



PHILIPS

Philips Medical Systems
 Attn: Sales Operations
 2301 5th Ave, Suite 200
 Seattle, WA 98121

Fax # 206-664-2000
 Tel # 800-263-3342

QUOTATION DATE 01/13/2004	QUOTE NUMBER 20077609	PAGE 1 / 2
LAST UPDATED 01/13/2004	TIME 10:44:03	
EXPIRATION DATE 03/13/2004	INCOTERMS FOB DESTINATION	
PAYMENT TERMS Within 30 Days Due Net Subject to Credit Approval		
FORMAL QUOTE Original		

SALES REPRESENTATIVE

Les Ward Phone:
 Fax:

QUOTE CONTACT

Paul Fick 1-800-263-3342 x8404

CUSTOMER:
 Attention: Andy Jordan (202)263-3342
 MARAD
 washington DC
 Customer Number: 1000015

SPECIAL COMMENTS:

ITEM	PRODUCT	DESCRIPTION	QTY	UoM	UNIT-AMT	AMOUNT(USD)
10	M3863A 989803108811	Battery, Long Life LIMNO2, for FR2 AEDs	1	PCE	195.00	195.00
		Agreement Discount			30.0 %	58.50-
		Price for item 10				136.50
		Agreement #MV530				
20	DP2 989803102541	Defibrillation Pads: 2-Pack	1	PCE	60.00	60.00
		Agreement Discount			30.0 %	18.00-
		Price for item 20				42.00
		Agreement #MV530				
30	7-10900 989803100191	AED Training Pads: 1 set	1	PCE	20.00	20.00
		Agreement Discount			30.0 %	6.00-
		Price for item 30				14.00
		Agreement #MV530				
		Total Quotation List Price				275.00
		Less All Applicable Discounts				82.50-
		Total Quotation Net Price				192.50



PHILIPS

Philips Medical Systems
 Attn: Sales Operations
 2301 5th Ave, Suite 200
 Seattle, WA 98121

Fax # 206-664-2000
 Tel # 800-263-3342

QUOTATION DATE 01/13/2004	QUOTE NUMBER 20077609	PAGE 2 / 2
LAST UPDATED 01/13/2004	TIME 10:44:03	
EXPIRATION DATE 03/13/2004	INCOTERMS FOB DESTINATION	
PAYMENT TERMS Within 30 Days Due Net Subject to Credit Approval		
FORMAL QUOTE		
Original		

ITEM	PRODUCT	DESCRIPTION	QTY	UoM	UNIT-AMT	AMOUNT(USD)
------	---------	-------------	-----	-----	----------	-------------

Unless indicated directly, this quote is subject to Philips Medical Systems North America Terms & Conditions, except in the presence of a Purchase Agreement Discount. Prices are for USA end-use only and include standard Philips Medical Systems North America transportation. Taxes if applicable are not included unless noted but will be added to the invoice. The Purchase Orders needs to reference the Quote Number, Statement of Work Project ID if applicable, and your Purchase Agreement. Please indicate your requested delivery date and your preference to accept and pay for partial shipments. If this quote includes Value-Added Services, they may be invoiced separately. If this Quote includes Professional Services, partial invoicing will occur and separate invoices will be sent including applicable Travel and Expenses according to the terms specified in the Statement of Work. System cabling, if included, is specified at the standard grade unless noted otherwise.