

This communication is intended for Philips HeartStart customers in the United States and United States territories.



Emergency Care & Resuscitation  
22100 Bothell Everett Highway  
Bothell, WA 98021

December 16, 2019

Dear Philips HeartStart Customers,

On December 31, 2012, Philips announced its intention to discontinue the HeartStart FR2/FR2+. Six years later, on December 31, 2018, Philips announced end of life support for HeartStart FR2/FR2+ AEDs and most FR2/FR2+ accessories.

**This letter is to inform you that Philips will not ship any of the products listed below to USA locations after February 2, 2021. In order to accommodate this stoppage of shipments, the last day to place orders for the HeartStart FR2/FR2+ AED accessories listed below will be December 31, 2020. Orders for these part numbers that cannot be shipped by February 2, 2021 will be cancelled.**

Part Number	Description	USA Customers: Last day to place orders
M3863A	Battery Pack. Disposable lithium battery.	December 31, 2020
M3848A	Lithium ION Rechargeable battery	December 31, 2020
989803136291	Battery, Aviation, LiMnO <sub>2</sub> , FR2 series	December 31, 2020
M3870A	FR2 Pediatric Defibrillator Pads	December 31, 2020
07-10900	Defibrillator Training Pads: 1 Set	December 31, 2020
07-11000	Defibrillator Trainer Carry Case	December 31, 2020
M3871A	FR2 Series Infant/Child Training Pads	December 31, 2020
989803158211	Defibrillation Pads: 1-pack (for use with FR2)	December 31, 2020
989803158221	Defibrillation Pads: 5-pack (for use with FR2)	December 31, 2020

The United States Food and Drug Administration (FDA) published a final order in February 2015 requiring premarket approval (PMA) applications for new and existing AEDs and necessary AED accessories. There are now FDA-approved AEDs available, and we encourage you to begin making plans to transition to an FDA-approved AED.

Philips currently offers the following PMA approved AEDs:

**HeartStart OnSite (Model M5066A) and HeartStart Home (Model M5068A)** - The HeartStart OnSite and Home Defibrillators are light-weight, easy-to-use Automated External Defibrillators (AED), indicated to treat potential victims of cardiac arrest. The HeartStart OnSite and HeartStart Home defibrillator are designed for use by a lay-person and are intended for public access defibrillation (HeartStart OnSite) and home use (HeartStart Home). Both devices are designated for over-the-counter sale; the infant/child SMART pads cartridge (M5072A) is prescription-use only.

Both the HeartStart OnSite and HeartStart Home prompt users to take specific actions if a potentially shockable rhythm is detected. HeartStart OnSite and HeartStart Home are able to provide verbal instructions to the user, detect where the user is in the event response, and provide general CPR guidance.

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# PHILIPS

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In addition, the following existing Philips AEDs currently have PMA applications which FDA has determined are approvable, subject to a successful FDA final inspection of the manufacturing facility. These devices are available for order and Philips will issue a subsequent communication at the time these devices become available for shipment.

- **HeartStart FRx (Model 861304)** - The HeartStart FRx AED is a small, lightweight, portable, rugged, battery powered automated external defibrillator (AED) indicated to treat potential victims of sudden cardiac arrest (SCA). This device is designated prescription-use only. The FRx is a public access AED. Users should have received training in basic life support/AED, or a physician-authorized emergency medical response training program. The FRx is highly configurable for local protocol considerations. The HeartStart FRx (Model 861304) is indicated for adults over 55 pounds (25kg). The Model 861304 is also indicated for infants and children under 55 pounds (25 kg) or 8 years old when used with the optional Infant/Child Key. The Infant/Child key is designated prescription-use only
- **HeartStart FR3 (Models 861388 and 861389)** - The HeartStart FR3 AED is a compact, light-weight, battery-powered, automated external defibrillator (AED) indicated to treat potential victims of sudden cardiac arrest. This device is designated prescription-use only. The use environment of this AED is in pre-hospital emergency response settings. The intended user is trained in Basic Life Support (BLS), Advanced Life Support (ALS), or another physician-authorized training program. The device has an easy to use interface for the responder to activate the device, apply the pads, and deliver a shock. The models 861388 and 861389 are indicated for adults over 55 pounds (25 kg). The models 861388 and 861389 are also indicated for infants and children under 55 pounds (25 kg) or 8 years old when used with the optional Infant/Child Key.

Please contact your Philips representative or Philips authorized distributor if you have questions, need assistance in planning for this upcoming end of support, or would like additional information about PMA approved or PMA approvable AED devices.



# Cardio Partners

## Sales Quote

**Q1024579**

March 24, 2023

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Cardio Partners Inc  
PO Box 772834  
Detroit, MI 48277  
715-356-0200

**Customer Number** C0914477  
**Your Reference**  
**Customer PO Number**  
**Shipping Method** FEDEX Ground  
**Payment Terms** Credit Card

**BILL TO:**

Richland Center Fire Department  
Steve Krueger  
205 E Mill St  
Richland Center, WI 53581  
USA

**SHIP TO:**

Richland Center Fire Department  
Steve Krueger  
205 E Mill St  
Richland Center, WI 53581  
USA

\*\*Need 'Stop the Bleed' Kits!？\*\*

Item No.	Description	Quantity	Current Price	Your Price	Total
861304-C01	PM-AED FRx Defibrillator with Soft Case	7	<del>1,944.00</del>	1,458.60	10,210.20
M5070A	PM-Battery OnSite/Home/FRx	7	<del>175.00</del>	113.75	796.25
989803139261	PM-Electrode FRx SMART Pads II	7	<del>62.00</del>	0.00	0.00
989803139311	PM-Key FRx Infant/Child	7	<del>111.00</del>	72.15	505.05
<b>Subtotal</b>				<b>11,511.50</b>	
<b>Total Tax</b>				<b>633.13</b>	
<b>Total \$ Incl. Tax</b>				<b>12,144.63</b>	

Quote valid for 30 days from the above date.

