

GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

**On-line access to contract ordering information, terms and conditions, up-to-date pricing,
And the option create an electronic delivery order are available through GSA Advantage! TM,
A menu-driven database system. The INTERNET address for GSA Advantage!TM is: <http://www.fss.gsa.gov>**

**Schedule Title: FSS 69, Training Aids & Devices;
Instructor-Led Training; Course Development; Test Administration
FSC Group: 69
FSC Class: 6910 and 6930
Contract Number: GS 02F 0082N**

For more information on ordering from Federal Supply Schedules click on the FSS

Schedules button at <http://www.fss.gsa.gov>.

Contract Period: April 10, 2003 to April 10, 2008

**Contractor: Emergency University
622 Sylvan Way
Redwood City, CA 94062**

**Telephone No: (650) 365-3310
Fax: (650) 365-9374**

Contract Administration Source: Marnie Franklin

Business Size: small

CUSTOMER INFORMATION FOR ORDERING ACTIVITIES

1. Table of Awarded Special Item Number (s) with Appropriate Cross reference to Page Number(s).

FSC: 69 SIN (s) awarded: 27-300, 27-400, 27-500

2. ALL SIN(s) Maximum Order: *\$1,000,000.00.
3. MINIMUM ORDER LIMITATION: \$100.00
4. GEOGRAPHIC COVERAGE (DELIVERY AREA): World-wide
5. Points of Production: Redwood City, California

6. Discount from list prices or statement of net prices:

Product Name	Product #	SIN#	Gov't Discount	Gov't Price
Adult CPR Training	9902	27-400	32%	\$16.95/person
Online Training				
Instructor Led	n/a	27-400	52%	\$59.85/person
Adult CPR Training				
Instructor Led	n/a	27-400	52%	\$59.85/person
Adult & Child/Infant				
CPR Training				
Instructor Led AED	n/a	27-400	54%	\$79.80/person
And Adult CPR Training				
Instructor Led AED	n/a	27-400	54%	\$79.80/person
And Adult & Child/Infant				
CPR Training				
Instructor Led AED,	n/a	27-400	54%	\$79.80/person
Adult CPR & BBP Training				
Instructor Led AED,	n/a	27-400	54%	\$79.80/person
Adult & Child/Infant CPR				
and BBP Training				
Instructor Led Adult CPR	n/a	27-400	43%	\$99.75/person
And First Aid Training				
Instructor Led AED,	n/a	27-400	54%	\$79.80/person
Adult & Child/Infant CPR				
& BBP Initial Training for				
Healthcare Providers				
Instructor Led AED,	n/a	27-400	54%	\$79.80/person
Adult & Child/Infant CPR				
& BBP Renewal Training for				
Healthcare Providers				

Instructor Led First Aid, Adult CPR & BBP Training	n/a	27-400	54%	\$99.75/person
Instructor Led First Aid, Adult & Child/Infant CPR, AED & BBP Training	n/a	27-400	54%	\$99.75/person
Instructor Led First Aid, Adult CPR, & AED Training	n/a	27-400	54%	\$99.75/person
Instructor Led First Aid, Adult & Child/Infant CPR, & AED Training	n/a	27-400	54%	\$99.75/person
Instructor Led Blood Borne Pathogens (BBP) Training	n/a	27-400	54%	\$59.85/person
Instructor Led First Aid Training	n/a	27-400	20%	\$99.75/person
Blended Adult CPR Training	n/a	27-400	49%	\$89.75/person
Blended Adult and Child/Infant CPR Training	n/a	27-400	54%	\$89.75/person
Blended AED and Adult CPR Training	n/a	27-400	45%	\$139.70/person
Blended AED and Adult & Child/Infant CPR Training	n/a	27-400	45%	\$139.70/person
Blended AED, Adult CPR & BBP Training	n/a	27-400	43%	\$179.60/person
Blended AED, Adult & Child/Infant CPR and BBP Training	n/a	27-400	43%	\$179.60/person
Blended Adult CPR And First Aid Training	n/a	27-400	22%	\$199.65/person
Blended AED, Adult & Child/Infant CPR & BBP Initial Training for Healthcare Providers	n/a	27-400	43%	\$179.70/person
Blended AED, Adult & Child/Infant CPR & BBP Renewal Training for Healthcare Providers	n/a	27-400	43%	\$179.80/person
Blended First Aid, Adult CPR & BBP Training	n/a	27-400	40%	\$199.65/person
Blended First Aid, Adult CPR, AED & BBP Training	n/a	27-400	44%	\$199.65/person

