

March 12, 2018

Bruce Krauter
Chief
Essex Windsor Emergency Medical Services
360 Fairview Ave W.
Essex, Ontario N8M 1Y6

RE: RFT No. EWEMS 20185 Defibrillators

Good Morning Bruce

In response to your inquiry regarding third-party connectivity/transmission via Physio-Control LIFENET™ System please find my responses below.

1. Could you explain your position with Stryker/Physio-Control as it relates to the implementation, function and integration of LIFENET with the various clients?

I am the LIFENET Account Specialist for Canada. In that role I oversee the sales, training and implementation of all LIFENET accounts. I advise customers on the products that are the best solution for their organizational needs, and our Sales Team on what products are available. I oversee all account setup, sales, implementation and ongoing maintenance activities.

2. Could you explain the current number of LIFENET clients in Ontario and Canada that you oversee?

This is proprietary information; we have a large and growing installed base across the country transmitting with over a 99% transmission success rate through our Canadian-based server. There has never been an unscheduled downtime with the system. Among these LIFENET users are the references submitted per Section 9.3 of this RFP response (County of Renfrew, County of Simcoe, Middlesex-London, Superior North and York Region) – additional references available upon request. I oversee all accounts within Canada including those in Ontario.

3. Could you explain if there would be any LIFENET clients that you would not oversee?

There are none. A search of our Canadian servers confirms that only LIFEPAK devices are transmitting within Canada via LIFENET System.

4. Could you explain your experience or knowledge of ZOLL devices, namely X Series, and their integration with data exchange utilizing LIFENET System?

This is not available in Canada. I am familiar with it in other geographies outside of Canada offering a PDF rendering and sending it to LIFENET (and in these areas there is no data integration other than the appended PDF file.)

5. Could you explain your knowledge of the number of services in Ontario and/or Canada that utilize the LIFENET integration with ZOLL X Series?

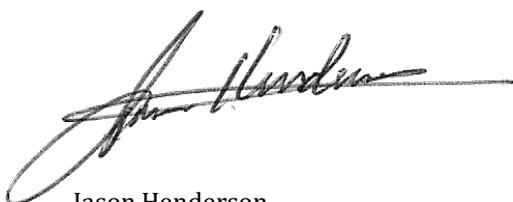
There are none. Due to major privacy concerns and market this will not be a product available in Canada. LIFENET System is licensed under Health Canada (License No. 61601) as a Class II medical device and provides an integrated end-to-end solution that ensures no patient data ever leaves Canadian boundaries, and only known data from LIFEPAK devices can enter the system. Discrete 12-Lead data acquired from the LIFEPAK 15 monitor/defibrillator is encrypted and validated with checksum processes to confirm records are received as they were sent.

6. Could you explain any and all limitations with any ZOLL LIFENET integration that may limit the relationship that EWEMS currently has with WRH?

This product is not commercially available in Canada. ZOLL *does not* integrate into LIFENET within Canada in any capacity. A ZOLL device would not be able to utilize the Canadian LIFENET System therefore no transmission to hospital using LIFENET (or peripheral services such as LIFENET Consult) could occur.

The LIFEPAK 15 monitor/defibrillator and LIFENET System form a cohesive, robust and secure transmission solution that ensures all sensitive patient data remain within Canada, and that only known data is sent. No third-party devices can connect to the Canadian LIFENET System in any capacity. If you have additional questions relating to LIFENET System operation please contact me at 780 267 6226 or jason.d.henderson@stryker.com.

Sincerely,



Jason Henderson

LIFENET Account Specialist, Canada