

## Greg Malmquist

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**From:** Graham, Douglas <doug.graham@philips.com>  
**Sent:** Wednesday, January 07, 2015 11:53 AM  
**To:** Greg Malmquist  
**Subject:** RE: INFO  
**Attachments:** OnSite\_Brochure.pdf; OnSite Accessories.pdf

Chief Malmquist,

Thanks for your inquiry and interest in the Philips AEDs for city hall.

I see you are using the FRx. There are two AEDs we recommend for building use like city hall or corporate/business offices, the FRx and the OnSite.

Both the FRx and OnSite have the same prompts, CPR coaching, and ability to shock in wet or conductive surfaces. They share the same battery but not the same pads, the OnSite pads are integrated into the face of the AED where the FRx are attached by a cable. I've included literature for the OnSite.

They share all the features except robustness and the OnSite requires pediatric pads instead of a reusable key; the FRx is designed for rugged use and can withstand drops of 1 meter onto concrete, driving rain from any angle, and dust. The OnSite is designed for inside use. The OnSite is less expensive and has the same 8 year warranty.

In a nut shell, if you don't mind different pads I'd go with the OnSite. I've attached pricing and literature. Feel free to call me with any questions or concerns. If you need a quote let me know the quantity, if you require cabinets, and signs and I'll get it right out.

## AED Quote

**Prepared For:** Lake Elmo Fire Department

**Quote Expiration:** April 14, 2015

**Terms:** Net 30

**Prepared by:** Mark Peters, Northern Regional Sales Manager / 570.856.2045

Description	Product	Quantity	List Price	Quoted Price	Total
Powerheart AED G3 Plus Fully-Automatic Package	9390A-1001P	1	\$2,130.00	\$1,295.00	\$1,295.00
Powerheart AED G3 Plus Fully Automatic "Oklahoma Package"	9390A-1001P	1	\$2,231.00	\$1,369.00	\$1,369.00
Wall Mount Cabinet	50-00392-10	1	\$192.00	\$162.00	\$162.00
3-D Wall Mount Sign Identifying AED Location w/ two window decals	168-6002-001	1	\$35.60	\$21.36	\$21.36

**Comments: The prices quoted above are based on Minnesota State Contract #23043. Shipping charges are included in the price.**

## HeartStart OnSite Automated External Defibrillator

REF	DESCRIPTION	OFFER PRICE
M5066A	HeartStart OnSite AED (customer must choose a carry case option)	\$880.10
Option C01	Standard Carry Case, OnSite (recommended; space for spare battery and spare pads cartridge)	\$65.65
Option C02	Slim Carry Case, OnSite	\$22.75
Option C04	No Carry Case (customer receives clear vinyl sleeve to hold Quick Reference Guide and call 911 reminder)	\$0.00
Option R01	HeartStart HS1 Ready-Pack (includes: Standard Carrying Case, Spare Adult SMART Pads Cartridge. Device and spare pads are pre-installed in carry case.)	\$102.70

HeartStart OnSite Defibrillator includes Owner Manual, Quick Set-up Guide, Maintenance Booklet, Quick Reference Guide, pre-installed battery, 1 set pre-installed SMART Pads Cartridge, and user-selected carrying case. OnSite Ready-Pack has device and spare pads pre-installed in carry case. HeartStart OnSite Defibrillator device includes 8-year manufacturer's warranty at no charge. Battery includes 4-year warranty; pads are warranted until expiration date. Other accessories include 1-year warranty.

## HeartStart OnSite Accessories

REF	DESCRIPTION	OFFER PRICE
M5070A	Battery, Long-Life LiMnO <sub>2</sub> , HS1/FRx	\$109.85
M5071A	HeartStart Adult SMART Pads Cartridge, HS1	\$43.55
M5072A	Infant/Child SMART Pads Cartridge, HS1	\$70.20
68-PCHAT	Fast Response Kit	\$29.90

## HeartStart Cabinets, Cases & Wall Mounts

REF	DESCRIPTION	OFFER PRICE
989803136531	Defibrillator Cabinet, Basic	\$164.45
PFE7023D	Defibrillator Cabinet, Premium, Semi-recessed	\$304.85
PFE7024D	Defibrillator Cabinet, Premium, Wall Surface	\$286.00
M5075A	Carrying Case, HS1 (when ordering case alone)	\$86.45
M5076A	Slim Carrying Case, HS1 (when ordering case alone)	\$72.80

Thanks for your business!

