



Sole Source Procurement Justification for *AirArmor*

When an Athletic Trainer and/or a Coach make a selection for athletic protection equipment, it is important to them that they get what they need and want.

AirArmor, from ArmorSports is a very unique knee and leg protection system and stands apart from traditional knee brace products. There is no substitute!

What Makes *AirArmor* Unique and superior to knee braces?

1. *AirArmor* is the only knee and leg protection system on the market, worldwide, that is supported from the waist rather than being strapped to the thigh! This patented design is unique to *AirArmor*.
2. Support of the carbon composite knee and leg shields through the custom *AirArmor* girdle assures that the protection you want and need for your athletes stays in place. Protective equipment, not in the correct position can result in increased injury rates, as has been reported for other lateral knee braces, but not with the *AirArmor* knee and leg protection system.
3. Retrospective Studies and Data from NCAA football programs that have used *AirArmor* for up to 8 years reveal a 95% knee injury reduction rate as compared to published NCAA data. Game knee injury rates with *AirArmor* are 0.53/1,000 exposures as compared to 8/1,000 overall NCAA. We are not aware of any other knee brace company that publishes their injury reduction rates.
4. ArmorSports is the Manufacturer, Intellectual Property holder and currently sole distributor of the *AirArmor* Technology. *AirArmor* is manufactured in its Tucson, Arizona Headquarters.
5. As a single exterior (lateral) hinge knee and leg protection system, *AirArmor* has demonstrated, in independent studies, to not interfere with football players' speed or agility and as the preferred knee protection by those athletes.
6. *AirArmor* is designed to be worn on both legs by any athlete in any position, in multiple sports, not just football interior linemen. Unlike traditional braces which are only seen in pairs on OL players.
7. *AirArmor* is approved by the NFHS, NFL and NCAA and is registered with the FDA as a Class 1 Medical Device. (Insurance code L1843)
8. *AirArmor* is an Off the Shelf (OTS) product with nine standard sizes in two styles. When an athlete leaves the program his/her *AirArmor* can be worn by another athlete of similar size. Keying off the thigh circumference, the 9 *AirArmor* OTS sizes fit athletes with thigh circumferences from 16 inch to 35 inch. No other OTS knee product provides this wide size range.

Specify AirArmor! Minimize Injury – Maximize Performance!