

# AED Administrator Update

Sent via e-mail to all AED Administrators on 8/29//06  
From AED Project Director

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To all agency AED Administrators,

Attached is an AED pricing update that illustrates current AED pricing. This document is being distributed to all primary AED Administrators. If you have any questions or comments please do not hesitate to contact me.

Additionally, OGS has provided The Division of Budget with its report outlining AED funding recommendations. OGS and DOB are currently working together to work out the details involved in allocating the funds. The specifics will be provided to you as soon as possible.

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## AED Pricing Update

August 29, 2006

Over the last year, as the statewide AED program has progressed, AED pricing has changed dramatically. Pricing being offered to State agencies has decreased by 20 to 25 percent. However, these price reductions have been difficult to compile and disseminate. Until now, the only pricing provided to AED Administrators has been pricing taken directly from State contracts.

In an attempt to capture current industry pricing, the Office of General Services obtained “Best and Final” pricing as it related to its own agency plan. While the pricing obtained was specific to OGS’ AED Program, five of the six AED vendors (with current State contracts) agreed to extend the same pricing to the other State agencies making AED purchase as a result of the new State regulations.

The table provided below includes pricing as it was provided in response to OGS’ “Best and Final” request. OGS also attempted to simplify the process of comparing AED pricing by defining AED unit costs as a “package” that includes multiple components needed to provide AED coverage. In doing so, a better “apples to apples” comparison can be made. OGS went one step further and requested that each vendor provide a 5-year replacement cost associated with batteries and pads. The net result is a 5-year extended cost associated with maintaining a functioning AED.

Agencies are not required to model their program after OGS’, nor are they restricted to purchasing the referenced “package”. The pricing and program structures provided are purely an attempt to provide agencies with the most up to date AED pricing that has been offered.

Due to State contracting laws, and as a result of OGS’ acceptance of Medtronic as their AED vendor, Medtronic is the only vendor that **must** honor their “Best and Final” pricing. The other vendors are only required to honor their State Contract prices. However, the expectation is that the other vendors will continue to honor their “Best and Final” pricing in order to stay competitive.

The last three pages of this document define the line items within the table. The first page outlines the equipment that was priced. It includes a detailed list of the components that make up the AED “package”. The remaining two pages outline the scope of services that the vendors have priced. You will see that the vendors have priced these services in varying categories. If your agency expects to purchase full services then the total prices shown are an accurate representation of the actual cost. If your agency plans to purchase partial services then the pricing may change slightly.

If you have any questions, please contact me at [*e-mail address*] or at 518-473-5282.

Richard Lamendola  
AED Project Director

# AED Pricing

Reflects the "Best and Final Prices"						
Unit Costs	Medtronic Costs Life Pack CR Plus	Zoll Costs Zoll AED Plus	Welch Allyn Costs AED 10	Philips Costs Heartstart Defib HS1	Cardiac Science Costs Powerheart AED G3	State Contract Prices
AED (semi automatic)	\$1,400.00	\$1,095.00	\$1,485.81	\$1,317.55	\$1,547.00	N.I.C.E./ Defibtech Defibtech DDU-100 \$1,279.00
> 5-year Extended Cost	\$1,550.00	\$1,095.00	\$1,588.33	\$1,526.20	\$1,547.00	\$1,403.00
Pediatric Pads/ Adapter	\$75.00	\$65.00	\$80.75	\$54.60	\$74.00	\$79.00
Training Unit/ Model	\$200.00	\$303.20	\$337.43	\$191.72	\$297.00	-
AED/CPR Training Per Person	\$45.00	\$59.50	\$40.00	\$624.00	\$65.00	\$45.00
Site Assessments Per Build	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
PAD Program Per Build	\$600.00	\$129.00	\$0.00	\$0.00	\$0.00	\$0.00
Medical Direction Per Build	\$0.00	\$59.00	\$0.00	\$1,300.00	\$0.00	\$1,000.00
Program Management Per Build	\$0.00	\$319.00	\$1,195.00	\$0.00	\$995.00	\$0.00
Totals	\$600.00	\$507.00	\$1,195.00	\$1,300.00	\$995.00	\$1,000.00

Medtronic has also included a **10% discount** for all AED related items listed in the PSG contract not included in the prices above or to be purchased as replacement items or otherwise.

\*Does not reflect potential volume discounts.

\*\*Per class with a maximum of 12 students, not per person.

\*\*\*Per AED for 5 years, not Per Building per year as other vendor costs capture.

\*\*\*\*Includes replacement pads in years 3 & 5 and extra battery.

