

Rep Talking Points — Do Not Distribute — Internal Use Only



IntelliSense® Battery Talking Points

Cardiac Science™ provides the most robust battery shipping with any AED in production — to help ensure that your Powerheart® AED is always rescue ready.

Show Them the Cells

- We use only medical grade cells in our IntelliSense battery
- Many competitors don't
 - In fact, some competitor AEDs require that the customer purchase many individual consumer batteries and install them one by one

Show Them the Electronics

- Our battery is smart
 - It stores its complete history
 - Battery identification
 - Installation date
 - Number of charges delivered
 - Time in operation (hours:minutes)
 - Days of standby operation
 - It provides daily status of its remaining capacity to the AED

Our Battery is Robust

- We provide a full 4-year replacement guarantee on our 9146 battery
 - Cardiac Science is the only AED manufacturer to provide this level of battery support
- It provides enough energy to support
 - The most robust device self-test regimen in the industry
 - Full energy biphasic therapy
- It provides at least 9 shocks even after the device first indicates that the battery is low

Our Battery is Simple to Use

- Our AEDs are powered by a single, extended-life battery
 - It is intuitive, quick and easy to install/replace
 - It requires no maintenance
- Some competitor AEDs require multiple batteries to power the device
 - This can make maintenance and replacement more cumbersome or difficult
 - In fact, some competitor AEDs require that the customer purchase many individual consumer batteries and install them one by one