





A GUIDE TO DEFIBRILLATORS

HOW YOU CAN SAVE A LIFE

Contents

Introduction	page 2
Sudden Cardiac Arrestdid you know?	page 5
What is a defibrillator?	page 7
Why is CPR so important?	page 8
How to use a defibrillator	page 10
Who should have a defibrillator?	page 13
How do you look after a defibrillator?	page 16
Key considerations when purchasing a defibrillator	page 19
How Aero Healthcare can help you	page 20
Will you save a life?	page 26

For more information about our range of defibrillators and how you could benefit, simply get in touch with a member of our team who will connect you to your specialist distributor.

CALL **0800 328 5028**VISIT **www.anchorsafety.co.uk**

Every year more than seven million people globally suffer from a **Sudden Cardiac Arrest (SCA)** with no warning. And only five to 10% of those affected actually survive.

Read on to discover how you can make a difference for your colleagues, customers and the wider public and save a life by using defibrillation.

In this guide you'll learn:

- Sudden Cardiac Arrest stats and facts
- How a defibrillator can help
- How a connected solution can help
- How to effectively use a defibrillator
- Who should have a defibrillator.
- Maintenance requirements for a defibrillator
- Key considerations when purchasing a defibrillator



SUDDEN CARDIAC ARREST: WHAT YOU NEED TO KNOW

WHAT IS IT?

Sudden Cardiac Arrest (SCA) is when the heart enters a chaotic rhythm. It usually results from a disturbance in your heart that disrupts its pumping action, stopping the blood flow to the rest of your body.

It's a medical emergency that if not treated immediately, can cause Sudden Cardiac Death. For every minute that passes between onset of SCA and medical intervention the chance of survival reduces by 10%.

For example, here's what a "normal" heartbeat looks like:



And here's what happens to the heart when it experiences an SCA:



HOW CAN YOU TELL IF SOMEONE IS EXPERIENCING AN SCA?

The symptoms of an SCA are immediate and include:

- Sudden collapse
- No pulse
- No breathing
- Loss of consciousness

And, it occurs with no warning.



WHO CAN SUFFER FROM AN SCA?

Anyone, anywhere at anytime can be affected by an SCA. However, there are risks that can increase the likelihood of them occurring.



THIS INCLUDES:

- Having a family history of coronary artery disease or another form of heart disease / heart problems
- Smoking
- High blood pressure and cholesterol
- Obesity and diabetes
- Having a predominantly sedentary lifestyle
- Drinking too much alcohol
- Age SCA likelihood increases with age
- Being male men are two to three times more likely to suffer from an SCA than women
- Having had a heart attack before
- Using illegal drugs
- Nutritional imbalance such as low potassium or magnesium levels

HOW SERIOUS ARE THEY?

- Worldwide, seven million people are impacted annually
- More than 130,000 people in the UK suffer from an SCA out of hospital, every year (British Heart Foundation)
- Only five to 10% of people currently survive an SCA
- 84% of SCA events occur outside of a healthcare setting
- The average response time for emergency services is around eight to 10 minutes, and every minute that passes without defibrillation reduces survival rate by seven to 10%



CHAIN OF SURVIVAL



There are a few different defibrillator manufacturers, but at Aero Healthcare, we recommend devices that provide the best possible outcome when responding to a cardiac arrest. In addition, we believe that the devices selected should contribute to the best possible quality of life post Sudden Cardiac Arrest (SCA).

WHAT IS A DEFIBRILLATOR?

According to the British Heart Foundation 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."

The "shock" is called defibrillation, and it's a lifesaving step in the chain of survival.

Definition of defibrillation in English:

defibrillation de · fib · ril · la · tion

noun

[mass noun]

Medicine

1. The stopping of fibrillation of the heart by administering a controlled electric shock, to allow restoration of the normal rhythm.

Source: Oxford Dictionaries

WHY IS CPR SO IMPORTANT?

The most frequent heart rhythm witnessed during an SCA is ventricular fibrillation (VF), and the only treatment to overcome this is defibrillation.



