

## Comparison of General Devices' CAREpoint EMS Workstation to LifeBot's EMS workstation

The following is a response to claims & statements made in the CAREpoint/LifeBot *comparison chart – January 4, 2010*, issued by Mr. Roger Heath/LifeBot. Beyond being confusing and misleading, the comparison never really explains to the reader what the LifeBot EMS workstation actually is.

From our assessment, the LifeBot console appears to be an aggregate of different products made by different manufacturers connected to a common display - HOWEVER - there are *NO* references to the manufacturers of these components or clear indication that there are multiple vendors involved.

From the advertising picture on the LifeBot website, the product shot appears a photoshopped screen of images from different products. In our opinion, LifeBot is an attempt to combine select features/capabilities from at least three different manufacturers' products and masquerade them as a single product.

Our assessment is based on the following:

- Mr. Heath/LifeBot is a newly formed company with no software or manufacturing facilities of its own.
- Specifications for the LifeBot product do not yet exist.
- Claims of existing installed base and select features are extrapolated excerpts from other manufacturers of the components (how else can you claim you claim an installed base of 3500 units on a product with no specification and that has not yet shipped?).
- The communication portion of the screen appears to be copied from the Telex Nexus IP radio console.
- It is unclear what company/product is used for the voice logging features, but it is clear that it is done with yet another (separate) PC.
- It is unclear what company/product is used for the telemedicine capabilities, but again appears to be based on another company's product.

**The chart below corrects what General Devices believes to be inaccurate or false claims on the chart distributed by Roger Heath of LifeBot. Compare for yourself...**

Communications Feature	LifeBot EMS Workstation	CAREpoint EMS Workstation
1. Base of Technology	VOIP System – <b>Unknown if compatible with existing conventional and trunked radio systems used by EMS. 99% of radio used by EMS are <u>not</u> VoIP</b>	400+ CAREpoint EMS workstation systems installed-to-date. <b>A proven, modular, expandable, continuously improved</b> platform that ensures compatibility with existing, new and future equipment.
2. Computing Processor	Standard <b>consumer PC</b> that changes frequently making support difficult. <b>Yet another vendor to deal with</b> for service, compatibility, etc.	Fully integrated, robust <b>industrial type single board computer</b> with built-in watchdog and field serviceable RAID drives. Configuration stable and modular, providing easy support & servicing. <b>Module upgrades extend life of system. Fully supported by General Devices' UltraCare support team.</b>
3. Digital Communications Compatibilities and Upgrade Path	<b>Unknown compatibility for common EMS radio systems.</b> Console features are designed for dispatch, <b>not ED use.</b> A 3 <sup>rd</sup> party vendor is used for communications console features & support.	Fully integrated communications capabilities. <b>Fully compatible with all standard phone, VHF/UHF/800 and trunked radio systems &amp; interfaces with digital radio systems.</b> Upgradable for future systems. All elements supplied by General Devices.
4. Digital Call Recording System	<b>Unknown manufacturer.</b> Requires yet another PC & equipment. Not designed for use specifically by Hospital/EMS personnel. No logging of "data" (12 Lead, email, fax, etc). <b>3<sup>rd</sup> party hardware/software so yet</b>	<b>Built-in and truly integrated feature - no separate equipment required.</b> Ease of use by hospital/EMS personnel. Also logs and links 12-lead, fax and email data. Unlimited number of users to access data at no extra cost.