Blended First Aid, Adult & Child/Infant CPR, AED & BBP Training	n/a	27-400	44%	\$199.65/person
Blended First Aid, Adult CPR, & AED Training	n/a	27-400	44%	\$199.65/person
Instructor Led First Aid, Adult & Child/Infant CPR, & AED Training	n/a	27-400	44%	\$199.65/person
Blended Bloodborne Pathogens (BBP) Training	n/a	27-400	46%	\$89.75/person
Blended First Aid Training	n/a	27-400	20%	\$179.65/person
Medical Care At Sea	MCS	27-400	25.25%	\$299.25/person
Maritime AED, CPR, BBP Training- initial		27-400	30%	\$125/person
Maritime AED, CPR, BBP Training-recurrent		27-400	20.25%	\$99.75/person
Aviation Emergency Preparedness	AEP	27-400	31.25%	\$149.63/person
Aviation-AED, CPR recurrent		27-400	25.25%	\$124.69/person
Emergency Preparedness Consultation	EPC	27-500	12.25%	\$2194.50/day
Mock Drill Assistance	EPC	27-500	36%	\$1600/day or \$200/hr
Review of Cardiac Arrest	EPC	27-500	20%	\$2000/day or \$250/hr
Equipment Set-Up Per Unit (AED)	EPC	27-500	20%	\$2000/day or \$250/hr
Site Assessment per Building (for optimal AED placement)	EPC	27-500	20%	\$2000/day or \$250/hr
MAESTRO™ AED	EPC	27-500	33%	\$350/AED/Yr
Program Manager Training Program	DEV 1	27-500	33%	\$500/frame
Development – Level 1 Training Program	DEV 2	27-500	25%	\$750/frame
Development – Level 2 Training Program	DEV 3	27-500	33%	\$1000/frame
Development – Level 3				

7. Quantity Discounts:

<u>Product Name</u>	<u>Product #</u>	<u>SIN#</u>	<u>Volume Discount(s)</u>	<u>Gov't Price</u>
CPR & AED	CAC9905	27-400	10.25% for 1000 licenses	\$26.89/person
Online Training			30.25% for 10,000 licenses	\$20.92/person
Package			33.25% for 30,000 licenses	\$19.95/person

Campus Online Training Package	CPT9999	27-400	10.25% for 1000 licenses 20.25% for 10,000 licenses 33.25% for 30,000 licenses	\$44.75/person \$39.86/person \$34.88/person
First Aid On-Line Training Package	FA9910	27-400	10.25% for 1,000 licenses 20.25% for 10,000 licenses 30.25% for 30,000 licenses	\$35.86/person \$31.88/person \$27.89/person
AED Provider Online Training Package	AC9904	27-400	10.25% for 1,000 licenses 15.25% for 10,000 licenses	\$22.40/person \$21.16/person
Bloodborne Pathogens Online Training Package	B9907	27-400	10.25% for 1,000 licenses	\$17.92/person
CPR & AED Training CD	CD9905	27-400	21% for 1-99 CDs 29% for 100 CDs 37% for 1,000 CDs	\$39.95/CD \$35.95/CD \$31.96/CD
Campus Training CD	CD9999	27-400	13% for 1-99 CDs 22% for 100 CDs 31% for 1,000 CDs	\$69.95/CD \$62.95/CD \$55.96/CD
First Aid & CPR Training CD	CD9910	27-400	21% for 1-99 CDs 29% for 100 CDs 37% for 1,000 CDs	\$39.95/CD \$35.95/CD \$31.96/CD
Blood Borne Pathogen Training CD	CD9904	27-400	3% for 1-99 CDs 13% for 100 CDs 22% for 1,000 CDs	\$29.95/CD \$26.95/CD \$23.96/CD
CPR, AED, & Blood Borne Pathogen Training CD	CD9912	27-400	29% for 1-99 CDs 37% for 100 CDs 44% for 1,000 CDs	\$49.95/CD \$44.95/CD \$39.96/CD
CPR Training CD	CD9902	27-400	16% for 1-99 CDs 25% for 100 CDs 33% for 1,000 CDs	\$29.95/CD \$26.95/CD \$23.96/CD