For every minute that passes between collapse and defibrillation, the likelihood of surviving ventricular fibrillation (VF) SCA decreases by 10%.

However, when early and effective bystander CPR is provided, survival rates can double or triple. This highlights the importance of fast defibrillation coupled with effective CPR as key links in the chain of survival for SCA sufferers.



Aero Healthcare partners with manufacturers that introduced the world's first mobile defibrillators in the 1960s to make defibrillation accessible to everyone. And, they are often known as Public Access Defibrillators (PAD).



WHAT MAKES OUR DEFIBRILLATORS DIFFERENT?

- They offer the quickest time to first shock at just eight seconds. Every second counts as the chance of survival reduces by 10% per minute
- They shock in more cases than other AEDs available on the market, helping to save more lives.
- They have the highest industry IP rating of IP56

 which means it is protected against dust and water and therefore suitable for use in almost any environment.
- They use patented shock delivery technology

 this delivers a more effective shock at lower
 energy levels reducing risk of heart damage and improving patient recovery time.
- They can shock someone with a chest impedance of 10-300 ohms - which is greater than other defibrillators available - therefore shocking in more cases resulting in more lives saved.

- They have a simple one-button operation, and voice and visual prompts for users, making them exceptionally easy to use by untrained and minimally trained rescuers.
- They can connect to remote monitoring systems making management of large fleets simple and cost effective.

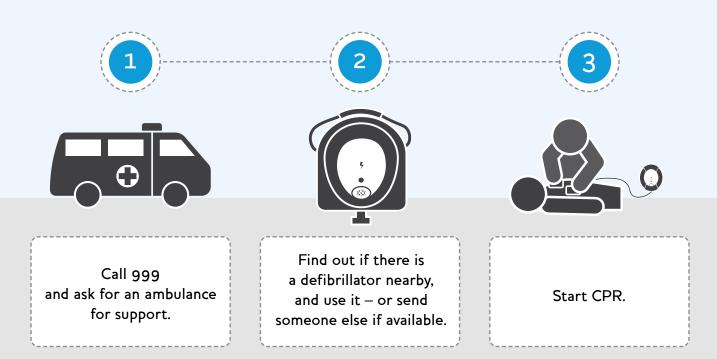
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Find out which defibrillator is best for you

HOW DO YOU USE A DEFIBRILLATOR?

If you come across someone who is unconscious and not breathing, do not waste time. International resuscitation councils recommend that you assume it is an SCA and act quickly.

And, contrary to what people think, automatic external defibrillators can be used by anyone – no matter how old you are or whether you've even touched a defibrillator before, as they are designed for use by untrained and minimally trained users not just for healthcare professionals.



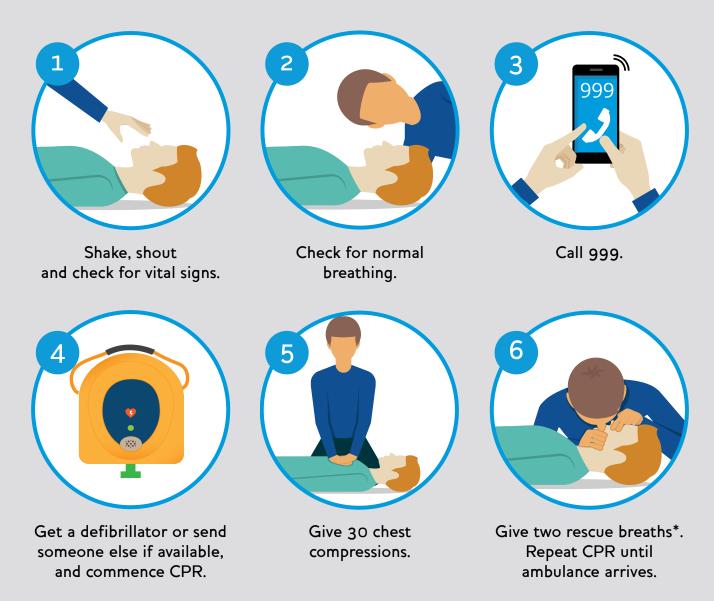


CPR stands for cardiopulmonary resuscitation and it's a lifesaving procedure that you give to someone who is not breathing spontaneously. It helps to pump blood around the person's body when their heart can't.