	<b>another vendor for support &amp; service.</b>	<b>Fully supported by General Devices' UltraCare support team.</b>
5. Extend Recording to Additional Phone Lines in ED	May be extended to recording of additional department phone lines	May be extended to recording of additional department phone lines.
6. 32-bit Security Signature Added to MP3 Files for Authenticity	Standard for all recordings	Not currently available.
7. Full Interoperability	Full interoperability between all Above-mentioned resources	Full interoperability between all Above-mentioned resources.
8. Caller ID on Telephone Lines <i>Typically not a useful feature as EMS phones only indicate "wireless caller"</i>	Standard	Not currently available.
9. Proven Wide-Spread In-Use	<b>No existing</b> LifeBot systems. Claims of installs are for another company's radio console. <b>NO</b> experience in EMS/Hospital use, applications, installation, support & service.	In use in Hospital Emergency Departments <b>since 2002 in locations throughout the USA.</b> <b>20+ years experience</b> in EMS/Hospital use, applications, installation, support & service.
10. Desktop ED Space Preservation	<b>Separate vendors</b> for communications, voice recording, and telemedicine features requiring <b>additional PC's &amp; separate radio interface equipment.</b>	<b>Compact, self contained enclosure</b> for PC AND communications interfaces, voice/data recording and control. Expandable and remotable.
11. Intercom Capabilities <i>Irrelevant for most hospital/EMS applications.</i>	Yes	Yes
12. Volume and Mute Controls	Individual "dispatch" style volume & mute controls with meters for each radio channel and phone line – <b>overly complex, not designed for hospital/EMS use.</b>	<b>User friendly, simple</b> Select & Unselect volume and mute controls with automatic fail-safe's and user defined settings and defaults – ensuring calls get answered
13. FDA and Radio Standards Compliance	<b>LifeBot is NOT an FDA registered manufacturer or device.</b> Compliance with radio communications standards is extrapolated <b>through 3<sup>rd</sup> party company with NO LifeBot controls.</b>	<b>General Devices' is an FDA registered manufacturer and 510k product approvals to market.</b> Compliant with existing and new radio standards where applicable. <b>All compliance is directly by General Devices</b>
14. Emergency Multicasting Broadcast Capabilities <i>Dispatch type function - irrelevant for most hospital/EMS applications</i>	Yes	Yes
15. Portable ED Telephone to Radio Channel Talk Capability	Optional portable phone may be used throughout ED to talk directly on radio channels and/or telephone lines	Optional interfaces to use with <b>customers existing in-house</b> wireless phones for use <b>throughout hospital (not just ED).</b>
16. Play Windows WAV Sound Alarms	Unknown functionality	Fully configurable – different sound for each line/radio, volume scheduler by time-of-day, fixed or escalating
17. Instant Recall Recorder Playback	Feature of the 3 <sup>rd</sup> party voice recorder	Soon-to-be-released feature.
18. Upgradable to new radio and paging systems compatibility.	Standard "dispatch" type feature/compatibility from 3 <sup>rd</sup> party communications console, most of which is <b>irrelevant for hospital/EMS use.</b>	<b>Full compatibility with existing systems and upgradable for future systems.</b>
19. Keyboard Dialing Capability <i>Irrelevant – Keyboard dialing is more suitable for dispatch, rather than ED/EMS.</i>	Standard	<b>Touch Screen &amp; mouse for fast dial &amp; auto dialing.</b>
20. Satellite interface capabilities	Option available	Option available