8. Prompt Payment Terms: Net 30 days

9a. Notification that Government purchase cards are accepted up to the micro-

purchase threshold: Yes

9b Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Yes

10. Foreign Items: No

11a. Time of Delivery: 30 days ARO

11b. Expedited Delivery: Available immediately by internet without extra charges, except CD ROMS require additional S&H

11c. Overnight and 2-day Delivery: Available immediately by internet without extra charges, except CD ROMS require additional S&H

11d. Urgent Requirements: will work to meet agencies needs

12. F.O.B Point(s): FOB Destination

13. Ordering Address(es): 622 Sylvan Way, Redwood City, CA 94062

14. Payment address(es): 622 Sylvan Way, Redwood City, CA 94062

15. Warranty Provision: n/a

16. Export Packaging Charges, if applicable: Applicable for CD ROM purchases only

17. Terms and conditions of Government purchase card acceptance: accepted without limitation

18. Terms and conditions of rental maintenance, and repair: n/a

19. Terms and conditions of installation : n/a

20. Terms and conditions of repair parts indicating date of parts lists and any discounts from list price: n/a

21. List of Service and Distribution: World-wide

22. List of Participating Dealers: n/a

23. Preventive Maintenance: n/a

24. Environment Attributes: n/a

25. Data Universal Number System (DUNS) number - #127992332

26. Notification regarding registration in Central Contractor Registration (CCR) database:
Please notify Marnie Franklin at (650) 365-3310 or mfranklin@emergencyuniversity.com

Emergency University Product Technical Specifications and Catalog Pricing Information

GSA's Offered Pricelist

Express Warranty

Emergency University warrants that the purchaser of services will receive nationally accredited CPR and AED training. This warranty applies to all SIN's offered in solicitation #69 as attached.

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
CPR & AED Online Training Package	#9905	Includes CPR & AED certification Emergency University and one-year access to Emergency University's on-line Anatomy & Physiology, CPR, and AED training modules. OSHA compliant.	27-400	\$39.95 per year	1-999 no discount 10% for 1000 licenses 30% for 10,000 licenses 33% for 30,000	\$29.95 1-999 \$26.96 1000-9999 \$20.97 10,000+ \$20.00 30,000 plus
			27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality Assurance \$45.00/hr Administration \$20.00/hr	\$250.00 per hour of development	N/A	\$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
CPR Online Provider Training Package	#9902	Includes CPR certification by Emergency University, and one-year access to Emergency University's on-line Anatomy & Physiology and CPR training modules. OSHA compliant.	27-400 27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$24.95 per year \$250.00 per hour of development	No Discount N/A	\$16.95 per year \$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Campus Online Training Package	#9999	Includes CPR and AED certification by Emergency University, and one-year access to Emergency University's on-line Anatomy & Physiology, CPR, AED, and Bloodborne Pathogens training modules. First Aid available April, 2003. OSHA compliant.	27-400	\$69.95 per year	1-999 No discount 10% for 1000 licenses 20% for 10,000 licenses 33% for 30,000	1-999 \$49.95 1000-9999 \$44.86 10,000-29,999 \$39.96 30,000+ \$34.97
			27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$250.00 per hour of development	N/A	\$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
CPR and AED CD ROM for Dial-Up Modem Users (56k or below)	#CD9906	Emergency University's proprietary CD Installation program eliminates the need to download large files. Users can perform the training and testing as if the program existed on their desktop while the Internet database tracks their performance results.	27-400 27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$5.95 per CD \$250.00 per hour of development	N/A N/A	\$5.95 per CD \$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
First Aid On-line Training	#9910	Includes First Aid certification by Emergency University, and one-year access to Emergency University's on-line First Aid training course which includes: Assessment, Breathing Emergencies, Cardiovascular Emergencies, Environmental Emergencies, Bleeding, Shock, Major and Minor Trauma, Burns, OSHA, NGFATOS Compliant	27-400	\$39.95	1-999 No discount 10% for 1000 licenses 20% for 10,000 licenses 30% for 30,000 licenses	1-999 \$39.95 1000-9999 \$35.95 10,000-29,999 \$31.96 30,000+ \$27.96

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
AED Provider Online Training Package	# 9904	Includes AED certification by Emergency University, and one-year access to Emergency University's on-line Anatomy & Physiology and AED training modules. OSHA compliant.	27-400	\$29.95 per year	1-999 No discount 10% for 1000 licenses 15% for 10,000 licenses	1-999 \$24.95 1000-9999 \$22.46 10,000+ \$21.21
			27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$250.00 per hour of development	N/A	\$250.00

