

July 06, 2005 07:00 AM US Eastern Timezone

## New Jersey Orders More Than 1,600 Defibtech Defibrillators for Police Cars Statewide; Multi-Million Dollar Program the Latest in a String of Statewide AED Deployments



Defibtech's Lifeline(R) and ReviveR(TM) AEDs are the market's most affordable fully featured AEDs. Easy to use and portable, the AED makes saving a victim of sudden cardiac arrest more possible than ever. The device "talks" to the user, giving audible instructions on lifesaving defibrillation. The AED's award-winning design makes it easy to operate. Durable and reliable, the AED has pediatric capability and the market's longest battery life. 1-866-333-4248, sales@defibtech.com, www.defibtech.com (Photo: Business Wire)

TRENTON, N.J.--(BUSINESS WIRE)--July 6, 2005--Defibtech announced today that the state of New Jersey has ordered 1,682 automated external defibrillators (AEDs) for statewide deployment in police cars. Officials from the global AED manufacturer said the order represents one of the largest public access AED deployments on record. The cars will be equipped as part of a three-year, multimillion-dollar contract that will result in thousands of Defibtech Lifeline AED(R)s being placed throughout the state.

"Police officers often are the first to arrive at the scene of an emergency. Having AEDs in police vehicles has proven to save lives," said Defibtech's CEO and co-founder, Dr. Glenn W. Laub, who also is chairman of cardiac surgery and director of the Heart Hospital at St. Francis Medical Center in Trenton. "New Jersey's precedent-setting program will add a new dimension to the effort to reduce deaths from sudden cardiac arrest."

Over the past two years alone, Defibtech AEDs have been chosen by a growing number of states including Arkansas, Florida, Idaho, Louisiana, Maine, New Jersey, New Mexico and Utah, with more than 4,000 Defibtech AEDs ordered. Company President Gintaras Vaisnys said distributors offering Defibtech AEDs have won more than half of the major state contracts for defibrillators they bid on. "Defibtech's Lifeline and ReviveR(TM) have become the defibrillators of choice for large-scale, statewide deployments," he said.

AEDs revive victims of sudden cardiac arrest (SCA) caused by ventricular fibrillation. Studies show that if victims are defibrillated within a minute or two after arrest, more than 90 percent survive. If defibrillation is delayed for more than 10 minutes, only 5 percent live, making immediate access to AEDs vital. According to 2005 American Heart Association statistics, most of the 335,000 sudden cardiac deaths in America are caused by ventricular fibrillation. There are about 6,400 cases of SCA each year in New Jersey, according to the New Jersey Department of Health and Senior Services.

The Defibtech AED has won numerous awards from prestigious competitions recognizing its design, ease of use and reliability. Earlier this month, Defibtech won the Gold Medical Design Excellence Award from Medical Device and Diagnostic Industry magazine. The Defibtech AED also received the Industrial Design Excellence Award (Industrial Designers Society of America), Good Design Award (Chicago Athenaeum), Design Excellence Award (Appliance Manufacturer magazine), Technology Innovation Award (Greater New

Haven Chamber of Commerce) and the Gold Connecticut Quality Innovation Prize -- America's oldest state-level Malcolm Baldrige National Quality Award.

The market's lowest-priced, fully featured AED, the Defibtech Lifeline features an industry-leading feature set including biphasic defibrillation technology, self-testing capability, class-leading user interface and voice prompts, longest operational battery life (up to 7 years), pediatric capability and a professional-grade rugged design.

### About Defibtech

Defibtech relentlessly pursues one goal: making the best automatic external defibrillators (AEDs) in the world at affordable prices. Defibtech designs and manufactures the FDA-cleared Lifeline(R) and ReviveR(TM) brand AEDs and related accessories including pediatric defibrillation pads. Defibtech's products are sold through its network of distribution partners in the United States and around the world. Founded in 1999, Defibtech is a New Jersey LLC headquartered in Guilford, Connecticut and manufactures all of its defibrillators in the United States in a state-of-the-art ISO-9002 certified facility. The company also has CE Marking approval and ISO 13485 certification. For more information about Defibtech and its products, visit [www.defibtech.com](http://www.defibtech.com) or call 1-866-DEFIB-4-U (1-866-333-4248).

### Contacts:

#### Defibtech

Ray Valek  
708-352-8695  
[ray@defibtech.com](mailto:ray@defibtech.com)

### At A Glance

#### Defibtech

**Headquarters:** Guilford, Connecticut  
**Website:** <http://www.defibtech.com>  
**CEO:** Glenn Laub  
**Employees:** N/A  
**Organization:** Private

Source: via Business Wire  
Updated 06/30/2005 by company