In addition, it can help to establish a shockable rhythm, helps prevent brain damage and limits cardiac and vital organ damage, whilst significantly increasing the chance of survival when a shock alone is not enough.



To perform CPR the **British Heart Foundation** recommends following these six steps:



^{*}If you are not trained in giving rescue breaths then simply continue uninterrupted CPR following defibrillator prompts

Defibrillators are very easy to use as the machines we recommend will give you clear spoken and visual instruction and you don't necessarily need any training on how to use one beforehand.

For example the HeartSine Samaritan PAD is a completely self-contained unit with no lid to open, or complex displays or controls. Its single button operation and voice/visual prompts with clear instructions guide the user through every step, including electrode pad application, shock delivery and CPR.

Advanced technology balanced against the demands of real-world use. Our innovation changes lives. And saves lives.

USING A DEFIBRILLATOR



- Adult Patient or Child Patient
- this determines which electrodes are inserted into the device.

If Child electrodes are not available the guidelines set out by the Resus Council is that Adult electrodes should be used.

- Call for Medical Assistance.
- Remove clothing from patient's chest to expose bare skin.
- Open and apply electrodes to patient's bare chest.



- Press electrodes firmly to patient's bare skin.
 - If shock is advised the defibrillator will say:
- "Shock Advised, stand clear of patient, press the orange shock button now" "Shock delivered."
- A fully automatic defibrillator delivers a shock without further intervention following a warning.

- You will then be prompted to carry out CPR.
- "Begin CPR, it is safe to touch the patient. Place overlapping hands in middle of chest, press directly down on the chest in time with metronome."
 - When two minutes of chest compressions have been completed the defibrillator will prompt you to stop chest compressions; "Stop CPR"
- The defibrillator will again access the patient's heart rhythm; "Assessing heart rhythm, do not touch the patient."
- Sometimes no shock is needed in a lifesaving situation, the defibrillator will advise you on this; "No Shock Advised" and will advise you to continue CPR.



WHO SHOULD HAVE A DEFIBRILLATOR?

The Health and Safety Executive requires businesses to conduct a risk assessment, and if that identifies the need for an AED, the HSE recommends that your staff should be fully trained in its use.

Gyms, Leisure Centers, GP Surgeries and Dentists are required to have a defibrillator on site. There are other businesses that are not obliged to, but under English law, there can be liability in negligence for failing to take appropriate safety precautions on your site.

In 2017 the Facilities Management Journal reported that a survey revealed that **52% of businesses** have never considered buying, or have bought, a defibrillator.

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In its most recent guidelines⁺ the Resuscitation Council said it "strongly suggests a policy of early attempted defibrillation" and it pointed out that with every minute of delay of defibrillation, the chances of survival diminish by **10**%, and after 10 minutes, the chances of survival are almost zero.

^{*} Occupational Safety and Health Administration, U.S. Department of Labor. | * Released in 2015

EVALUATE YOUR RISKS

It's essential to consider the risks to your workforce and anyone else that visits your premises, to determine whether you should have a defibrillator on site.

Factors that increase the risk of an SCA:

- An ageing workforce. Whilst anyone at any age can be struck down by an SCA, the likelihood of one occurring increases with age. Ask yourself "how many people are over the age of 45?"

 this can be particularly relevant for industrial or construction environments.
- **Urban locations** which make it difficult for emergency responders to reach due to traffic, staircases, escalators and crowds of people.
- Remote locations which may result in longer response times by emergency medical services.

We'd recommend considering:

- The likelihood of harm this will depend on who uses the facility / business.
- How likely they are to have a cardiac arrest.
- The severity of the potential harm.
- The vulnerability of potential victims this depends on the circumstances and the type of people in your business / who visit your premises.
- The damage to your organisation. This could be to your brand reputation, to employment and recruitment, and to your overall profits.