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Bloodborne Pathogens Online Training	#9907	Includes Bloodborne Pathogens certification by Emergency University, access to Emergency University's on-line Bloodborne Pathogens training module. OSHA compliant.	27-400 27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$19.95 per year \$250.00 per hour of development	1-999 no discount 10% for 1000 licenses purchased N/A	1-999 \$19.95 1000+ \$17.96 \$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Bloodborne Pathogens CD ROM ; for Dial-up Modem Users (56k or below)	#CD9908	Emergency University's proprietary CD Installation program eliminates the need to download large files. Users can perform the training and testing modules as if the program existed on their desktop while the Internet database tracks their performance results.	27-400 27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$5.95 per CD \$250.00 per hour of development	N/A N/A	\$5.95 per CD \$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
First Aid CD ROM ; for Dial-up Modem Users (56k or below)	#CD9911	Emergency University's proprietary CD Installation program eliminates the need to download large files. Users can perform the training and testing modules as if the program existed on their desktop while the Internet database tracks their performance results.	27-400 27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$5.95 per CD \$250.00 per hour of development	N/A N/A	\$5.95 per CD \$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Instructor Led ASHI (American Safety & Health Institute) Training	N/A	ASHI Hands-on Instructor Led Training to ensure skill and instruction compliance. 8 trainee minimum except Maritime Medical Care at Sea-minimum 10.	27-400	(a) \$125/person	(a) 52% discount	(a) \$59.85/person
(a) Adult CPR Training				(b) \$125/person	(b) 52% Discount	(b) \$59.85/person
(b) Adult & Child/Infant CPR Training				(c) \$175/person	(c) 54% discount	(c) \$79.80/person
(c) Adult CPR and AED Training				(d) \$350/person	(d) 54% discount	(d) \$159.60/person
(d) Adult CPR and AED Training with instructor led				(e) \$350/person	(e) 54%	(e) \$159.60/person

drill 2 nd Year					discount	
(e) Adult & Child/Infant CPR and AED Training				(e) \$175/person	(f) 54% discount	(e) \$79.80/person
(f) Child/Infant CPR and AED Training				(f) \$175/person	(g) 54% discount	(f) \$79.80/person
(g) CPR and AED Mock Drill Training				(g) \$175/person	(h) 54% discount	(g) \$79.80/person
(h) Adult CPR, AED, and Bloodborne Pathogens Training				(h) \$175/person	(i) 54% discount	(h) \$79.80/person
(i) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Training				(i) \$175/person	(j) 43% discount	(i) \$79.80/person
(j) Adult CPR and First Aid Training					(k) 54% discount	
(k) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Initial Training for Healthcare Professionals				(j) \$175/person		(j) \$99.75/person
				(k)	(l)	(k)

(l) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Renewal Training for Healthcare Professionals				\$175/perso n	54% discount	\$79.80/perso n
				(l) \$175/perso n		(l) \$79.80/perso n
(m) Adult CPR, Bloodborne Pathogens and First Aid Training					(m) 54% discount	
(n) Adult CPR, AED, Bloodborne Pathogens, and First Aid Training					(n) 54% discount	
(o) Adult & Child/Infant CPR, AED, Bloodborne Pathogens, and First Aid Training				(m) \$215/perso n		(m) \$99.75/perso n
					(o) 54% discount	
(p) Adult CPR, AED, and First Aid Training				(n) \$215/perso n		(n) \$99.75/perso n
					(p) 54% discount	
				(o) \$215/perso		(o) \$99.75/perso

(q) Adult & Child/Infant CPR, AED, and First Aid Training				n	(q) 54% discount	n
(r) Adult CPR, AED, and First Aid Training with Instructor Led drill 2 nd Year				(p) \$215/perso n	(r) 54% discount	(p) \$99.75/perso n
(s) Bloodborne Pathogens Training				(q) \$215/perso n	(s) 54% discount	(q) \$99.75/perso n
(t) First Aid Training				(r) \$430/perso n	(t) 20% discount	(r) \$199.50/pers on
				(s) \$125/perso n		(s) \$59.85/perso n
				(t) \$125/perso n		(t) \$99.75/perso n

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Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Instructor Led AHA (American Heart Assoc) Training	N/A	AHA Hands-on Instructor Led Training to ensure skill and instruction compliance.	27-400			

