



A GUIDE TO DEFIBRILLATORS

HOW YOU CAN SAVE A LIFE

A Sudden Cardiac Arrest (SCA) can happen to anyone, anywhere, at anytime.
Read Aero Healthcare's guide to ensure you're prepared.



A GUIDE TO DEFIBRILLATORS

HOW YOU CAN SAVE A LIFE

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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 **1800 628 881**

VISIT **[www.aerohealthcare.com / aeds](http://www.aerohealthcare.com/aeds)**

HEALTHCARE | WE MAKE IT BETTER

Every year more than seven million people globally suffer from a **Sudden Cardiac Arrest (SCA)** with no warning. And only 12% 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.

In this guide you'll learn:

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





SUDDEN CARDIAC ARREST: WHAT YOU NEED TO KNOW

WHAT IS IT?

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

It's a medical emergency that if not treated immediately, will result in death within a few minutes.

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



Normal Sinus Rythm

And here's what happens to the heart when it enters an Sudden Cardiac Arrest:



V.F. (Ventricular Fibrillation)



HOW CAN YOU TELL IF SOMEONE IS HAVING A SCA?

The symptoms of an SCA are immediate and include:

- Sudden collapse
- No breathing
- Loss of consciousness

And, it can occur without warning.



WHO CAN SUFFER FROM SCA?

Anyone, anywhere at anytime can be affected by SCA.

However, there are risks that can increase the likelihood of them occurring.



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Find out which
defibrillator is
best for you

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 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 25000 per year in Australia suffer from SCA out of hospital, every year (Heart Foundation)
- Every minute that passes without defibrillation reduces survival rate by 10%
- The average response time for emergency services is around eight to 10 minutes.
- Only 12% of people currently survive SCA
- Only 12% of SCA cases have a defibrillator available

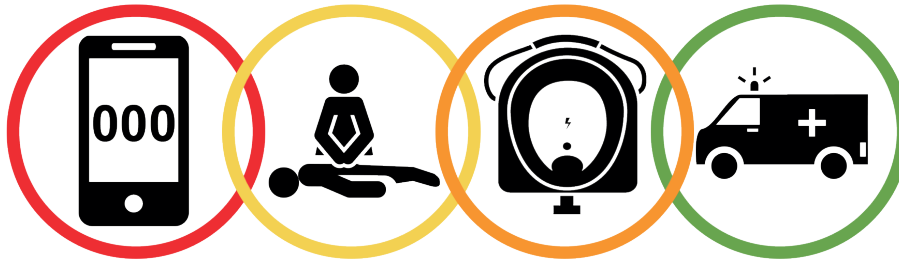
* Source: Aus - Roc

Automated External Defibrillators (AEDs)
can increase the survival rates for an SCA up to

75%



CHAIN OF SURVIVAL



There are varied 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).

The chain of survival is an internationally recognised process. If each link in the chain is completed to a high standard, the patient has the greatest chance of survival. At Aero Healthcare, we support AEDs which contribute to more than one link in the chain of survival.



WHY IS CPR SO IMPORTANT?

CPR stands for cardiopulmonary resuscitation. It is a lifesaving procedure that is given to someone who is unresponsive and not breathing normally.

It helps to pump blood around the person's body when their heart can't.

In addition, it helps prevent brain damage and limits cardiac and vital organ damage, whilst significantly increasing the chance of survival. It also buys time when professional help is on its way.



At Aero Healthcare we supply devices that deliver real-time verbal and visual feedback & CPR coaching to the rescuer to help improve CPR.



WHAT IS A DEFIBRILLATOR?

According to the 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.”

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](#)

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



For every minute that passes between collapse and defibrillation, survival rates from a VF SCA decrease by to 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.