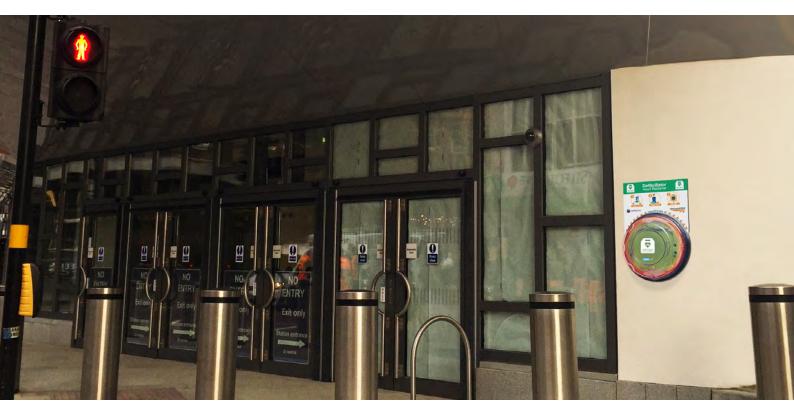


WHERE SHOULD THEY BE LOCATED?

In short, defibrillators should be available in just about every location imaginable, as you never know when someone is about to be struck by an SCA. Remember, it can happen to anyone, anywhere, at anytime.

Defibrillators should be treated in the same way as fire extinguishers, so they should not be locked away in a cupboard, and should be easily accessible to everyone - when you have one on your business premises. Aero has a wide range of storage solutions for defibrillators, so please contact us if you'd like to discuss what option would work best for your business.

If you don't have a defibrillator in your business and someone suffers from an SCA, when you ring 999 you can ask the emergency services to identify the location of your nearest public AED. Then, they'll give you a key code to gain access to the device – as in public locations they are often protected so it remains secure.



For industries that have remote workers – such as offshore, windfarms and transport – public defibrillators will not be easily accessible, making the business case for a defibrillator very strong.

In addition, businesses that operate in the hospitality sector – such as restaurants and hotels – can occupy very large premises. It can therefore be difficult to get access to your nearest public AED if you're in a high rise building.

So, by investing in a defibrillator or multiple defibrillators (depending on your business set-up), you'll have complete confidence that your employees and customers will have easy access to life-saving devices in times of emergency.

HOW DO YOU LOOK AFTER A DEFIBRILLATOR?

Many people are unaware that whilst they are technologically advanced and simple to maintain, defibrillators still need to be monitored to ensure they are fully functional and can work effectively when needed.

At Anchor Safety, our defibrillators come with built-in technology that will give users warning signs of any issues, and we recommend organisations to check their devices weekly.

So what do you need to be aware of when maintaining your defibrillator?

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DEFIBRILLATOR MAINTENANCE REQUIREMENTS

Expiration dates

The batteries and pads in your defibrillator are the key functions that send the shock to the person suffering from an SCA. The pads connect the device to the patient and the battery provides the power to deliver the defibrillation shock.

Pads are single-use, and both the pads and batteries will have expiration dates, so it's essential that you keep an eye on when they'll need replacing.

At **Anchor Safety** we supply a fully-connected defibrillator that features software that will monitor the status of your device, and will highlight if the pads or batteries need changing, if the batteries are fully charged, and if it is in good working order.

This benefits businesses that have multiple sites, and multiple defibrillators - as they are able to get an overview of the status of all the devices





CONNECTED DEFIBRILLATOR BENEFITS

- Connected via Wi-Fi or a cellular network.
- All information accessed via an online dashboard.
- Remotely monitor readiness information.
- Engage with responders faster.
- Implements emergency response system 24/7.
- Locate on a map and detect location changes.
- Receive alerts of any situation affecting readiness such as battery status.
- Be alerted when an AED has been used.
- Send SCA event data via Wi-Fi to emergency responders.
- Automatically send event data and reports to hospital and medical caregivers.
- Get notifications if batteries or electrodes are expiring.
- Eliminates manual checks and risks of human error.
- Helps you save time and money on device management.
- Existing HeartSine defibrillators can now be cost-effectively upgraded to connected devices using the HeartSine Gateway module.
- This facilitates remote monitoring for organisations with multiple sites and reduces the complexity of maintaining equipment.



