

**FOR IMMEDIATE RELEASE**

**CARDIAC SOLUTIONS AND READINESS SYSTEMS PARTNER TO BRING AED SENTINEL®  
TO MORE WORKPLACES AND LARGE AED PROGRAMS NATIONWIDE**

***Collaboration Enables AED Program Managers Greater Access to the Industry's First Remote AED  
Monitoring System Built for Every AED Program***

**PORTLAND, Ore. and BIRMINGHAM, Ala. – March 13, 2019** – Readiness Systems, your automated external defibrillator (AED) program compliance expert, and Cardiac Solutions, a world leading public access AED provider, announced today a distribution partnership to bring AED Sentinel, the first remote AED monitoring system built for *every* AED program, to organizations across the U.S., helping to ensure more workplaces are certified in AED readiness.

Designed and created by the leading authority in AED program compliance, AED Sentinel solves one of the most pressing challenges in AED program management, eliminating the need for human inspections, and finally providing AED program managers with the ultimate in ease of AED ownership.

**About AEDs and the Importance of Readiness**

AEDs are FDA-regulated medical devices approved for use by non-medically trained lay people to treat sudden cardiac arrest. They are often deployed in public access settings, including workplaces. AED owners are responsible for ensuring these life-saving devices are ready to work every time they are needed. But ensuring readiness can be a real challenge for organizations of any size. Sadly, today's reliance on human AED inspectors results in a high rate of non-compliance, meaning large numbers of AEDs go uninspected or poorly maintained for long periods of time. This leads to an increased risk of AED failure, avoidable sudden cardiac death and lawsuits. And, of course, there are direct and indirect costs associated with pulling valuable employees away from their primary jobs to perform these checks. *AED Sentinel eliminates the burden and cost of human inspections, and reduces the risk of AED failure and its often-tragic consequences.*

AED Sentinel tackles the industry's greatest challenges today:

- **Frees human resources with the best automated solution**—AED program managers instantly increase their inspection frequency from (maybe) once per month to multiple checks per day, with 24/7 automated monitoring of AEDs and accessories.
- **Makes compliance cost-effective**—By freeing up valuable employees *and* reducing AED lawsuit risk with one modest investment, the savings is amplified. And Readiness Systems backs subscribers with AED Sentinel Certified Compliance, so no matter what brand AEDs they have, they can rest assured they're covered.
- **Finally, ease of ownership**—AED Sentinel eliminates both the burden and cost of human inspectors, making AED programs truly reliable and providing peace of mind that monitored AEDs will be ready every time.

“When your AEDs are needed, you *need* them to be ready,” said Richard Lazar, President of Readiness Systems and inventor of AED Sentinel. “But ensuring readiness is a massive burden for organizations today, which is why so many compliance and legal issues cross my desk. I knew we had to tackle this challenge proactively, and that's exactly what we set out to do. With AED Sentinel, AED program managers can now be confident that their devices are always ready, ensure compliance and ease the burdens of program cost and management.”

## FOR IMMEDIATE RELEASE

Cardiac Solutions and AED Sentinel are well suited to join forces and bring this first-of-its-kind solution to organizations seeking to ensure their AED programs are at peak readiness.

“Cardiac Solutions has a reputation for putting quality, service, integrity, innovation and teamwork together to provide its customers with the best new solutions on the market,” said Lazar. “And their track record for enabling successful, large-scale public access defibrillation programs is a perfect fit for the solution we’ve designed. Together, we can help more AED programs—including some of the largest—ensure compliance and easily manage their readiness, which in turn, will help save more lives.”

“AED Sentinel is among the most exciting new products to join the AED marketplace in some time,” said Jon M. Seale, CEO at Cardiac Solutions. “We immediately recognized the value this will bring to our customers, many of which struggle with the burdens of AED inspections. In partnering with Readiness Systems, we will bring AED Sentinel to the market at scale, becoming a go-to source for public access defibrillator readiness, and bringing tremendous peace of mind to customers with broad programs ripe for this smart, technology-based solution that addresses one of their greatest pain points.”

### **About AED Sentinel, *brought to you by Readiness Systems***

AED Sentinel is a technology-based remote AED monitoring system, designed and built by the leading authority in AED program compliance, to provide the ultimate in ease of AED ownership and management. It is thoughtfully designed to provide an uncomplicated solution to a complicated problem, enabling AED program managers to quickly self-install and foolproof their AED programs in minutes. AED Sentinel uses internet-connected hardware, along with an associated software platform and an intuitive user dashboard for monitoring, alerts and reporting. And it works with all current AED makes and models installed in wall-mounted cabinets. For more information, visit [www.aedsentinel.com](http://www.aedsentinel.com).

### **About Cardiac Solutions**

The mission of Cardiac Solutions, a world leader in public access defibrillator programs, is to advance the deployment of life-saving defibrillation therapy for the treatment of sudden cardiac arrest in non-traditional areas of care. Cardiac Solutions offers a comprehensive portfolio of AED program solutions that include planning, design, implementation, administration, medical oversight, training and management through a single point of contact. To learn more, visit [www.cardiac-solutions.net](http://www.cardiac-solutions.net).

### **Media Contacts:**

Carissa B. Caramanis  
AED Sentinel  
978-875-2020  
[carissao@gmail.com](mailto:carissao@gmail.com)

Jon Seale  
Cardiac Solutions  
888-223-2939  
[jseale@cardiac-solutions.net](mailto:jseale@cardiac-solutions.net)