To perform CPR we recommend following these seven steps, as per the ANZCOR* guidelines:

DRSABCD



Check surroundings for **Dangers**



Check for a **Response** from the patient



Send for help, dial 000



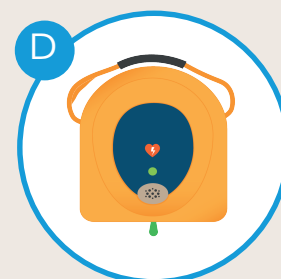
Check if **Airways** are obstructed



Check for **Breathing**



Start **CPR**,
30 compressions
: 2 breaths



Attach a
Defibrillator
and follow the
prompts

*Australian & New Zealand Committee On Resuscitation

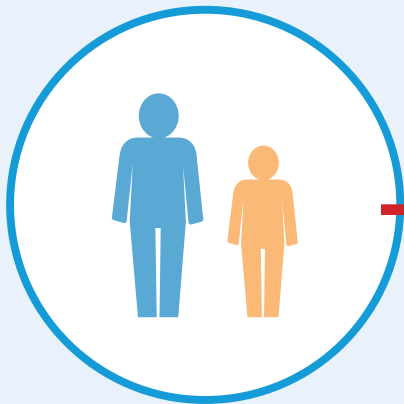
Defibrillators are very easy to use. The machines we recommend will give you clear spoken and visual instruction and you can use one even if you have not had any training..

For example the HeartSine Samaritan PAD is a completely self-contained unit with no lid to open, or complex displays or controls. Its simple 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.



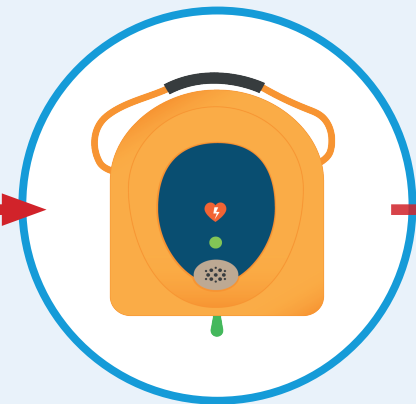
USING A DEFIBRILLATOR



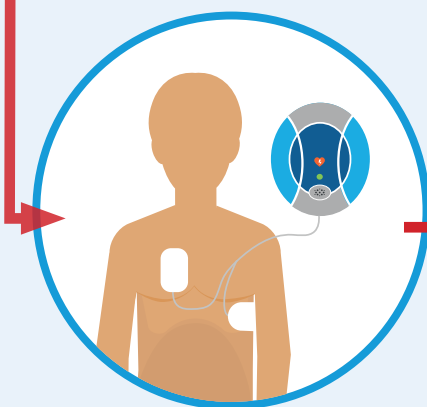
- **Adult Patient or Child Patient**
– this determines which electrodes are inserted into the device.
If Child electrodes are not available the guidelines set out by the Australian Resuscitation Council is that Adult electrodes should be used.



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



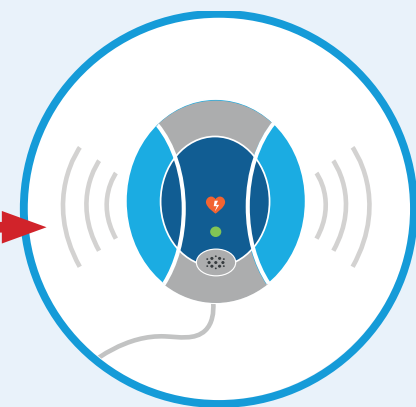
- Open and apply electrodes to patient's bare chest as indicated.



- Press electrodes firmly to patient's bare skin.
- If shock is advised the defibrillator instruct the user to press the shock button
- A fully automatic defibrillator delivers a shock without further intervention following a warning.



- You will then be prompted to carry out CPR.
- When two minutes of chest compressions have been completed the defibrillator will prompt you to stop chest compressions;



- The defibrillator will again access the patient's heart rhythm;
- Sometimes no shock is needed in a lifesaving situation, the defibrillator will advise you on this; and will advise you to continue CPR.

Note: An AED will not shock someone unless they are in SCA.



DID YOU KNOW?

13% of workplace fatalities are from Sudden Cardiac Arrest*

WHO SHOULD HAVE A DEFIBRILLATOR

While not a legal requirement in Australia, it is recommended that the installation and use of AEDs should at least be considered by all workplaces. In order to plan first aid requirements for your facility, you must assess your facility, (machinery, equipment and manual tasks) which will provide a tailored approach to first aid.