Your defibrillator should be easily accessible to everyone that may enter your premises, and in a location that is not obstructed.

There are a wide variety of storage options available, and at Aero Healthcare we offer a number of alternatives to meet your exact requirements.

This includes:

- Wall brackets
- Internal wall cabinets
- External wall cabinets
- Monitored cabinets
- Backpacks
- Insulated carry cases

TOP TIP

When deciding on which storage option to choose, consider the environment that your defibrillator will be in.

For remote workers that have to travel a lot a mobile device in an easy-to-carry and move bag may be most appropriate. For construction workers the storage will need to be robust and protect the device from dust and water, so a sturdier, hard, protective storage solution would be most effective, and for environments such as a managed office or a hotel, a bracket fitted to a wall could be most suitable.



CONSIDERATIONS FOR THE COLD WEATHER

Whilst the UK can experience long summer nights, we can be struck down by extreme cold temperatures too – which can lead to faults for defibrillators.



KEY CONSIDERATIONS WHEN PURCHASING A DEFIBRILLATOR

So, you now understand the importance of defibrillation, and the need for a device in your business, but you need to convince your board of directors.

At Anchor Safety, we can work with you to put your business case together, sharing details about the benefits of having a defibrillator on site and how they can mean the difference between life and death, and we can even help you present your case to your wider team to gain buy-in.

But now comes the tricky part – which defibrillator should you choose?

There are many alternatives available on the market, so it's essential that you choose wisely, and the device you select meets all your specific needs and requirements. As it's important to remember that they are not all the same, and device performance and clinical efficacy vary considerably. We'd recommend considering the following:

DEFIBRILLATOR CHECKLIST

1. Do you want a semi-automatic

	or automatic device?			8 years manufacturer's warranty?	<u>U</u>
2.	Does the defibrillator supplier offer		9.	What is the IP rating of the device?	V
	training, and if so is this easily accessible to your employees?		This measures the machine's tolerance		
				to dust and moisture. Ensure you look for	
3.	Where will it be located and how	⊘ ĭ		products that have an IP rating of 55	
	will it be the man 12			or above and that they are tested to Military	

How will it be monitored and maintained? Does the device

offer remote monitoring?

will it be stored?

- This is important as it allows you to access the status of multiple units across various sites.
- 5. What's your employee demographics - and can the defibrillator "shock" everyone that is likely to be at your premises?
- 6. How easy is it to operate?
- Does it come in different languages, do you need a second language?

10. Does it offer CPR feedback? This is a feature that talks to the defibrillator user and tells them how to perform CPR

8. Does it come with minimum

Standard 810F.

and offers user feedback.

11. What is the device's battery and electrode pad life? This is how long the battery and pads will be in "date" for, whether they are used or not.

12. How will you pay for the defibrillator – does the supplier offer finance options?

HOW OUR PARTNERSHIP WITH AERO CAN HELP YOU

Aero Healthcare is a manufacturer of first aid and medical consumables. We deliver a better user experience and more effective outcomes via products that represent long term value for money.

In addition, we're a global company, with offices in Australia, New Zealand, USA and main land Europe, as well as the UK – meaning we can meet all sorts of challenging requirements on an international scale.

So why should you choose Aero Healthcare for your defibrillator needs?

WHY AERO HEALTHCARE?

IMPRESSIVE INFRASTRUCTURE

Defibrillators, consumable accessories and storage units are all ex-stock available for immediate delivery.

ON-GOING SUPPORT

We support you throughout all phases, selection, installation processes, training sessions and we check in to see how you're getting on.

EXTENSIVE DISTRIBUTOR NETWORK

We connect you to specialist suppliers in your industry.

SPEED AND EASE

We work hard to ensure your order is dispatched and delivered as quickly as possible, and our systems can be integrated into yours, making the ordering process seamless.

