

# AED Buyers' Guide



## Introduction to defibrillators

A defibrillator is a device that gives a high energy electric shock to the heart through the chest wall to someone who is in cardiac arrest.

Defibrillators are easy to use with clear step-by-step instructions either via audio or video prompts (or both).

This high energy shock is called defibrillation, and it is an essential life saving step in the chain of survival.

The aim of installing defibrillators in the workplace, schools and colleges, health and leisure clubs, local communities, religious centres, airports, museums and

retail parks is to protect the workforce and also protect members of the general public.

A cardiac arrest can happen anytime, anywhere and to anyone.

Early defibrillation and effective CPR is the single most effective treatment for sudden cardiac arrest.

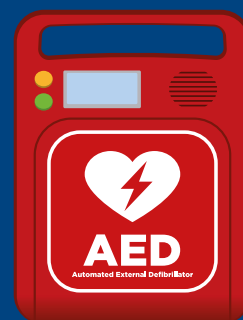
By being aware and prepared for an emergency you could help save the life of a work colleague, friend or member of the public.

## What is an automated external defibrillator (AED)?

An AED is a small portable electronic device designed to provide an electric shock to the heart to casualties of sudden cardiac arrest.

During sudden cardiac arrest, the normally organized electrical impulses that initiate cardiac contraction (heartbeats) discharge chaotically, and the heart muscle twitches spasmodically. An AED applies a brief pulse of electrical current to a heart, allowing the heart's normal electrical system to resume control.

The shock is only administered if the AED has identified a life-threatening heart rhythm which requires treatment with an electric shock.



## What is sudden cardiac arrest (SCA)?

A sudden cardiac arrest is a medical emergency, occurring when someone's heart stops pumping blood around the body, they stop breathing and become unresponsive.



Unless emergency treatment is provided quickly, the chance of survival decreases rapidly. The chance of survival decreases by 10% with every minute that defibrillation is delayed.

## What is the difference between a heart attack and cardiac arrest?

A heart attack is when one of the coronary arteries becomes blocked. The heart muscle is robbed of its vital blood supply and, if left untreated, will begin to die because it is not getting enough blood.

A cardiac arrest is when a person's heart suddenly stops pumping blood around their body and they become unresponsive and stop breathing normally.



# Facts and Figures

## 30,000

### Outside hospital



.....

In the UK approximately 30,000 people sustain cardiac arrest outside hospital and are treated by the emergency medical services each year.

## 3,500

### in Scotland



.....

Over 3,500 people in Scotland each year are treated by the Ambulance Service for an out of hospital cardiac arrest. This is equal to 70 people per week.

## 1 in 10

### Will survive



.....

In Scotland, only 1 in 10 will survive an out of hospital cardiac arrest.

## Early treatment



.....

Early defibrillation and CPR is the single most effective treatment for sudden cardiac arrest.

## Increase survival to 70%



.....

Defibrillation within three minutes of a casualty collapsing can increase the chance of survival to over 70%.

## 10% Decrease each minute



.....

For every minute that passes without defibrillation chances of survival decrease by up to 10%.

## 5.44 minutes

### 999 call time response

.....

The median response time in Scotland for a cardiac related (Immediately Life Threatening) 999 call is currently 5.44 minutes.



## Defibrillators in the workplace

Installing AEDs in the workplace helps to protect the workforce and also protect members of the public visiting your business premises.

No barriers should be put in the way of anyone using an AED when it is needed.

In the workplace, it is important that all employees know where the device is located and know how to raise the alarm in the event of an accident or sudden illness.



## Defibrillators in schools

By having a defibrillator on school premises, you can not only save a life but educate your pupils and staff on the importance of first aid and how to use a defibrillator.

By preparing young people to deal with a cardiac arrest and teaching them how easy it is to use an AED, it can help to improve survival rates of those who suffer a cardiac arrest out of hospital.

An out of hospital cardiac arrest can happen to a person of any age therefore it is important to have a defibrillator on school premises, not only for the pupils but for staff and any visitors in the building.

















## Defibrillators in sports clubs and local communities

Although exercise is great for your overall heart health, those who are fit and healthy are just as likely to suffer from a cardiac arrest as someone who does no exercise.

Strenuous activity or a blow to the chest can trigger a cardiac arrest making it equally as important to have AEDs within sports clubs as it would be any other location.

Having a public access AED within local communities helps to improve the chance of survival of those around you, as the first few minutes after a cardiac arrest are vital which is often before an ambulance will arrive.