<p>(a) Adult CPR Heartsaver Training</p>		<p>8 trainee minimum except Maritime Medical Care at Sea- minimum 10.</p>		<p>(a) \$125/person</p>	<p>(a) 52% discount</p>	<p>(a) \$59.85/person</p>
<p>(b) Adult & Child/Infant CPR Heartsaver Training</p>				<p>(b) \$125/person</p>	<p>(b) 52% Discount</p>	<p>(b) \$59.85/person</p>
<p>(c) Adult CPR and AED Heartsaver Training</p>				<p>(c) \$175/person</p>	<p>(c) 54% discount</p>	<p>(c) \$79.80/person</p>
<p>(d) Adult CPR and AED Training with instructor led drill 2nd Year</p>				<p>(d) \$350/person</p>	<p>(d) 54% discount</p>	<p>(d) \$159.60/person</p>
<p>(e) Adult & Child/Infant CPR and AED Heartsaver Training</p>				<p>(e) \$175/person</p>	<p>(e) 54% discount</p>	<p>(e) \$79.80/person</p>
<p>(f) Child/Infant CPR and AED Heartsaver Training</p>				<p>(f) \$175/person</p>	<p>(f) 54% discount</p>	<p>(f) \$79.80/person</p>

(g) CPR and AED Mock Drill Training				(g) \$175/person	(g) 54% discount	(g) \$79.80/person
(h) Adult CPR, AED, and Bloodborne Pathogens Training				(h) \$175/person	(h) 54% discount	(h) \$79.80/person
(i) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Training				(i) \$175/person	(i) 54% discount	(i) \$79.80/person
(j) Adult CPR and First Aid Training				(j) \$175/person	(j) 43% discount	(j) \$99.75/person
(k) Adult & Child/Infant CPR Initial Training for Healthcare Professionals				(k) \$125/person	(k) 52% discount	(k) \$59.85/person
(l) Adult & Child/Infant CPR Renewal Training for Healthcare Professionals				(l) \$125/person	(l) 52% discount	(l) \$59.85/person

(m) Adult CPR Renewal Training for Healthcare Professionals				(m) \$125/person	(m) 52% discount	(m) \$59.85/person
(n) Adult CPR, Bloodborne Pathogens and First Aid Training				(n) \$215/person	(n) 54% discount	(n) \$99.75/person
(o) Adult CPR, AED, Bloodborne Pathogens, and First Aid Training				(o) \$215/person	(o) 54% discount	(o) \$99.75/person
(p) Adult & Child/Infant CPR, AED, Bloodborne Pathogens, and First Aid Training				(p) \$215/person	(p) 54% discount	(p) \$99.75/person
(q) Adult CPR, AED, and First Aid Training				(q) \$215/person	(q) 54% discount	(q) \$99.75/person
(r) Adult & Child/Infant CPR, AED, and First Aid Training				(r) \$215/person	(r) 54% discount	(r) \$99.75/person

(s) Adult CPR, AED, and First Aid Training with Instructor Led drill 2 nd Year				(s) \$430/person	(s) 54% discount	(s) \$199.50/person
(t) Bloodborne Pathogens Training				(t) \$125/person	(t) 54% discount	(t) \$59.85/person
(u) First Aid Training				(u) \$125/person	(u) 20% discount	(u) \$99.75/person

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Instructor Led EU (Emergency University) Training	N/A	EU Hands-on Instructor Led Training to ensure skill and instruction compliance. 8	27-400	(a) \$125/person	(a) 52%	(a) \$59.85/person

(a) Adult CPR Training		trainee minimum except Maritime Medical Care at Sea-	n	discount	n
(b) Adult & Child/Infant CPR Training		minimum 10.	(b) \$125/person	(b) 52% Discount	(b) \$59.85/person
(c) Adult CPR and AED Training			(c) \$175/person	(c) 54% discount	(c) \$79.80/person
(d) Adult CPR and AED Training with instructor led drill 2 nd Year			(d) \$350/person	(d) 54% discount	(d) \$159.60/person
(e) Adult & Child/Infant CPR and AED Training			(e) \$175/person	(e) 54% discount	(e) \$79.80/person
(f) Child/Infant CPR and AED Training			(f) \$175/person	(f) 54% discount	(f) \$79.80/person
(g) CPR and AED Mock Drill Training			(g) \$175/person	(g) 54% discount	(g) \$79.80/person
(h) Adult CPR, AED, and Bloodborne Pathogens Training			(h) \$175/person	(h) 54% discount	(h) \$79.80/person
(i) Adult & Child/Infant CPR, AED, and				(i) 54% discount	(i) \$79.80/person
				(j) 43%	