It's really important to us that we help you provide the best possible outcomes when responding to medical emergencies, which is why we're partnered with globally renowned and innovative defibrillator manufacturers.

ACCURACY OF DELIVERY

We have a low level of returns, because we get it right first time, but on the rare occasion there is a mistake with an order we have a simple process to correct it.

INBUILT FLEXIBILITY

We can provide exactly what you need, regardless of your sector or requirements.

LIFELINK

We provide monitored systems to help you identify the readiness of devices across multiple locations.



ABOUT AERO HEALTHCARE DEFIBRILLATOR DEVICES

As the UK master distributor for HeartSine and Stryker defibrillators we supply four key models.



The PAD500P

A semi-automatic defibrillator that is operated by using two buttons. It features clear and simple voice prompts for users, with visual prompts to assist the rescuer in noisy or multi-lingual environments. In addition, the 500P features unique patient specific CPR feedback which instructs the user to push harder, faster, slower or reassures you that you're doing it right. This patented ICG technology has been correlated to a host of physiological parameters that have been recorded and tested during actual CPR applied to real cardiac arrest victims. This helps to provide the rescuer with simple instructions to maintain good, effective CPR - increasing the chance of saving a life and reducing the risk of neurological damage.



The PAD350P

A semi-automatic defibrillator that is operated by using two buttons. In addition, it provides audio prompts to users and metronome for CPR timing, and features visual representations of how to use the device.



The PAD360P

A fully-automatic defibrillator that is operated by pressing one button. It will deliver a shock after a countdown, which means the user doesn't have to press the shock button. Similarly to the 350P it has CPR timing audio prompts and visual explanations.



The LifePak CR2 USB

The LifePak CR2 USB is designed especially for use in public areas by providing a sophisticated defibrillator for adult or pediatric use, inside a lightweight and easy-to-operate system.

Simple bold graphics, audible instructions and automated features help users remain focused. Prompts include the initial Basic Life Support Steps. It provides CPR coaching on CPR technique and correct depth for adult and pediatric patients, including a metronome. It will also detect whether chest compressions are being performed and adjust the voice prompts, to help the responder resume CPR.

PUBLIC ACCESS DEFIBRILLATORS WITH REMOTE MONITORING

All Aero Healthcare Defibrillators are available as fully connected devices, simplifying maintenance and giving you peace of mind that your defibrillators are rescue ready.



HeartSine 350P Connected

A semi-automatic defibrillator with Integrated HeartSine Gateway which independently monitors its own readiness, sending alerts when it reaches low battery power or is out of operational temperature range.

Two-button operation, with audio prompts to users and metronome for CPR timing. Features visual representations of how to use the device.



HeartSine 360P Connected

A fully-automatic defibrillator with Integrated HeartSine Gateway which independently monitors its own readiness, sending alerts when it reaches low battery power or is out of operational temperature range.

Single button operation, with audio prompts to users and metronome for CPR timing. Features visual representations of how to use the device.



HeartSine 500P Connected

A semi-automatic defibrillator with Integrated HeartSine Gateway which independently monitors its own readiness, sending alerts when it reaches low battery power or is out of operational temperature range.

Operated by using two buttons, with clear and simple voice prompts for users and visual prompts to assist in noisy or multi-lingual environments.

In addition, the 500P features unique patient specific CPR feedback which instructs the user to push harder, faster, slower or reassures you that you're doing it right

This patented ICG technology has been correlated to a host of physiological parameters that have been recorded and tested during actual CPR applied to real cardiac arrest victims. This helps to provide the rescuer with simple instructions to maintain effective CPR - increasing the chance of saving a life and reducing the risk of neurological damage.

UPGRADE EXISTING DEVICES FOR REMOTE MONITORING



AEDs must be easy to use, effective and always ready.

The benefits of connected and centrally managed defibrillator fleets is covered on page 17 Ensuring Defibrillator "Readiness".

Using the all new HeartSine Gateway module, existing HeartSine defibrillators can be cost effectively upgraded to connected devices.

