

ZOLL®

Mobilize Rescue Systems™

**EQUIP.
EMPOWER.
RESPOND.**



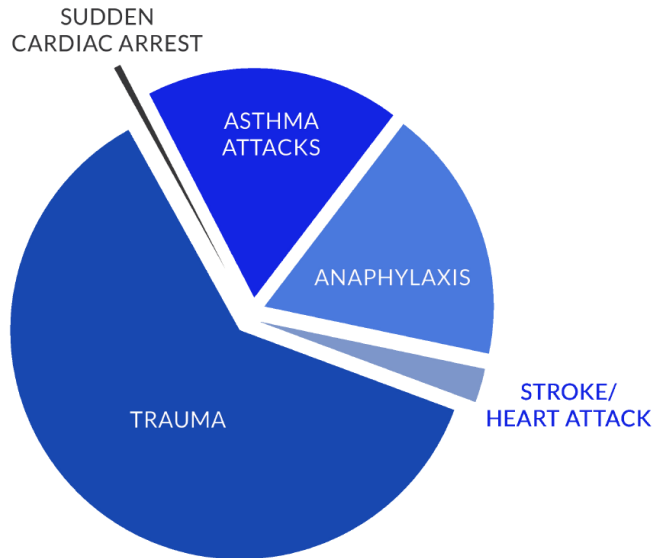
Emergency Preparedness

AGENDA:

- What types of Medical Emergencies should Organizations be PREPARED to Manage
- Why is Emergency Preparedness so Important
- What do you need to be prepared
- Potential Solutions

Most Common Emergencies in the US

With the Mobilize Rescue System, organizations can efficiently and effectively prepare to manage severe bleeding, chest trauma, seizures, cardiac arrest, opiate overdoses, hypothermia, & more.



- Sudden cardiac arrest represents about 1% of the major emergencies that occur each year, which is why approximately 5 - 10 million AEDs have been installed worldwide. But what about the other 99% of medical emergencies?
- ZOLL can address all of types of life-threatening emergencies with best-in-class AEDs and Mobilize Rescue Systems trauma and bleeding control kits.

Workplace | Stats in Construction

1 in every 10
Construction Workers

**Injured
Annually**

Occupational Safety and
Health Administration⁷

1 in 5 Worker Deaths

**Occur in
Construction**

Occupational Safety and
Health Administration⁷

Cost Implications

**\$38,500 for medically consulted
injury
\$1.1 Million for a fatality**

National Safety Council⁹

Don't Just Call 911 and Wait

Trauma is the #1 cause of death for ages 1-46, accounting for 30% of all lives lost in the U.S.¹ Critical medical emergencies can become fatal before emergency services arrive. The faster medical assistance is provided, the better the outcome.

Severe bleeding can become fatal in 3-5 minutes² and airway complications can cause hypoxic brain death in as little as six minutes³. It is critical that ordinary citizens be prepared to help with unexpected medical emergencies while they wait for professional first responders.



7-14 MINUTES

AVERAGE EMS RESPONSE TIME¹



TIME TO FATALITY

3-5 MINUTES | SEVERE BLEEDING²

6 MINUTES | AIRWAY ISSUES³

Training May Not Be Enough

“

the fate of the wounded rests with the one who applies the first dressing.

Dr. Nicolas Senn,
President, American Medical Assn., 1897-1898

”

Real-time Instructions at Your Fingertips

Lay rescuer training in trauma, anaphylaxis, and airway complications is limited. Even with trained rescuers, knowledge retention fades after a few months.

With Mobilize Rescue Systems untrained bystanders will be able to assess, manage, and monitor a spectrum of medical emergencies by following the real-time instructions in the Mobilize Rescue app.

TRAINING FADES QUICKLY

ONLY
33%

RETAIN TRAINING AFTER
THREE MONTHS

ONLY
10%

PASSED A SKILLS EXAM
AFTER 12 MONTHS

In a survey of CPR studies, investigators found that 67% of participants failed a practical skills exam 90 days after taking an instructor-led CPR/AED class, and that 90% failed the practical skills exam 12 months after the class.⁵

What do you need to do to be Prepared

- Awareness
 - Planning and Familiarization
 - Importance of having plans in place so EVERYONE knows what to do in event of a medical emergency
 - Understanding what is available and where it is located
- Equipment
 - General First Aid Kits are great for minor injuries but need supplies capable of dealing with immediate life threats
- Knowledge
 - Does everyone in the organization have the skill sets required to respond while waiting for professional help to arrive on scene
 - Training is great but retention is an issue
 - Equipment alone is not enough
- Complete Solution
 - Equipment and knowledge available to EMPOWER those at the scene to be able to respond and potentially save a life

An Integrated System

Mobilize Rescue Systems is the only integrated trauma rescue system that empowers bystanders to help save lives with an interactive instructional app and modern medical supplies.

Treatment instructions provided through the interactive Mobilize Rescue app follow the protocols and best practices of the American Heart Association (AHA), Tactical Emergency Casualty Care (TECC), and the American College of Surgeons.



1. Assess | with the interactive information filtering app



2. Manage | with modern medical equipment



3. Monitor | until the professionals arrive



Mobilize Rescue App

Interactive, real-time instructions and clearly organized supplies saves valuable time during an emergency.

- Clearly labeled and color-coded supplies match the instructions given by the Mobilize Rescue app
- Simple interactive prompts, comprising mostly yes or no questions
- Instructions are written in layperson's terms; no medical background is required
- Written instructions are paired with visual cues
- "More Info" buttons link to additional help
- A time-stamped record of actions taken is available to share with EMS
- App is still accessible without WiFi access



Comprehensive System Design

EQUIPMENT

Modern medical supplies to manage severe bleeding, choking, seizures, hypothermia and more.