Bloodborne Pathogens Training				(i) \$175/person	discount	(i) \$79.80/person
(j) Adult CPR and First Aid Training					(k) 54% discount	
(k) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Initial Training for Healthcare Professionals				(j) \$175/person		(j) \$99.75/person
					(l) 54% discount	
(l) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Renewal Training for Healthcare Professionals				(k) \$175/person		(k) \$79.80/person
					(m) 54% discount	
(m) Adult CPR, Bloodborne Pathogens and First Aid Training				(l) \$175/person		(l) \$79.80/person
					(n) 54% discount	
(n) Adult CPR, AED, Bloodborne Pathogens, and First Aid Training				(m) \$215/person		(m) \$99.75/person
					(o) 54% discount	
					(p) 54% discount	
				(n) \$215/person		(n) \$99.75/person

(o) Adult & Child/Infant CPR, AED, Bloodborne Pathogens, and First Aid Training				(o) \$215/pers on	(q) 54% discount	(o) \$99.75/perso n
(p) Adult CPR, AED, and First Aid Training				(p) \$215/pers on	(r) 54% discount	(p) \$99.75/perso n
(q) Adult & Child/Infant CPR, AED, and First Aid Training				(q) \$215/pers on	(s) 54% discount	(q) \$99.75/perso n
(r) Adult CPR, AED, and First Aid Training with Instructor Led drill 2 nd Year				(r) \$430/pers on	(t) 20% discount	(r) \$199.50/pers on
(s) Bloodborne Pathogens Training				(s) \$125/pers on		(s) \$59.85/perso n
(t) First Aid Training				(t) \$125/pers on		(t) \$99.75/perso n

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Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price

and AED Training		minimum 10.		\$274.90/person	49% discount	\$139.70/person
(f) Child/Infant CPR and AED Training				(f) \$254.90/person	(f) 45% discount	(f) \$139.70/person
(g) Adult CPR, AED, and Bloodborne Pathogens Training				(g) \$294.80/person	(g) 39% discount	(g) \$179.60/person
(i) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Training				(i) \$314.80/person	(i) 43% discount	(i) \$179.60/person
(j) Adult CPR and First Aid Training				(j) \$254.90/person	(j) 22% discount	(j) \$199.65/person
(k) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Initial Training for Healthcare Professionals				(k) \$314.80/person	(k) 43% discount	(k) \$179.70/person
(l) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Renewal				(l) \$314.80/person	(l) 43% discount	(l) \$179.70/person

Training for Healthcare Professionals						
(m) Adult CPR, Bloodborne Pathogens and First Aid Training				(m) \$334.80/person	(m) 40% discount	(m) \$199.65/person
(n) Adult CPR, AED, Bloodborne Pathogens, and First Aid Training				(n) \$354.90/person	(n) 44% discount	(n) \$199.65/person
(o) Adult & Child/Infant CPR, AED, Bloodborne Pathogens, and First Aid Training				(o) \$354.90/person	(o) 44% discount	(o) \$199.65/person
(p) Adult CPR, AED, and First Aid Training				(p) \$354.90/person	(p) 44% discount	(p) \$199.65/person
(q) Adult & Child/Infant CPR, AED, and First Aid Training				(q) \$354.90/person	(q) 44% discount	(q) \$199.65/person

<p>(r) Adult CPR, AED, and First Aid Training with Instructor Led drill 2nd Year</p>				<p>(r) \$569.90/person</p>	<p>(r) 48% discount</p>	<p>(r) \$299.40/person</p>
<p>(s) Bloodborne Pathogens Training</p>				<p>(s) \$164.90/person</p>	<p>(s) 46% discount</p>	<p>(s) \$89.75/person</p>
<p>(t) First Aid Training</p>				<p>(t) \$204.90/person</p>	<p>(t) 12% discount</p>	<p>(t) \$179.65/person</p>

