



## **AED BUYER'S GUIDE**

Your goal is to find the automated external defibrillator (AED) that's best for you and your company, but how do you do it? Crashcarts.com helps you make the right decision by helping you ask the right questions! Read our helpful list of frequently asked questions and answers below:

### **Shouldn't I just buy the same AED used by my local fire-rescue unit or ambulance?**

AEDs used by EMTs and Paramedics may be intimidating to lay persons trained only in CPR. Often, they're more expensive, too. Purchase an AED that you and your cohorts can use comfortably and one that fits your budget.

### **I've seen the term "biphasic" used in brochures of all brands to describe how AEDs deliver shocks. What does this mean?**

When a shock is required for cardiac arrest, all new defibrillators deliver one that is biphasic. This means that "current that first flows in a positive direction for a specified duration. In the second phase the device reverses the direction of current so that it flows in a negative direction. Older models deliver what is called a monophasic shock. Purchasing an AED that uses monophasic technology means you're probably buying an older used machine. Crashcarts.com only sells factory new biphasic AEDs!

### **What about companies that offer "free" on-site maintenance, is there any "value" to it?**

AEDs are virtually maintenance-free. Almost all brands perform a regular electronic self-check with an indicator that the AED is in a "ready" state. An AED will notify you if it's not functioning properly with a flashing light and audible sound! Some companies offer "on-site" maintenance to "calibrate" or "test shock" the machine. These tests are unnecessary and do nothing more than wear out the device's battery before it's time. Buy an AED that tests itself for the presence of pre-connected pads, too. Some AEDs will pass their electronic self-test even if the pads are missing!

### **What is a typical warranty on an AED?**

All new AEDs come with a manufacturer's 5-year warranty. Accepting anything less than a 5-year warranty means you're purchasing a used or "refurbished" machine. Look for it in your quote!

### **What is medical authorization and what is it for?**

Medical authorization is a written prescription from a doctor authorizing us to send an AED to you. Any AED sales company will require this prior to an AED purchase. The law has proven to be unenforceable and therefore isn't enforced. There are even law changes that have made it unnecessary in some areas. If you have a prescription from your doctor when you order, please mail it to us at the address on the "contact us" page.

### **So what is medical direction and oversight?**

Many customers who buy AEDs want "quality control" after the purchase as well as help determining company policies about how and when an AED will be used, maintenance of AEDs, and training. Look at the Crashcarts.com "links" page for standardized forms and guidelines.

### **So let's talk price!**

Buy an AED you can afford that has the features important to you. If you aren't sure about a feature, just call us and ask. It's **TOLL-FREE! 1-888-989-6337**

### **Who are the people at Crashcarts.com®?**

The entire staff at Crashcarts.com are present day EMTs and Paramedics! All of us have used defibrillators in the field and have had our share of "saves." We're not just salespeople. We actually care!