Regards,

*Doug*


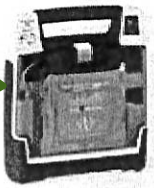
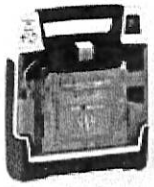

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**From:** Greg Malmquist [mailto:GMalmquist@lakeelmo.org]  
**Sent:** Tuesday, January 06, 2015 5:18 PM  
**To:** Graham, Douglas  
**Subject:** INFO

Part Number	Product Description	Unit Price
<b>AED Standard Package</b>		
<b>9390A-1001P</b>	<b>Powerheart AED G3 Plus Fully-Automatic Package</b>	<b>\$1,295.00</b>
 	Package Includes: (1) 9390A-1001 Powerheart AED G3 Plus Full-Auto; (1) 9146 Intellisense Battery; (2) pairs 9131 Adult Defibrillation Pads; (1) 168-6000-001 AED Carry Bag; (1) 5550-005 Ready Kit; (1) Quick Start Tool Kit (includes Quick Start Guide, CD-ROM with AED manual, training video, RescueLink & MDLink; (1) Serial Communications Cable.	
<b>9300A-1001P</b>	<b>Powerheart AED G3 Fully-Automatic Package</b>	<b>\$1,295.00</b>
	Package Includes: (1) 9300A-1001 Powerheart AED G3 Full-Auto; (1) 9146 Intellisense Battery; (2) pairs 9131 Adult Defibrillation Pads; (1) 168-6000-001 AED Carry Bag; (1) 5550-005 Ready Kit; (1) Quick Start Tool Kit (includes Quick Start Guide, CD-ROM with AED manual, training video, RescueLink & MDLink; (1) Serial Communications Cable.	
<b>9300E-1001P</b>	<b>Powerheart AED G3 Semi-Automatic Package</b>	<b>\$1,295.00</b>
	Package Includes: (1) 9300E-1001 Powerheart AED G3 Semi-Auto; (1) 9146 Intellisense Battery; (2) pairs 9131 Adult Defibrillation Pads; (1) 168-6000-001 AED Carry Bag; (1) 5550-005 Ready Kit; (1) Quick Start Guide, CD-ROM with AED manual, training video, RescueLink & MDLink; (1) Serial Communications Cable.	

Part Number	Product Description	Unit Price
	<b><u>Oklahoma Package 1</u></b> *Includes 1 extra pair of pediatric defibrillation pads into standard package*	
9390A-1001P	<b>Powerheart AED G3 Plus Fully-Automatic Package</b>	<b>\$1,369.00</b>
 	Package Includes: (1) 9390A-1001 Powerheart AED G3 Plus Full-Auto; (1) 9146 Intellisense Battery; (2) pairs 9131 Adult Defibrillation Pads; <b>(1) pair 9730 Pediatric Defibrillation Pads;</b> (1) 168-6000-001 AED Carry Bag; (1) 5550-005 Ready Kit; (1) Quick Start Tool Kit (includes Quick Start Guide, CD-ROM with AED manual, training video, RescueLink & MDLink); (1) Serial Communications Cable	
9300A-1001P	<b>Powerheart AED G3 Fully-Automatic Package</b>	<b>\$1,369.00</b>
	Package Includes: (1) 9300A-1001 Powerheart AED G3 Full-Auto; (1) 9146 Intellisense Battery; (2) pairs 9131 Adult Defibrillation Pads; <b>(1) pair 9730 Pediatric Defibrillation Pads;</b> (1) 168-6000-001 AED Carry Bag; (1) 5550-005 Ready Kit; (1) Quick Start Tool Kit (includes Quick Start Guide, CD-ROM with AED manual, training video, RescueLink & MDLink); (1) Serial Communications Cable	

Part Number	Product Description	Unit Price
<b>Powerheart AED Storage Options</b>		
<p>180-2021-001</p> 	<p>"Traditional" AED wall mount storage case with strobe light alarm</p>	<p><b>\$202.00</b></p>
<p>180-2022-001</p> 	<p>Wall Sleeve</p>	<p><b>\$66.00</b></p>
<p>168-6002-001</p> 	<p>3-D Wall Mount Sign Identifying AED Location w/ two window decals</p>	<p><b>\$21.36</b></p>



Part Number	Product Description	Unit Price
<b>Powerheart AED Storage Options</b>		
<b>50-00392-10</b>  	Surface Wall Mount Cabinet for AED's	<b>\$162.00</b>
<b>50-00392-20</b> 	Surface Wall Mount Cabinet with alarm, security enabled for AED's	<b>\$202.00</b>
<b>50-00392-30</b> 	Surface Wall Mount Cabinet with alarm, strobe, security enabled (for AED's)	<b>\$243.00</b>