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Blended EU (Emergency University) Training	N/A	Includes EU Hands-on Instructor Led Training and 2 year access to Emergency University's online training courses to ensure skill and instruction compliance. Includes refresher training. Prices include both online and instructor led training. 8 trainee minimum except Maritime Medical Care at Sea-minimum 10.	27-400	(a)	(a)	(a)
(a) Adult CPR Training	\$174.90/person			49% discount	\$89.75/person	
(b) Adult & Child/Infant CPR Training	\$194.90/person			54% Discount	\$89.75/person	
(c) Adult CPR and AED Training	\$254.90/person			45% discount	\$139.70/person	
(d) Adult CPR and AED Training with instructor led drill 2 nd Year				(d)	49% discount	(d) \$219.50/person

(e) Adult & Child/Infant CPR and AED Training				(e) \$274.90/person	(e) 49% discount	(e) \$139.70/person
(f) Child/Infant CPR and AED Training				(f) \$254.90/person	(f) 45% discount	(f) \$139.70/person
(g) Adult CPR, AED, and Bloodborne Pathogens Training				(g) \$294.80/person	(g) 39% discount	(g) \$179.60/person
(h) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Training				(h) \$314.80/person	(h) 43% discount	(h) \$179.60/person
(i) Adult CPR and First Aid Training				(i) \$254.90/person	(i) 22% discount	(i) \$199.65/person
(j) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens				(j) \$314.80/person	(j) 43% discount	(j) \$179.70/person

Initial Training for Healthcare Professionals				(k) \$314.80/person	(k) 43% discount	(k) \$179.70/person
(k) Adult & Child/Infant CPR, AED, and Bloodborne Pathogens Renewal Training for Healthcare Professionals						
(l) Adult CPR, Bloodborne Pathogens and First Aid Training				(l) \$334.80/person	(l) 40% discount	(l) \$199.65/person
(m) Adult CPR, AED, Bloodborne Pathogens, and First Aid Training				(m) \$354.90/person	(m) 44% discount	(m) \$199.65/person
(n) Adult & Child/Infant CPR, AED, Bloodborne Pathogens, and First Aid Training				(n) \$354.90/person	(n) 44% discount	(n) \$199.65/person
(o) Adult CPR, AED, and First Aid				(o) \$354.90/person	(o) 44% discount	(o) \$199.65/person

Training						
(p) Adult & Child/Infant CPR, AED, and First Aid Training				(p) \$354.90/person	(p) 44% discount	(p) \$199.65/person
(q) Adult CPR, AED, and First Aid Training with Instructor Led drill 2 nd Year				(q) \$569.90/person	(q) 48% discount	(q) \$299.40/person
(r) Bloodborne Pathogens Training				(r) \$164.90/person	(r) 46% discount	(r) \$89.75/person
(s) First Aid Training				(s) \$204.90/person	(s) 12% discount	(s) \$179.65/person

Product Name	Product Number	Product Description	Applicable SIN#	Retail Price	Government Discount %	Government Price
Medical Care at Sea	MCS	3 day course STCW approved course for providing emergency medical care at sea	27-400	\$395/person	25%	\$300/person
Automated External Defibrillator Training (includes CPR and BBP)		Includes on-line plus on-site Instructor led training	27-400	\$175/person	29%	\$125/person
Automated External Defibrillator Training (includes CPR and BBP recurrent)		Includes on-line plus on-site Instructor led training	27-400	\$125/person	20%	\$100/person

Product Name	Product Number	Product Description	Applicable SIN#	Retail Price	Government Discount %	Government Price
Aviation Emergency Preparedness	AEP	Aviation emergencies including CPR, AED, BBP, First Aid with special aero-medical consideration	27-400	\$215/person	31%	\$150/person
Automated External Defibrillator Training (includes CPR and BBP recurrent		Includes on-line plus on-site Instructor led training	27-400	\$165/person	25%	\$125/person

Product Name	Product Number	Product Description	Applicable SIN#	Retail Price	Government Discount %	Government Price
Emergency Preparedness Consultation	EPC	Establishment of Emergency preparedness plans, including AED Implementation Plans and Policies, site assessment, medical direction, review of cardiac arrest event data, and training	27-500	\$2500/day on site	20%	\$2000/day
AED Mock Drill Assistance		Assistance with AED mock drills and quarterly practice sessions		\$310/hr	36%	\$200/hr
Post Cardiac Arrest Consultation		Review of Cardiac Arrest Event Data by Physician		\$310/hr	19%	\$250/hr
AED equipment set up		AED equipment set up		\$310/hr	19%	\$250/hr