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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Find out which defibrillator is best for you

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 Sudden Cardiac Arrest

- **An ageing population.** 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.
- **High rise buildings** – people living above floor 16 have less than 1% chance of survival from SCA unless a defibrillator is present*
- **Remote locations** – which may result in longer response times by emergency medical services.

We 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.



TOP TIP

We recommend that defibrillators are as accessible as possible. This should be a max 90-second brisk walk from any employee.

*Research study by CMAJ 2015





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 Aero Healthcare, 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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Find out which defibrillator is best for you

DEFIBRILLATOR MAINTENANCE REQUIREMENTS

Expiration dates

The batteries and pads in your defibrillator are the key functions that deliver the shock to the person suffering from 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 Aero Healthcare 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 quickly and efficiently.





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.

Similar to fire extinguishers, defibrillators should not be locked away in a cupboard, and should be easily accessible to everyone.

If you don't have a defibrillator, install one of the many AED location apps available to end users. A great example is the GoodSAM app which is active in Victoria. Being familiar with the locations of nearby AEDs will help you easily find an available AED in the event of an emergency.



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 size & location), you'll have complete confidence that your employees and customers will have easy access to life-saving devices in times of emergency.



CONSIDERATIONS FOR THE HOT WEATHER

Australian summers are notorious for their peak temperatures. High temperatures can affect any AED and could possibly lead to faults.



CONTACT US

to find out about our

CARDIACT™

accessories

To keep your device safe,
we'd recommend following our four key tips:

1. During extreme heat conditions it is suggested that your AED is stored indoors in an air-conditioned environment if possible
2. If your defibrillator is installed outside, ensure that it is kept out of direct sunlight if possible
3. If the defibrillator is required to be in a location which places it in direct sunlight, it is wise to look into investing in an outdoor cabinet which provides a cooling system. These are available for purchase from Aero Healthcare.
4. Whilst the temperatures are high, it might be wise to check the status indicator of the AED to ensure the device is ready for use for the duration of extreme weather.



CONNECTED DEFIBRILLATOR BENEFITS

- Connected via Wi-Fi or a cellular network.
- All information accessed via an online dashboard.
- Remotely monitor readiness information.
- 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.



Storage

Your defibrillator should be visible and 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
- Alarmed cabinets
- External wall cabinets
- Monitored cabinets
- Backpacks

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. For environments such as a managed office or a hotel, a bracket fitted to a wall could be most suitable.



TOP TIP

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



KEY CONSIDERATIONS WHEN PURCHASING A DEFIBRILLATOR

So, you now understand the importance of CPR & defibrillation, and the need for an AED in your business, but you need to convince your board of directors.

At Aero Healthcare, 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. Does it offer CPR feedback?
This is a feature that talks to the defibrillator user and tells them how to perform CPR and offers user feedback. (see page 20) | <input checked="" type="checkbox"/> | 7. Does it come with substantial manufacturer's warranty? | <input checked="" type="checkbox"/> |
| 2. Where will it be located and how will it be stored? | <input checked="" type="checkbox"/> | 8. What is the IP rating of the device?
This measures the machine's tolerance to dust and moisture. Ensure you look for products that have an IP rating of 55 or above and that they are tested to Military Standard 810F. | <input checked="" type="checkbox"/> |
| 3. How will it be monitored and maintained? Does the device offer remote monitoring? | <input checked="" type="checkbox"/> | 9. 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. | <input checked="" type="checkbox"/> |
| 4. What's your employee demographics - and can the defibrillator "shock" everyone that is likely to be at your premises? | <input checked="" type="checkbox"/> | 10. How will you pay for the defibrillator – does the supplier offer finance options? | <input checked="" type="checkbox"/> |
| 5. How easy is it to operate? | <input checked="" type="checkbox"/> | 11. Does the defibrillator supplier offer training? | <input checked="" type="checkbox"/> |
| 6. Does it come in different languages, do you need a second language? | <input checked="" type="checkbox"/> | | |



HOW AERO HEALTHCARE 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, USA, Europe and 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?

EXPERIENCED

With over a decade of serving the AED industry, Aero Healthcare has a rich experience and extensive knowledge base, enabling us to provide you the level of support you deserve

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.

INBUILT FLEXIBILITY

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

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.

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.

CONNECTED

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

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.