									
	<b>Stryker Heartsine 350/360/500</b>	<b>Stryker Lifepak CR2 with USB</b>	<b>Stryker Lifepak CR2 with Wi-Fi</b>	<b>ZOLL AED Plus</b>	<b>ZOLL AED 3</b>	<b>Cardiac Science Powerheart G5 AED</b>	<b>Cardiac Science Powerheart G5 CPR-D</b>	<b>Defibtech Lifeline AED</b>	<b>iPAD SP1</b>
									
<b>Fully or Semi Automatic</b>	both options available	both options available	both options available	both options available	both options available	both options available	both options available	both options available	both options available
<b>Battery Standby Life</b>	4 years	4 years	4 years	5 years	5 years	4 years	4 years	5 or 7 years	4 years
<b>Energy Delivery for adult</b>	150 - 200 Joules	200 - 360 Joules	200 - 360 Joules	120 - 200 Joules	120 - 200 Joules	95 - 354 Joules	95-354 Joules	150 Joules	150 Joules
<b>Electrode Pad life</b>	4 years	4 years	4 years	3 years	5 years	2 years	2 years	2 years	3 years
<b>Infant / Child compatible</b>	HeartSine® Samaritan® Paediatric-Pak™ – Cartridge sold separately	Universal adult/child pads included with Child Mode feature	Universal adult/child pads included with Child Mode feature	Infant/child pedi•padz sold separately	Universal adult/child CPR Uni-padz included with Push Child Button feature	Using infant/child pads sold separately	Using infant/child pads sold separately	Using infant/child pads sold separately	Pads that can be used on both adults and children with switch from Adult to Child Safe mode
<b>IP Rating (see below)</b>	IP56	IP55	IP55	IP55	IP55	IP55	IP55	IP54	IP55
<b>Automatic Self Checks</b>	Weekly	Daily, Weekly, Monthly	Daily, Weekly, Monthly	Weekly, Monthly	Daily, Weekly, Monthly	Daily, Weekly, Monthly	Daily, Weekly, Monthly	Daily, Weekly, Monthly	Daily, Weekly, Monthly
<b>Voice Prompts</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓
<b>Real Time CPR Feedback</b>	✗	✗	✓	✓	✓	✓ using specific electrodes	✓	✗	✗
<b>Unit Warranty</b>	8 years	8 years	8 years	7 years	8 years	8 years	8 years	8 years	7 years
<b>Contents</b>	Defibrillator, carry case, Adult Pad -Pack for patients from 8 years or 55lbs, quick reference instruction card.	Defibrillator, Carry Handle, USB Cable, Quick Step Electrode Pads x 1, Lithium Battery x 1, Quick Step Starter Guide, User Guide.	Defibrillator, Carry Case with Handle, Wi-Fi built in, Lifelink Central AED program, Quick Step Electrode Pads x 1, Lithium Battery x 1, Quick Step Starter Guide, User Guide.	Defibrillator, soft carry case, 1 x ten batteries, 1 x CPR-D-padz electrodes with first responder kit, operator's guide.	Defibrillator, 1 x pair of CPR Uni-Padz, battery pack, 1 x Year PlusTrac Licence. Carry case also available at additional cost.	Defibrillator, 1 x battery, 1 x pair of adult pads, AED manager software, manual, getting started card and steps to rescue guide. Carry Case also available at additional cost.	Defibrillator, CPR-D device, 1 x battery, 1 x pair of adult pads, AED manager software, manual, getting started card and steps to rescue guide. Carry Case also available at additional cost.	Defibrillator, 1 x battery, 1 x set of adult pads, 1 x rescue kit, user manual, quick use card & overview DVD. Carry Case also available at additional cost.	Defibrillator, battery pack, carry case, 1 x adult / child electrode smart pads, 1 x starter kit.
	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>

IPX4: Protection from splashed water.
 IP21: Protected against fingers or similar objects and condensation.
 IP54: Protection from the amount of dust that would interfere with the operation of equipment and water spray from any direction.
 IP55: Protection from the amount of dust that would interfere with the operation of equipment and water projected from a nozzle.
 IP56: Protection from the amount of dust that would interfere with the operation of equipment and high pressure water jets from any direction.

Prices are correct at time of publication but may be subject to change.



# Why purchase from us

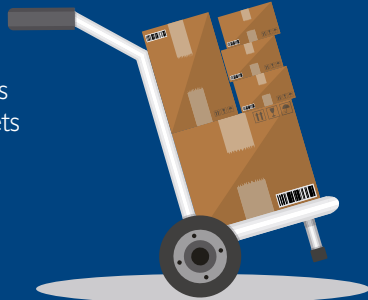
## Trusted

St Andrew's First Aid Training and Supplies Ltd was formed in 2012 as a wholly owned subsidiary of St Andrew's First Aid charity. Benefiting from over 130 years of expert experience in delivering first aid services, our social enterprise is recognised by HSE as a standard setter and principal supplier of first aid, health and safety training and supplies sales including defibrillators.



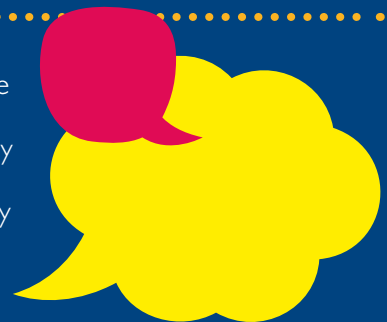
## Portfolio

We offer a comprehensive range of defibrillators suitable for all budgets and environments.