This facilitates remote monitoring and dramatically reduces the complexity of maintaining defibrillator fleets rescue ready.



The LifePak CR2

A fully-connected defibrillator that has a built-in response system. It allows you to track the readiness of the device – the battery power, pad and location – automatically. And, it offers audio prompts which can be set to two different languages.

The CR2 provides the right amount of instruction and includes new cprlNSIGHT $^{\text{TM}}$ analysis technology. Once CPR begins, cprlNSIGHT technology automatically analyses and detects if a shock is needed. This significantly reduces pauses in chest compressions, even eliminating pauses if the rhythm is determined to be non-shockable.

And more CPR means improved blood circulation and better odds of survival. The CR2 is the only AED that allows chest compressions during ECG rhythm analysis thereby reducing pauses between CPR and defibrillation.

The "cprINSIGHT" analysis technology, also provides analyses for shockable rhythm during chest compressions with no need to pause therefore increasing the hands on time (CPR fraction).



ROTAID 247

The Rotaid 247 is designed to make your AED more effective and to increase the rate of survival from cardiac arrest. Built to optimise rescue readiness, it allows easy access to public defibrillators and improves response times by utilising highly visible warning signals, a high-volume alarm, and connecting to first responders via mobile data. This responsive mobile communication technology provides responders with accurate locations and progress monitoring, so that victims can be reached faster and treated effectively.

Constructed using high quality materials and self-heating for indoor and outdoor use, it can withstand any climate or environment and provides constant feedback on any maintenance issues. This ensures security, safety and rapid emergency response in any public or private domain.



ROTAID TOTEM

A high quality, robust totem, designed for use with the Rotaid 247. Ideal for in and outdoor installation, the modular set up allows for easy and safe construction and the use of custommade branding panels can help it blend in with its environment. Features a storage box for the transformer unit to maximise safety and can be fixed to the floor for additional security.

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Find out which defibrillator is best for you



In addition to the specific features of each device, they also feature:

- A data port for downloading patient data.
- A self-test and indicator function that flashes "green" to confirm it is in working order, and will turn "red" and give an audible beep if there is an issue.
- A unique PAD-PAK, which is a combined unit of battery and electrodes that only needs to be replaced every four years or following an attempted save. This can be changed in fewer than five seconds, when required.
- The highest industry IP rating of IP56 which relates to protected against dust and water.
- The fastest time to first shock delivery just eight seconds.
- A wider impedance operating range, when compared to other alternatives, as they can deliver
 a shock to victims with a chest impedance in the range of 10 -300 ohms.
- Patented "SCOPE" (Self Compensating Output Pulse Envelope) technology which is an escalating and low-energy waveform that automatically adjusts for patient impedance.

And...

..the machines come with an eight year warranty, the longest manufacturer's warranty available on the market. Our distributors also offer tailored training sessions, which can either be in person or online, depending on your requirements.



WILL YOU HELP TO SAVE A LIFE?

See what some customers have said about our Aero Healthcare defibrillators:

We placed an order for 108 Lifepak CR2 defibrillators. This was following a number of visits and consultations with representatives from Aero Healthcare, who were able to offer advice and answer any questions raised by us. They also demonstrated the device options and they were able to link in with our IT department to iron over any technical hurdles.

The delivery arrived punctually and fully intact. We were able to promptly deliver the devices to their locations.

Phil Hammond

Inspector, B Division Operations, British Transport Police.

Enhancing the scope of our emergency response equipment to include defibrillators meant we needed a device that was light, portable, robust and well-proven for our technicians to carry with them working at height within the wind turbines. The HeartSine 500P met that criteria.

66

We were pleased to partner with Aero Healthcare on this programme as they responded quickly and provided great support in the roll-out

Keith Wallace

Director, Service Region UK and Ireland, Vestas Northern & Central Europe





Contact Anchor Safety

Help to save someone's life today by procuring a defibrillator from Aero Healthcare.

For more information about our range of defibrillators and how you could benefit, simply get in touch with a member of our team who would be happy to assist.

CALL **0800 328 5028** VISIT **www.anchorsafety.co.uk**