of sudden cardiac arrest. Coworkers called 911 and retrieved the company's ReviveR AED. One shock was delivered and a full cycle of CPR was performed. By the time EMS arrived, the man's heartbeat had been restored and he was transported to the hospital for treatment.

Cypress Creek YMCA, Houston, TX

A 54-year old man collapsed on the racquetball court. The ReviveR AED was quickly retrieved and a shock was administered. He was conscious when EMS arrived and has since made a full recovery.

Renaissance Club Sport, Walnut Creek, CA

In the span of just two weeks, this health club used its Defibtech AED twice and saved the lives of two members, 45 and 62 years old.

Awards, Accolades,

Fastest Growing Medical Device Company in North America ... The Deloitte Technology Fast 500 rankings show that Defibtech was the fastest growing medical equipment manufacturer in North America in 2007.

Fastest Growing Company in Connecticut ... The Deloitte Technology Fast 50 ranked Defibtech as the fastest growing company over a five year period in the state of Connecticut for 2007.

50,000 and Counting ... Defibtech has already sold more than 50,000 AEDs worldwide.

Olympic Protection ... Defibtech AEDs were selected to protect athletes and spectators at the Torino 2006 Olympic Winter Games in Italy.

Best Bang for the Buck ... Industry analyst Frost & Sullivan highlighted Defibtech AEDs as their "Best Bang for the Buck" award winner, 2005, for providing high-quality products at an industry-leading price. Frost & Sullivan presents the award to companies that offer a solution or service that offer the highest ratio of cost to value in a particular market.

Best Overall Company... Defibtech was the 2006 recipient of the American Business Award for "Best Overall Company". The awards are the only national, all-encompassing business awards program honoring great performances in the workplace.

& Achievements

Exhibited in the Museum of Modern Art (MoMA) ... The sleek lines and bold colors of Defibtech AEDs made them a natural selection for the "SAFE: Design Takes On Risk" exhibit at the Museum of Modern Art (MoMA) in New York City, 2005.

Medical Design Excellence Award ... Defibtech AEDs received the gold Medical Design Excellence Award in the 2005 competition sponsored by the publishers of *Medical Device & Diagnostic Industry (MD&DI)* magazine. The Medical Design Excellence Award is the premier awards program for the medical technology community.

Industrial Design Excellence Award ... The 2004 Industrial Design Excellence Award was presented to Defibtech by the Industrial Designers Society of America (IDSA) and sponsored by *BusinessWeek* magazine. This award put Defibtech in the company of other prestigious winners such as BMW, Apple and Nokia.

Good Design Award ... The Chicago Athenaeum: Museum of Architecture and Design presented a 2004 "Good Design" award to Defibtech for the Lifeline AED. "Good Design" is the oldest design competition worldwide.

Design Excellence Award ... Presented by Appliance Manufacturer magazine in 2005.

Best Design Medicine on the Net Web Excellence Award ... Presented in 2005 by COR Healthcare Resources to recognize the quality of the Defibtech website.

Connecticut Quality Innovation Prize ... Given to Defibtech in 2004 and 2006 by the Connecticut Quality Improvement Award Partnership, it is the nation's oldest state-level Malcolm Baldridge National Quality Award.

Why Defibrillation ?

Each year, more than 400,000 people will suffer sudden cardiac arrest (SCA) in places such as work, home, the gym or school. It is the leading cause of death in North America and can affect people of all ages, anytime, anywhere. Less than 1% of SCA victims survive without intervention.

Cardiopulmonary resuscitation (CPR) and early defibrillation with an automated external defibrillator (AED) within three minutes increases the chance of survival to 70%. The technology is so valuable that most CPR training courses now include sections on the use of AEDs.

While most early responders — police, fire and EMT — have AEDs in their vehicles, the chances of survival are reduced by 7-10% for every minute that passes without intervention. Every second counts. Having an AED on hand for use before the professionals arrive can mean the difference between life and death. The more AEDs are available, the more lives are saved.

A SAMPLING OF THE THOUSANDS OF DEFIBTECH CUSTOMERS

Defibtech AEDs have been selected by the following states:

- Arkansas
- Florida
- Idaho
- Louisiana
- Maine
- Michigan
- New Jersey
- New Mexico
- Utah

Some of the federal, state and municipal agencies who have also chosen to deploy Defibtech AEDs:

- Florida National Guard
- Louisiana Bureau of EMS
- Maine EMS
- Metro Boston Transit Authority
- New Jersey Transit
- Ohio National Guard
- US Coast Guard
- US Department of Justice

A sampling of corporations who have chosen Defibtech AEDs:

- Atlanta Braves
- Bayer
- Blue Cross Blue Shield
- Boy and Girl Scouts of America
- Bristol-Myers Squibb
- Caesars Palace
- Chicago Bulls
- Coca-Cola
- DuPont Chemical
- Fidelity Investments
- General Mills
- Google
- Marriott Hotels
- New York Times
- Nextel
- Paramount Pictures
- Pfizer
- Philadelphia Flyers
- Ritz-Carlton
- T-Mobile
- Whole Foods
- YMCA

Are you prepared?

To learn more about Defibtech AEDs, contact us at:

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