## Advice

If you require any advice or guidance one of our sales team will be happy to answer any questions you may have helping you make the correct choice.



## Free Delivery

We offer free delivery on all defibrillators. UK mainland only.



## Social Enterprise

By purchasing from us you are helping one of Scotland's oldest charities continue to deliver its vision that no-one should die or suffer because they needed first aid and didn't get it. All profits delivered by St Andrew's First Aid Training and Supplies Ltd are gift aided back to the parent charity allowing them to continue with their essential first aid provision and educational programmes for communities in Scotland and beyond.



## AED cabinets and accessories

It is important to make sure your defibrillator is easily accessible, protected and within easy reach in an emergency situation.

We offer a comprehensive range of storage cabinets suitable for indoor and outdoor environments including alarmed and non-alarmed options.



**PURCHASE AED CABINET**

We also supply defibrillator batteries, replacement pads, training AEDs, wall mounted brackets and signs, carry cases and rescue kits for all major brands.

**PURCHASE ACCESSORIES**

## First aid training

Our workplace first aid training courses provide all candidates with a general overview of how an AED operates. We also offer a 3 hour AED training course designed for those who wish to gain a greater understanding of how to use an AED.

**BOOK COURSE**

We have training centres across Scotland in Aberdeen, Dundee, Edinburgh, Glasgow, Glenrothes, Inverness and Stirling. Dependant on location we are also able to provide in-house training at your workplace.

## Defibrillators

Keep your defibrillator ready to save a life. We have a wide range of defibrillator accessories, including replacement batteries, pads, wall brackets, as well as extra equipment rescuers may need in their first responder kits.

**FIND OUT MORE**

## How to order

Browse and purchase our extensive range of first aid supplies products including defibrillators online.

**ORDER HERE**

Alternatively if you would like to discuss your requirements and order by phone simply speak to a member of our friendly team or send us an email.

**Call 0300 4 666 999 or  
email [sales@firstaid.org.uk](mailto:sales@firstaid.org.uk)**





## **Q: Are AEDs safe to use?**

**A:** AEDs are very reliable and will not allow a shock to be delivered unless required.

## **Q: What is public access defibrillation (PAD)?**

**A:** Many AEDs are now installed in public places including airports, railway stations, shopping centres and community venues. These are to be used by members of the public if they witness a sudden cardiac arrest.

## **Q: Is it a legal requirement to have an AED in my workplace?**

**A:** There is no legal requirement however a first aid needs assessment may identify that there is a requirement, for example, if your workplace is remote impacting on ambulance response times. Consideration should also be given to the age of your employees, any previous history of cardiac conditions and whether there are high volumes of the general public visiting your workplace.

## **Q: Do I have to be trained to use an AED?**

**A:** The 2010 Resuscitation Council (UK) guidelines advise AEDs have been used by untrained people to save lives as defibrillators provide clear, spoken instructions and visual illustrations to guide users through the process.

St Andrew's First Aid recommend that AED training is also considered at time of purchase to increase staff confidence and first aid skills.

## **Q: Can AEDs be used on children as well as adults?**

**A:** Paediatric pads reduce the charge output and are to be used on children between 1 and 8 years old. Some AEDs offer functionality which will allow the user to use one set of pads by simply switching to child mode.

## **Q: What is the difference between semi and fully automatic?**

**A:** Semi-automatic requires a button to be pushed in order for a shock to be delivered. Fully automatic automatically delivers a shock only if required without the requirement to push a button.

## **Q: What does the IP rating mean?**

**A:** Every defibrillator comes with an IP rating helping you to make your decision based on your environment and needs.

## **Q: Maintenance and running costs?**

**A:** Defibrillators perform daily, weekly or monthly self-tests to check for faults and battery levels. This gives you peace of mind that your device is always ready to save lives, with no need for manual servicing. Running costs are minimal with electrode pads having a shelf life of between two and five years depending on the AED model. Pads are designed for single use only and should be replaced each time the defibrillator is used in an emergency situation. The life of a battery can vary depending on the manufacturer and number of occasions the defibrillator is used with most needing to be replaced between two and five years.





### St Andrew's First Aid

National Headquarters: St. Andrew's House, 48 Milton Street, Glasgow, G4 0HR  
Tel: 0300 4 666 999 • E: [sales@firstaid.org.uk](mailto:sales@firstaid.org.uk) • [www.firstaid.org.uk](http://www.firstaid.org.uk)

St Andrew's First Aid is the trading name of St. Andrew's Ambulance Association, a charity registered in Scotland, No. SC006750  
Patron: HRH The Princess Royal, Incorporated by Royal Charter 1899.

