



PHILIPS

Philips Medical Systems

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Dear HeartStart AED Customer:

As you know, the American Heart Association (AHA) Guidelines 2005 were announced on November 28, 2005, changing the way we respond to Sudden Cardiac Arrest. Below is a discussion of the impact of these changes on HeartStart AEDs, and the Philips programs to address the changes in AED protocol.

Philips AEDs are Largely Optimized for AHA Recommendations Now

Philips scientists reviewed extensive clinical data and anticipated the new emphasis on CPR reflected in the Guidelines. The nearly 300,000 HeartStart AEDs in service today can *already* be configured for a protocol of a single shock, followed by a 2 minute CPR interval, making them largely compliant now. In the few details where HeartStart AEDs do not match the AHA recommendations, current users should be reassured by this AHA statement, "These new guidelines do not imply that care given based on earlier guidelines are either unsafe or ineffective, including the use of AEDs that are designed to conform to those earlier guidelines...the AHA encourages implementation of (and training for) life saving medical emergency response plans (including AED programs) to continue without interruption..."¹ Current devices are clearly appropriate for responding to cardiac arrest now.

FR2+ Optimized for Guidelines 2005 Now

The HeartStart FR2+ defibrillator with software version 1.6 (the current FR2+ with SMART CPR and Quick Shock) can be configured to conform to the AHA recommendations using a Training and Administration Pack. FR2+ version 1.6 has been shipping since December 2005.

Devices *pre-dating* version 1.6 can be configured to essentially conform, but have a prompt to check the patient before CPR when no shock is advised. For customers wanting that prompt eliminated, Philips offers a factory upgrade program. When you order the M3876A upgrade product number and send Philips your device, Philips will reprogram it for you, removing that voice prompt, and giving you the added benefits of SMART CPR and Quick Shock.²

Free Update Offer for FRx and OnSite

All HeartStart FRx defibrillators can be configured to meet the AHA recommendations now in cases where the Medical Director prefers chest compressions-only CPR.³ However, the *default* CPR Coaching on FRx and OnSite needs to be modified from 15 compressions/2 breaths (5/1 for children) to the new 30 compressions/2 breaths recommendation. For the OnSite, a "check circulation" instruction will also be removed.

Philips expects to be shipping these FRx and OnSite devices with maximum optimization for Guidelines 2005 this summer. For *current* customers, Philips offers the following program: Philips will exchange your device for one that is optimized for the new AHA recommendations. Simply order the appropriate Guidelines 2005 Update product number. When available, Philips will send you a reprogrammed device. Then you simply send yours back.⁴ No complicated AED software for you to install. We do the work for you.

For customers who are shipped FRx and OnSite defibrillators *after November 28, 2005*, this exchange program is *free of charge*, at Philips' expense.⁵ For customers shipped FRx and OnSite units *prior to* the new Guidelines announcement, a service/shipping charge applies; as a bonus, those customers will also receive a 2-year extended warranty at no charge—a \$395 value!

Summary of HeartStart AED Optimization Programs

Device	Current Level of Optimization for AHA Recommendations	Update program available for devices shipped <i>after</i> Guidelines announced (11/28/05)	Update program available for devices shipped <i>before</i> Guidelines announced
FR2+	All devices support single shock & 2-minute CPR. Version 1.6 devices can be configured for maximum compliance.	N/A	Philips upgrades your device for Guidelines 2005, SMART CPR, and Quick Shock. A \$295 service/ shipping charge applies. Order P/N M3876A. Expires 12/31/07
FRx	Supports single shock, 2-minute CPR, no circulation check. Compliant for those preferring compressions-only CPR coaching.	Free device exchange. Philips ships you a unit optimized for Guidelines. You send us back your unit. Order P/N 861338. Expires 12/31/06	Device exchange. Philips ships you a unit optimized for Guidelines. You send us back your unit. A \$280 service/shipping charge applies. Free extended warranty. Order P/N 861339. Expires 12/31/07.
OnSite	Supports single shock, 2-minute CPR.	Free device exchange. Philips ships you a unit fully optimized for Guidelines. You send us back your unit. Order P/N 861334. Expires 12/31/06	Device exchange. Philips ships you a unit optimized for Guidelines. You send us back your unit. A \$280 service/ shipping charge applies. Free extended warranty. Order P/N 861335. Expires 12/31/07.

Philips leads the Way with AEDs Optimized for Maximum CPR

The AHA Guidelines were largely shaped by a new emphasis on maximizing high quality CPR and minimizing interruptions to CPR. In response to the growing body of science supporting this, Philips offers CPR Coaching in the OnSite and FRx defibrillators. Philips is the *only* manufacturer with Quick Shock—the ability to deliver a shock after CPR in *under 10 seconds* (typical). Reducing the time between chest compressions and shock delivery by even a few seconds improves shock success.⁶ And Philips innovated with SMART CPR: the FR2+ will automatically determine the likelihood that a presenting shockable heart rhythm will actually respond positively to a shock. It will advise either an immediate shock for rhythms typical of short duration arrest, or CPR first followed by a shock for rhythms typical of long duration arrest.

At Philips, we are proud of the extent to which our AEDs are already optimized for the AHA recommendations. For those few areas that aren't, we are committed to doing all we can to make your transition as easy as possible. Feel free to call Philips customer service at (800) 263-3342 or contact your Philips representative for more information on Guidelines 2005 and Philips AEDs.

¹ Open letter from American Heart Association National Center, December 9, 2005.

² Turnaround time may be up to 2 weeks.

³ Compressions-only CPR is a Class IIa recommendation when responders are unable or unwilling to give rescue breaths (Circulation, 2005:112:IV-35-IV-46). CPR Coaching with compressions-only can be configured on FRx.

⁴ Exchange device is a previously owned, reprogrammed device meeting Philips' strict quality standards. Warranty will extend to the full duration of the customer's original device. Customer must return their device back to Philips within 2 weeks or will be invoiced the full price of the exchange device.

⁵ Free offer expires December 31, 2006.

⁶ Circulation, 2005:112:IV-35-IV-46.