

Customer Discussion and Site Assessment Guide



Discussion with Customers that Have an AED

AED Equipment

Questions

- How many AEDs do you have?
- Who is the manufacturer?
- How old are your AEDs?
- Where are they located?
- Can we have a look?

Next Steps

Examine the Current AED

Take a photo of the front and back of the device to share with our partners at Cardiac Science. The experts at Cardiac Science can assess it to understand the age and current regulatory status of the device.

AED Placement

Discuss trading up to a new Powerheart® G5 from Cardiac Science along with everything needed to run an effective program.

AED Program

Questions

- Do you have a service provider for your AEDs?
- When is your service agreement set to expire?
- How much does your service agreement cost every month?
- If you don't have a service provider, who is responsible for regular inspections and periodic maintenance?
- Who handles compliance with state laws and regulations?
- Who handles your staff's AED/CPR training and certifications?
- Would you be interested in adding AED management to your contract?

Next Steps

Review Compliance Records

Medical Oversight and Training for AEDs is required in many states. Depending on their location, records that customers should have on file include: certificate of Medical Authorization and Oversight, AED Prescription and Documentation of AED/CPR Training.

AED Training

If the staff has not been trained on AED/CPR recently, we can offer training from the Emergency Care and Safety Institute.

Discussion with Customers That Don't Have an AED

AEDs are now more common in the workplace because they've become easier to use and less expensive. We now offer AEDs along with everything required to run a compliant and effective program. Customers can easily add AED services to their contract. OSHA recommends that workplaces implement AED programs because they can help save victims of sudden cardiac arrest (SCA) in the workplace.

Information on Sudden Cardiac Arrest

- Almost 1,000 people experience SCA every day in the U.S.¹ Approximately 90% of SCA victims don't survive²
- A shock from a defibrillator is the only way to correct the electrical malfunction in the heart that causes SCA³
- SCA is not a heart attack, it happens immediately, leaving the victim unresponsive, and death can occur within minutes
- An SCA victim's chance of survival diminishes by 10% percent with every minute that goes by³

Information on AEDs

- Voice prompts guide users through a rescue
- Analyzes heart rhythm & doesn't deliver a electric shock unless needed
- If shockable rhythm is detected, AED delivers shock designed to return heart to normal rhythm
- Defibrillation is the only treatment for converting a fatal rhythm back to normal

Questions

- Why don't you have an AED?
- Are you familiar with how an AED works?
- Are you familiar with your state's AED laws and regulations?
- Are you interested in hearing about AEDs and AED management programs?
- Would you be interested in adding AED management to your contract?

Next Steps

- Complete a no-charge site assessment to help determine where AEDs should be placed in the facility

Quick Reference and Checklist for Conducting a Site Assessment

AEDs should be located within **three minutes** of most locations at the customer site. Consider locked doors, other inaccessible areas and areas where customers might gather, along with parking areas, and remote buildings.

Determine a Three-Minute Response Time

- Start at the point in which the AED would be located.
Busy hallways or areas people congregate are ideal locations.
- Walk briskly with your timer on for 90 seconds. This spot is the outlying point where a rescuer can retrieve the AED and respond within three minutes, because it allows a rescuer 90 seconds to reach the AED and another 90 seconds to return.
An able adult can usually briskly walk about 300 feet per minute.

Notes:

AED Laws by State

Laws governing the use of AEDs vary by state with regards to training, registration, AED placement, and physician oversight requirements. All 50 states have laws protecting people who use AEDs in good faith.

AED Checklist

One AED Required

- ☐ Facility has only one floor
- ☐ Size of the facility is < 150,000 sq. ft.
- ☐ Outside work area is < 2 acres
- ☐ There are no areas inaccessible to responders

Recommended Number of AED units:

Additional AEDs Required

- ☐ For every 150,000 sq. ft. over 150,000 sq. ft.
- ☐ For every additional 2 acres of outside working area
- ☐ For every 3rd floor of a multi-floor building
- ☐ For every inaccessible work area/floor
- ☐ For every public lobby

Total Recommended AEDs:

Talk to your Cardiac Science AED Specialist to learn more about AED requirements in your state(s)!

¹ Benjamin EJ, et al. Heart Disease and Stroke Statistics - a 2018 Update. A Report from the American Heart Association. Circulation. 2018; 137:e67-e492.

² Centers for Disease Control and Prevention. 2015 Cardiac Arrest Registry to Enhance Survival (CARES) National Summary Report. <https://mycares.net/sitepages/uploads/2016/2015%20Non-Traumatic%20National%20Summary%20Report.pdf>

³ Perkins GD, et al. European Resuscitation Council Guidelines for Resuscitation 2015 - Section 2 Adult Basic Life Support and Automated External Defibrillation. Resuscitation. 95 (2015): 81-99.