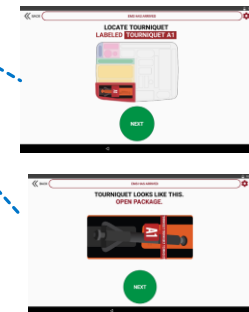
CASE FEATURES

Water-resistant case provides maximum protection for supplies in a range of environments and conditions.



TECHNOLOGY

Integrated app provides real-time diagnostic prompts and treatment instructions.



DIMENSIONS: | 17.2" X w 13.7" X d 6.5"

WEIGHT: 15 lbs

Backpack Version Also Available

EQUIPMENT & APP INTEGRATION

Color-coded and numbered supplies match the app instructions exactly

Comprehensive Treatment Capabilities

The Comprehensive and Mobile systems enable organizations to effectively and efficiently prepare to manage a wide range of medical emergencies



Severe Bleeding



Unconsciousness



CPR



Rescue Breathing
Children & Infants



AED
Application



Trouble
Breathing



Opiate
Overdoses



Hypothermia



Seizures



Choking



Impaled
Objects



Amputations



Allergic
Reactions



Confusion



Stings



Pain



Trapped
Limbs



Burns



Fractures
& Sprains



Diabetic
Problems



Chest Pain

Comprehensive and Mobile Rescue Systems

- Most extensive set of medical supplies
- Manage life-threatening conditions such as severe bleeding, seizures, and choking as well as more common injuries such as broken bones, allergic reactions, and burns
- Built-in tablet with the integrated Mobilize Rescue app
- Designed for the possibility of treating multiple victims
- Suitable for large organizations such as schools, industrial workplaces, mining, construction, energy sector
- The Mobile system is perfect for rescuers on the go



Compact System Design

EQUIPMENT

Modern medical supplies to manage severe bleeding, choking, seizures, hypothermia and more.



TECHNOLOGY

Integrated app provides real-time diagnostic prompts and treatment instructions.

CASE FEATURES

Military grade nylon keeps supplies protected. Case features Molle straps to easily attach to a rucksack, belt, or other type of travel pack.

DIMENSIONS: 1 7.5" X w 4" X d 3"
WEIGHT: 1 lb

EQUIPMENT & APP INTEGRATION

Color-coded and numbered supplies match the app instructions exactly

Compact Supplies & Treatment Capabilities

Trauma Supplies	
SOF-T Wide Tourniquet	1
QuikClot Bleeding Control Dressing	1
Hyfin Chest Seal	1
4" Emergency Trauma Dressing	1
CPR Face Shield With Bite Block	1
Emergency Space Mylar Blanket	1
Trauma Shears	1
Nitrile Gloves	8
Mobilize Rescue app with multi-user app license.	

		
Severe Bleeding	Unconsciousness	Trouble Breathing
		
Opiate Overdoses	Hypothermia	Seizures
		
Choking	CPR	AED Application

Unlike traditional first aid kits, the Compact rescue system include lifesaving supplies like tourniquets, pressure dressings, and face shields to help with more severe emergencies.

Compact Rescue System

- More than just a “Stop the Bleed Kit”
- Supplies to manage severe bleeding, airway complications, hypothermia, and more.
- Multi-user license for the Mobilize Rescue app which is accessed via smartphone
- Military-grade nylon casing and a small, lightweight design make this kit both durable and portable
- Ideal to keep in the office, in work trucks (law enforcement, utilities), or taken on the go.



Mobilize Training Kit includes the same supplies and app as the Compact unit. Use it to familiarize people in your organization with the rescue systems and app functionality and benefits.

Current Customers



Stanford University, Stanford, CA



Florida Atlantic University, Boca Raton, FL.



GATES CHILI SCHOOLS

Gates Chili Schools Rochester, NY



Regis Jesuit Schools, Denver, CO



Morton Salt, Chicago, IL



American Rock Salt, Mt. Morris, NY



Colorado School of Mines, Golden, CO



DTE Energy, Detroit, MI



NRG, Pekin, IL



Toyota, Saline, MI



HONDA

Honda, Marysville, OH



DEC, Albany, NY



MiG Construction, Detroit, MI



Ramsey Contractors, Dansville, NY



Builders Installed Products, Auburn, NH



M.C. Dean, Tysons Corner, VA

ZOLL[®]



Statistic References

Trauma: National Trauma Institute <https://www.nattrauma.org/what-is-trauma/trauma-statistics-facts/>

Severe Bleeding: <https://www.dhs.gov/stopthebleed>

Hypoxic Brain Death: <https://medlineplus.gov/ency/article/001435.htm>

EMS response times: Mell, H., Mumma, S., Hiestand, B., Carr, B., Holland, T., Stopyra, J. (2017, July 19). Emergency medical response times in rural, suburban and urban areas [Editorial]. *JAMA Surgery DOI:* 10.1001/jamasurg. 2017. 2230

5,250 fatal workplace injuries: www.bls.gov/charts/census-of-fatal-occupational-injuries/number-of-fatal-work-injuries-by-employee-status-self-employed-wage-salary.htm#

30,000 US deaths: Berwick D, et al. *Military Medicine*. 2017;182:5-6:1563–65.

Playground related ER visits: www.cdc.gov/safekid/playground/index.html

Injuries at school: www.cdc.gov/safekid/playground/index.html

Training fades: 6 *AED Challenge web site*, www.aedchallenge.com/articles/cprskilldecline.php. Accessed June 25, 2020.