ABOUT OUR DEFIBRILLATORS

As the Australian master distributor for HeartSine and Lifepak defibrillators, we supply four key models.



The PAD 500P

A semi-automatic defibrillator that is operated by using two buttons. It features clear and simple voice prompts for users, and visual prompts to assist the rescuer in noisy or multi-lingual environments. 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.



The PAD 350P/360P

A defibrillator that provides audio prompts to users and metronome for CPR timing, and features visual representations of how to use the device. Available in semi or fully automatic versions.



The Gateway

The Gateway enables ANY Samaritan AED to be connected to a local WiFi network. Simply attach the Gateway, or purchase one with an AED, and your device can be monitored online ensuring your AED is rescue ready at all times!



The LifePak CR2

A fully-connected defibrillator that has a built in WiFi-enabled response system. It allows you to track the readiness of the device – such as the battery, pad power and location – automatically and from a remote location. It also offers audio prompts which can be set to two different languages. Available in semi or fully automatic versions.



Aero Healthcare has partnered with industry-leading AED manufacturers for around a decade in Australia, becoming industry-leaders in both customer service and product support. Our manufacturers introduced the world's first mobile defibrillators in the 1960s to make defibrillation accessible to everyone. These are often known as **Public Access Defibrillators (PAD)**.



WHAT MAKES OUR DEFIBRILLATORS DIFFERENT?

- They offer the **quickest time to shock** – at just eight seconds. Every second counts as the chance of survival reduces by 10% per minute
- They have the **highest 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 **can shock 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.
- They have **patented CPR feedback** technology which provides the user voice guidance ensuring their chest compressions reach adequate Depth and Rate (see page 20)



CONTACT US NOW

Find out which defibrillator is best for you



CPR ADVISOR

The HeartSine Samaritan 500P provides clear voice prompts, ensuring that the rescuer knows what to do at all times. The 500P will also monitor your chest compressions and will tell you if you need to push harder faster or slower. This means that you can be guaranteed that you will be performing High Quality CPR at all times.

During CPR, if rhythm slows due to fatigue, or is too fast, the Samaritan 500P will prompt **“Push Faster”** or **“Push Slower”**.

Chest compressions need to reach a depth equal to $\frac{1}{3}$ of the patient's chest (As per ANZCOR guidelines). If depth is not adequate, the 500P will prompt **“Push Harder”** ensuring enough oxygen reaches the brain and vital organs, dramatically increasing the chances of survival.

If the rhythm and depth of compressions are adequate, the 500P will reassure the rescuer with **“Good Compressions”**. This has been proven to be invaluable in a stressful situation to provide the rescuer with confidence and reassurance.

Voice Prompts simulating a Real Scenario

"Call for Medical Assistance. Remove clothing from patient's chest to expose bare skin"

"Shock Advised, stand clear of patient, press the orange shock button now"

"Shock delivered."

"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."

"beep-beep-beep..." (metronome continues throughout the whole CPR process to guide you on your rhythm)



DID YOU KNOW

the HeartSine 500P is the **ONLY** AED which provides CPR feedback based on assessment of the patient

Importance of CPR

To maintain oxygen to the brain, you need to maintain artificial blood circulation by performing good quality chest compressions.



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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.
- 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:

“ I used your defibrillator to save a contractor, one month after making the decision to install one. It was fantastic, especially the CPR technology.

”

Supervisor, Logistics Company

“ I used your HeartSine® samaritan® PAD500P defibrillator on a gym member who had cardiac arrest. We saved the members life !

”

Fitness Centre Owner

“ AERO products I find are the market leaders as I have been in the industry for over 25 years and your products stand out 100 % better than the rest. As a company, fantastic customer service and always helpful...

”

Jon - First Aid Distributor
Australia

“ Industry leading products backed by excellent client focused systems. The service we receive from our account manager and the sales team is second to none. We look forward to a long term relationship with AERO HEALTHCARE.

”

Andy - First Aid Distributor
Australia

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



But by using a defibrillator you can increase the chance of someone surviving from

6% to 74%.



Contact Aero Healthcare today

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
will connect you to your specialist distributor.

CALL 1800 628 881
VISIT www.aerohealthcare-aed.com



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