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FOR IMMEDIATE RELEASE

## **ZOLL MEDICAL AWARDED BRITISH HEART FOUNDATION TENDER FOR AEDS**

**June 21, 2010** - ZOLL Medical Corporation, a manufacturer of medical devices and related software solutions, announced today that it has been designated a nominated supplier by the British Heart Foundation (BHF) for its ZOLL AED Plus<sup>®</sup> and ZOLL AED Pro<sup>®</sup>. Under the terms of the Level 1 Community Resuscitation Programme tender, ZOLL is the sole supplier to the BHF. The BHF plans to purchase AED Plus units annually from April 6, 2010 for the next three years to distribute in public places and areas of need throughout the United Kingdom.



ZOLL also won joint supplier status Level 2 and Level 3 for its AED Pro<sup>®</sup> for the next three years. If fully exercised, the potential revenue for the contract could exceed £1.5 million for all three levels.

The tender process included leading professionals from both the medical community and ambulance services. It scrutinized all aspects vital to the delivery of the BHF Community Resuscitation programme including the clinical aspects of the devices, account management, compliance with resuscitation guidelines and compatibility with the ambulance service.

“One in three people who experience sudden cardiac arrest die before reaching the hospital. Experts believe these figures could be reduced drastically if there were more defibrillators in public places,” stated Claire O’Neill, Community Resuscitation Lead, British Heart Foundation. “We are delighted to be continuing our productive working relationship with ZOLL to place more AEDs in the community.”

“ZOLL is pleased to be providing public access AEDs that will encourage British citizens to provide emergency CPR and defibrillation in the event someone collapses from sudden cardiac arrest. This initiative will improve survival rates from this leading cause of unexpected death,” said Jonathan A. Rennert, President of ZOLL.

### **About the AED Plus and AED Pro**

Both the AED Plus and AED Pro offer Real CPR Help<sup>®</sup> to help rescuers provide high-quality manual CPR. This feedback technology features real-time auditory and visual feedback for gauging the rate and depth of CPR chest compressions.

The ZOLL AED Plus is a Full-Rescue AED, which guides rescuers through the complete Chain of Survival, helping all sudden cardiac arrest victims, not just those who need a shock. The AED Plus requires minimal training to operate and is ideal for the infrequent rescuer.

The AED Pro, with its rugged construction and advanced capabilities, is the first ALS defibrillator designed for professional responders. It features See-Thru CPR<sup>®</sup>, an industry-unique filtering technology that allows professional rescuers to view a patient's underlying cardiac rhythm by filtering CPR artifact during resuscitation efforts. This eliminates the need to stop compressions to see if defibrillation was successful.

### **About Sudden Cardiac Arrest**

SCA, an abrupt disruption of the heart's function, which causes a lack of blood flow to vital organs, claims more than 200,000 lives each year in the United Kingdom. It is the leading cause of unexpected death in the world and strikes without warning. Currently, only about 5 percent of victims survive; 95 percent will die from SCA.

### **About the British Heart Foundation**

The British Heart Foundation (BHF) is the nation's heart charity, dedicated to saving lives through pioneering research, patient care, campaigning for change, and by providing vital information. The BHF is the largest funder of independent heart research in the U.K. It is the fourth largest charity in the U.K. and serves England, Scotland, Wales, and Northern Ireland in the fight against heart disease, the number one killer in the U.K. For more information, visit <http://www.bhf.org.uk>.

### **About ZOLL Medical Corporation**

ZOLL Medical Corporation develops and markets medical devices and software solutions that help advance emergency care and save lives, while increasing clinical and operational efficiencies. With products for defibrillation and monitoring, circulation and CPR feedback, data management, fluid resuscitation, and therapeutic temperature management, ZOLL provides a comprehensive set of technologies which help clinicians, EMS and fire professionals, and lay rescuers treat victims needing resuscitation and critical care. For more information, visit [www.zoll.com](http://www.zoll.com).

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