\*\*\*\*\*Submitted higher than on State Contract, thus actual price should be \$245 and \$975 respectively.

\*\*\*\*\*Combined Component Costs.

## **Scope of Equipment:**

### **❖ Semi-Automatic AED:**

The AED unit price to be submitted by the Bidder shall include but not be limited to the following equipment:

#### ***Semi-Automatic AED:***

- One working AED unit including battery(s), memory chip, etc.,
- One AED Carrying Case, if the AED unit is not self-contained and easily transportable with a built-in handle.

#### ***Adult Pads:***

- Two adult pads must accompany each AED unit and either be self-contained within the AED unit or be capable of fitting into the AED Carrying Case.

#### ***Ready Kit:***

- One Ready Kit including; scissors, gloves, razor, respirator, wipes, and Carrying Case. The Ready Kit Carrying Case shall either be attachable to or contained within the AED Carrying Case.

#### ***AED Metal Wall Cabinet:***

- One surface mounted AED metal wall cabinet with and audio and a visual built-in alarm, and a master keying system for all cabinet locks.

#### ***AED Wall Sign:***

- One AED sign to be mounted on a wall at each AED location.

### **❖ Pediatric Pad/Adapter:**

Pediatric pads or manufacturers device designed to accommodate pediatric use. The pediatric pads/device must either be self-contained within the AED unit or be capable of fitting into the AED Carrying Case.

### **❖ Training Unit/Module:**

A training unit/module.

## **Scope of Services:**

In addition to purchase of the AED Units, Bidder shall provide the following services:

### **❖ Site Assessments:**

Bidder shall perform floor by floor Site Surveys of each building and provide a written report with recommendations for the number and location of AEDs. The parameters by which buildings will be evaluated will comply with guidelines of the State promulgated regulations as well as nationally recognized industry standards, such as the American Heart Association, American Red Cross, American Health Institute and the Emergency Services Institute, to name a few. For example, site surveys will be conducted on each floor of each building location and shall be evaluated in such a way that the “Response Interval” (time from collapse to arrival of the responder with the AED) is no more than three (3) minutes and the “Call-To-Shock Interval” is no more than five (5) minutes. The components of the call-to-shock interval include the time it takes designated responders to be notified, access the device, reach the victim’s side, apply the electrodes and deliver the first shock. Site conditions such as travel distance, security check points, locked doors, path of unobstructed travel, access to the AED, etc. shall be considered when determining AED recommended locations. If do to the building configuration or otherwise, the Response Interval or the Call-To-Shock Interval is other than 3 or 5 minutes, respectively, then the written recommendations must identify the calculated duration(s).

### **❖ PAD Program:**

Bidder to develop a complete PAD (Public Access Defibrillation) Program including but not be limited to;

- an implementation plan including management and administrative documents,
- internal marketing tools/documentation,
- employee/tenant awareness campaign resources and materials for solicitation of volunteers,
- local emergency management system (EMS) integration,
- technical services support available 24 hours per day, 7 days per week, 52 weeks per year

❖ **Medical Direction** including but not limited to:

- prescriptive authority for purchase and use of the AEDs,
- medical oversight including but not limited to clinical support, on-site post event downloading services with physician review and report, post-event critical incident stress debriefing by a qualified licensed counselor, 24/7 clinical hotline to speak to an emergency room physician,
- legal compliance review to ensure compliance with all applicable laws,
- training review to ensure programs meet State and Federal requirements,
- administrative support including but not limited to standing orders and protocol for use of the AEDs, preparation of all paperwork for State and/or local registration and notification, post-event records management as required by State or local law,
- post-event replenishment of AED supplies

❖ **Program Management:**

Program Management shall provide online internet interactive services to manage all aspects of the AED Program including but not limited to:

- detailed tracking of all AED locations; serial numbers and/or other identifying information including accessories; in-service dates; equipment replenishment dates; personnel names trained in the use of AED/CPR, their work locations and recertification dates, and equipment inspection and maintenance records management,
- the management system must be capable of and shall provide e-mail notifications/reminders to pre-determined individuals. If a response to the notification/reminder is not received within a pre-determined period of time, follow-up e-mails shall be sent and so on to pre-determined levels of management to a pre-determined point where telephone follow-ups shall occur until such time that issue has been satisfied,
- all data entry,

❖ **AED/CPR Training** includes but is not limited to:

- onsite individual certified AED/CPR training by a national certifying entity; e.g. American Heart Association, American Red Cross, National Safety Council, American Safety and Health Institute, etc., describe certifying entity and term,
- *interim refresher training; describe type of training (online, onsite, etc.) and frequency.*