**Prepared for you by:**

Stephanie Sowatzka  
stephanie.sowatzka@cardiopartners.com  
800-696-2401

**PROUD SUPPLIER TO THE US GOVERNMENT****GSA/VA Contract Number: V797D-50533****Contract Expiration Date: 01/31/2023****DUNS #: 121 306 984****CAGE Code: 3DHR2****FEIN/TIN: 27-0005083****Business Size Classification: Large**



## Steve Krueger

**From:** Adams, Jeff <jeff.adams@philips.com>  
**Sent:** Saturday, March 25, 2023 10:09 AM  
**To:** Steve Krueger  
**Cc:** Steve Krueger  
**Subject:** RE: Richland Center Defib quote request

Hi Steve,

Here are the (2) quotes per your request. The AED with ready-pack includes: device, battery, carry case, 2 sets of adult pads. The quote includes a 2<sup>nd</sup>/spare battery and the infant/child key. We do not currently have any trade-in offers available.

### Richland Center Fire Department Quote

# PHILIPS

Confidential Proprietary Information

Richland Center Fire Department  
205 East Mill Street  
Richland Center, WI 53581

*FIRE*

**Customer:** NASPO ValuPoint  
**Contract:** SW17300  
**Validity period:** Proposed pricing for Oct 2023

*The prices shown reflect the discounted cash price for the items. Upon request, we will provide you with the price of an item based on any other payment method that we accept. If you elect a different payment method, then the quotation we provide prior to sale will reflect the price that accords with the payment method that you selected.*

Material Number	Legacy Number	Product Description	Net Price	Qty	Ext. Cost
989803121381	M5070A	HS1 Battery Pack	\$ 113.75	1	\$ 113.75
861304	861304	HeartStart FRx Defibrillator	\$ 1,331.85	1	\$ 1,331.85
861304_R01	861304_R01	R01 FRx Ready-Pack	\$ 126.75	1	\$ 126.75
989803139311	989803139311	Infant/Child Key, FRx Defibrillator	\$ 72.15	1	\$ 72.15

**Grand Total** Includes shipping at no additional charge. **\$ 1,644.50**  
Does not include taxes, if applicable.

### City Utilities – Water Department Quote

# PHILIPS

Confidential Proprietary Information

City Utilities – Water Department  
PO Box 312  
450 South Main Street  
Richland Center, WI 53581

*\* CITY UTILITIES*

**Customer:** NASPO ValuPoint  
**Contract:** SW17300  
**Validity period:** Proposed pricing for Oct 2023

*The prices shown reflect the discounted cash price for the items. Upon request, we will provide you with the price of an item based on any other payment method that we accept. If you elect a different payment method, then the quotation we provide prior to sale will reflect the price that accords with the payment method that you selected.*

Material Number	Legacy Number	Product Description	Net Price	Qty	Ext. Cost
989803121381	M5070A	HS1 Battery Pack	\$ 113.75	7	\$ 796.25
861304	861304	HeartStart FRx Defibrillator	\$ 1,331.85	7	\$ 9,322.95
861304_R01	861304_R01	R01 FRx Ready-Pack	\$ 126.75	7	\$ 887.25
989803139311	989803139311	Infant/Child Key, FRx Defibrillator	\$ 72.15	7	\$ 505.05

**Grand Total** Includes shipping at no additional charge. **\$ 11,511.50**  
Does not include taxes, if applicable.

**AED Essentials, Inc.**  
6775 Fincham Dr Suite 3  
Rockford, IL 61108  
+1 8158743514  
action@aedessentials.com  
www.aedessentials.com



## Estimate

### ADDRESS

Steve Krueger  
Richland Center Utilities Water  
450 South Main Street  
Richland Center, WI 53581

### SHIP TO

Steve Krueger  
Richland Center Utilities  
Water  
450 South Main Street  
Richland Center, WI 53581

**ESTIMATE # 7688**

**DATE 04/04/2023**

SKU	DESCRIPTION	QTY	RATE	AMOUNT
861304_C01	FRx with Standard Carry Case. Includes FRx Defibrillator, 1 pre-installed Battery, 1 set pre-installed SMART Pads II Cartridge, user-selected Carry Case, Quick Set-up Guide, Maintenance Booklet, Quick Reference Guide, Owner's Manual, 8-yr warranty for AED, 4-year warranty for Battery, Pads are warranted until expiration date. Other accessories include 1-year warranty	7	2,254.00	15,778.00
989803121381	OnSite, Home, HS1, FRx AED Battery is a disposable, lithium manganese dioxide, long-life battery that will typically last for four years with the defibrillator in standby mode.	7	175.00	1,225.00
989803139261	HeartStart FRx AED SMART Pads II, 1-set. Shelf life 30 months from date of manufacturing.	7	60.00	420.00
989803139311	Infant/child key used in infant/child defibrillation with the HeartStart FRx Defibrillator	7	111.00	777.00
	AED-KIT Supplies( includes the gloves, washcloth, scissors, mask, and razor)	7	0.00	0.00

Richland Center Utilities Water 7FRx AEDs

SUBTOTAL	18,200.00
DISCOUNT 18%	-3,276.00
TAX	0.00
<b>TOTAL</b>	<b>\$14,924.00</b>

Accepted By

Accepted Date