21. Recordings Backup	Hot-Swap Hard Disk Standard. Requires technical swap. No network backup or access.	CD or network share backup standard. <b>Eliminates need to go to unit and swap anything.</b>
22. Reduce or Eliminate Monthly Lease-Line Expenses <i><b>This point is meaningless without further explanation.</b></i>	NA	NA
23. Company Experience	<b>One individual with extensive sales experience.</b>	<b>Company in business for 31 years with in-house design, manufacture, support and sales of medical devices, 20+ years specializing in EMS with its own EMS products.</b>
24. Warranty	3 Years Limited with free software upgrades - however, <b>unknown which feature components are included, as software is provided by multiple 3<sup>rd</sup> party vendors.</b> <b>Unknown warranty for hardware, parts or support</b>	<b>1 Year UltraCare Support free includes parts, software and support for all CAREpoint components.</b> <b>Extended warrantees available at very affordable rates.</b>
<b>EMS Telemedicine Workstation Features:</b>		
25. EMS Telemedicine Capabilities with Inter-Hospital and Inter-Provider Communications	Standard with video conferencing to other LifeBot workstations and compatible ambulance cellphones	Standard with e-Bridge option to other CAREpoint/e-Bridge workstations.
26. Hospital Workstation and Ambulance Cellphone and Laptop file and video recording sharing	Standard video conferencing and camera enables live image, video recording, and file data transfers	Standard video conferencing and camera enables live image, video recording, and file data transfers, with e-bridge option
27. 12-lead and ePCR software	Runs software for 12-lead reception and ePCR. No integration with General Devices Rosetta 12L or Physio LifeNet. <b>No agreement affiliations with monitor companies.</b>	Runs Rosetta and all major software for 12-lead reception and ePCR. <b>Agreements in place with Physio, Philips and ZOLL.</b> <b>Includes integration with Physio-Control LifeNet.</b>
28. Rosetta 12-lead ECG	<b>No authorized/approved interface for receiving or printing of General Devices' Rosetta Lt, Rx or DS 12-lead transmissions.</b> <b><u>Not FDA Registered.</u></b>	<b>Fully integrated compatibility with ALL Rosetta 12-lead receiving, printing, forwarding and archiving features.</b> <b>Includes integration with Physio LifeNet.</b> <b>Rosetta-Lt is FDA Registered.</b>
29. Single Lead ECG receiving	Unknown 3 <sup>rd</sup> party optional interface required	Standard integrated compatibility for receiving, printing, forwarding and archiving.
30. Philips Telemedicine Server	Compatible (as would be for ANY standard PC). <b>No known agreements with Philips.</b>	Compatible, <b>plus integrated e-mail &amp; fax receiving/sending.</b> <b>Agreements in-place with Philips to insure compatibility.</b>
31. Medtronic Physio-Control LIFENET® Compatibility	Compatible (as would be for ANY standard PC). <b>No known agreements with Physio-Control.</b>	Compatible <b>with Alert Client AND Adapter to integrate Rosetta &amp; LifeNet.</b> <b>Also includes integrated e-mail receiving.</b> <b>Agreements in-place with Physio to insure compatibility.</b>
32. ZOLL Data and 12-lead Receiving software	Compatible (as would be for ANY standard PC). <b>No known agreements with ZOLL.</b>	<b>Compatible, plus integrated e-mail &amp; fax receiving. Plus forwarding into Physio LifeNet.</b> <b>Agreements in-place with ZOLL to insure compatibility.</b>

33. ZOLL Live M-Series Video Feed of monitor screen display <b>Note! Feature discontinued by ZOLL</b>	Optional Interface	Standard with e-Bridge option.
34. Preload Protocols and Portal for instant information access*	Includes free custom portal and preloaded fast access information	Includes free InfoManager for customizable preloaded fast access to information
35. Armored Rack System for All Communications and Data Protection. <b>Note! We do not understand why this is needed for the ED.</b>	Optional. Requires extra space.	Optional ( <b>if someone ever wanted it!</b> )
36. FDA Compliant	<b>Company is NOT listed by FDA as a registered manufacturer. LifeBot console is NOT listed by FDA as a registered medical device.</b>	<b>General Devices is an registered FDA manufacturer. Rosetta &amp; CAREpoint ECG elements are 510-k registered/approved medical devices.</b>
37. Upgrade Path to LifeBot Patented Technologies	Unsupported claims	Not Applicable
<b>Emergency Messaging / Portal System:</b>		
38. Web-Based Rapid Information EMS Administration Portal	Standard	Standard with e-Net Messenger
39. May function as private system portal or public information and news system	Standard	Standard with e-Net Messenger
40. Broadcast emergency or pertinent e-mail announcements or text messaging alerts to cell-phones to select groups or system-wide.	Limited to standard unreliable e-mail/text messaging	<b>Integrated email, voice, text, data messaging standard. Enhanced secure private network with e-Net Messenger</b>
41. Automatic rapid login and display at boot-up if secure password has already been entered.	Standard	Standard
42. Display resources status compatible with web based systems and EMSsystems.	Standard	Standard with e-Net Messenger
43. Remote management of all users and their levels of access to specific resources.	Standard	Standard with e-Net Messenger
44. Post almost any resource, images, PDF protocols, shared documents, videos and slideshows	Standard	Standard
45. Available 24 hours 7/365 days to all system users.	<b>No history, as units have not yet been sold.</b>	Standard, <b>with a 20 year history.</b>
46. Subscription cost required for software updates.	Free standard portal upgrades and software development	Free software updates. Low cost e-Net Messenger subscription.