

Tab E – Proposal Pricing

AIVIA Kiosk / Stand (upfront cost)

\$5,025 / Unit

Does not include the cost of pad or electrical hookup which is typically managed by customer. If customer would prefer that AED123 install the pad and electrical, AED123 can work with a contractor for this and pass the cost through to customer with a 10% markup.

Service of AIVIA Stand and AED owned by the Customer (annual recurring cost)

\$1,067 / Unit

Volume discounts are available for > 5 units

Outdoor Cabinet Installation with Signage (upfront cost)

\$335 / Unit

Service of Outdoor Cabinet and AED owned by the Customer (annual recurring cost)

\$627 / Unit

Volume discounts are available for > 5 units

Cost of AEDs / Accessories

\$1,028 / Philips OnSite AED

\$1,459 / Philips FRx AED

\$1,935 / Stryker CR2 AED

\$980 / HeartSine 350P AED

\$1,000 / Defibtech Lifeline AED

\$1,824 / ZOLL AED 3

\$1,405 / ZOLL AED Plus

\$1,600 / Cardiac Science G5

\$41 / Fast Response Kit