Site Assessment		Site assessment for AED implementation		\$310/hr	3%	\$300/hr
MAESTRO AED Program Manager Database		Centralized database management system tracks, reports and sends automated emails regarding AED equipment and supplies, maintenance, training, cardiac arrest event data and provides 24/7 access to AED Program Policies and Procedures, AED Protocols, Emergency Response Plans, Regulatory notification dates and contact information for AED Program Personnel.		\$525/AED/Year	33%	\$350/AED/Year

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Training Program Development	DEV 1	Development of online training programs. Development of multimedia training. Includes interactivities, animations, photographs, audio, and text.	27-500 27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$750/frame	33% discount	\$500/frame
	DEV 2	Development of multimedia training. Includes interactivities, animations, photographs, audio, text and testing.		\$1000/frame	25% discount	\$750/frame
	DEV 3	Development of multimedia training. Includes content development, interactivities, animations, photographs, audio, text and testing.		\$1500/frame	33% discount	\$1000/frame

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
CPR & AED Training CD	#CD9905	Includes CPR & AED certification by the American Safety & Health Institute (ASHI), and one-year access to Emergency University's Anatomy & Physiology, CPR, and AED training modules and a stand alone CD – no internet required for interface. OSHA compliant.	27-400	\$50.85 per year	21% for 1-99 CDs 29% for 100 CDs 37% for 1000 CDs	1-99 \$39.95 100-999 \$35.95 1,000 + \$31.96
			27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality Assurance \$45.00/hr Administration \$20.00/hr	\$250.00 per hour of development	N/A	\$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Campus Training CD	#CD9999	Includes CPR and AED certification by the American Safety & Health Institute (ASHI), and one-year access to Emergency University's Anatomy & Physiology, CPR, AED, First Aid and Bloodborne Pathogens training modules and a stand alone CD – no internet required for interface. OSHA compliant.	27-400	\$80.85 per year	13% for 1-99 CDs 22% for 100 CDs 31% for 1000 CDs	1-99 \$69.95 100-999 \$62.95 1,000 + \$55.96
			27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality and Assurance \$45.00/hr Administration \$20.00/hr	\$250.00 per hour of development	N/A	\$250.00 per hour of development

Product Name	Product Number	Product Description	Applicable SIN #	Retail Price	Government Discount %	Government Price
Blood Borne Pathogen Training CD	#CD9904	Includes access to Emergency University's Blood Borne Pathogens training module and a stand alone CD – no internet required for interface. OSHA compliant.	27-400	\$30.85 per year	3% for 1-99 CDs	\$29.95 1-99
					13% for 100 CDs	\$26.95 100-999
			27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality Assurance \$45.00/hr Administration \$20.00/hr	\$250.00 per hour of development	N/A	\$250.00 per hour of development

CPR, AED & Blood Borne Pathogen Training CD	#CD9912	Includes CPR & AED certification by the American Safety & Health Institute (ASHI), and one-year access to Emergency University's Anatomy & Physiology, CPR, AED, and Blood Borne Pathogen training modules and a stand alone CD – no internet required for interface. OSHA compliant.	27-400	\$70.80 per year	29% for 1-99 CDs	\$49.95 1-99
					37% for 100 CDs	\$44.95 100-999
			27-500	\$250.00 per hour of development	N/A	\$250.00 per hour of development
			Web Design			
			\$45.00/hr			
			Technical Support			
			\$125.00/hr			
			Content			
			\$150.00/hr			
			Quality Assurance			
			\$45.00/hr			
			Administration			
			\$20.00/hr			

CPR Training CD	#CD9902	Includes CPR certification by the American Safety & Health Institute (ASHI), and one-year access to Emergency University's Anatomy & Physiology and Adult CPR training modules and a stand alone CD – no internet required for interface. OSHA compliant.	27-400	\$35.85 per year	16% for 1-99	\$29.95 1-99
					25% for 100 CDs	\$26.95 100-999
					33% for 1,000 CDs	\$23.96 1,000+
			27-500 Web Design \$45.00/hr Technical Support \$125.00/hr Content \$150.00/hr Quality Assurance \$45.00/hr Administration \$20.00/hr	\$250.00 per hour of development	N/A	\$250.00 per hour of development

Government Concessions: Emergency University will permit access to Emergency University’s proprietary Learning Management System at no extra charge.

Odelia Braun, M.D., J.D. – President
Emergency University, Inc.