



# AEDs IN THE WORKPLACE

## A BUYER'S GUIDE

Tips For Setting Up A Program

**ZOLL**®



# SCA IN THE WORKPLACE



Sudden cardiac arrest (SCA) can happen to anyone, anytime – including during a normal day at work. **In fact, about 10,000 sudden cardiac arrests occur in the workplace each year.<sup>1</sup>** That's why it is critical to implement a comprehensive AED program in your workplace.

within 3 minutes of each other in any facility or building and near trained users. It's also important to install clear signage and ensure that AEDs are easy to find. Place AEDs in populated areas including break rooms and lobbies, as well as in high-risk areas like fitness centers. If you are unsure of where to place AEDs in your building, your authorized AED dealer can provide an on-site assessment for the best possible outcome.

## SAVING LIVES IN THE WORKPLACE WITH A PROPER SCA RESPONSE

You might wonder: *Is buying an AED for my workplace really worth it?* Many people are uncertain about factors such as ease of use, cost, and maintenance.

AEDs are proven to save lives, and having one available in the workplace could mean the difference between life and death. When someone experiences SCA, early defibrillation from an AED is crucial: According to the American Heart Association, survival rates are highest with early defibrillation. Delivering a shock within three to four minutes of an SCA victim's collapse can increase their chance of survival by 60%.<sup>3</sup>

SURVIVAL RATES CAN INCREASE BY **60%**<sup>3</sup>



when a shock is delivered **within three to four minutes** of an SCA victim's collapse

Proper SCA education and tools like an automated external defibrillator can mitigate the above statistic and empower your employees to respond to SCA – because every moment counts. For every minute that defibrillation is delayed, survival rates plummet by 10 percent.<sup>2</sup> Since EMS teams take an average of seven to fourteen minutes to arrive, it's vital that your workplace is equipped with tools and training that enable you and your colleagues to intervene immediately.

**Think about your own workspace: Can you confidently describe where AEDs are located?** Each Automated External Defibrillator (AED) should be placed so any employee can easily find it and respond to the victim quickly. It is recommended that AEDs are located



## HOW AN AED SAVED A LIFE IN THE WORKPLACE



**In 2016, Stan Weber, a 54-year-old robotic welder for Newman Technology Alabama, Inc. entered the break room before his shift and suffered sudden cardiac arrest.**

A colleague who happened to also be in the room noticed Stan experiencing a seizure and ran to alert the company's environmental health and safety coordinator, Nathan. Finding no pulse, Nathan began performing CPR while another co-worker retrieved the ZOLL® AED Plus® located around the corner. A small group gathered in the break room to administer CPR,

taking turns to maintain high-quality compressions. After multiple rounds of CPR and two defibrillating shocks, Stan's heart responded and a rhythm was restored. By the time the medics arrived, nine minutes into the rescue, Stan was conscious and talking. Thanks to trained rescuers and an on-site AED, Stan was able to receive immediate aid, forestalling potential brain damage or untimely death.

**Without early defibrillation, Stan may not have survived the SCA – and he would almost certainly not have made such a resounding recovery.**



# 11 FACTORS TO CONSIDER WHEN SELECTING AN AED

Ready to implement an AED program in your workplace? Consider these tips.

## 1 VALUE

Look beyond the price tag. Less-expensive AEDs may require more frequent maintenance and replacement of consumables, which increases costs over the life of the AED. Also, ensure that the AED offers intuitive, comprehensive support for rescuers.

## 2 FEEDBACK

Best-in-class AEDs guide rescuers to deliver chest compressions that meet recognized guidelines and recommendations. Studies show that a victim of cardiac arrest is more than twice as likely to survive when rescued with a defibrillator equipped with real-time CPR feedback.<sup>4</sup> Understanding CPR quality, including how deep and how fast CPR compressions should be, is a key part of AED/CPR training.

## 3 DURABILITY

Cardiac arrest doesn't always happen indoors or in a controlled environment, so be sure AEDs are dust- and water-resistant, durable, and able to withstand temperature fluctuations and harsh environments.

## 4 RESCUER SUPPORT

To support rescuers with or without training, look for AEDs that provide feedback including easy-to-understand voice and text prompts, and graphics to guide rescuers in performing high-quality CPR throughout the rescue.

## 5 READINESS

Automatic self-testing of internal circuitry, battery, and pads ensures that your AED will be ready at a moment's notice. ZOLL AEDs feature highly visible readiness indicators, perform regular, comprehensive self-tests, and WiFi functionality for reporting status updates, enabling easy management of large fleets of AEDs.

## 6 PAD LIFE

Electrode pads adhere directly to an SCA victim's chest and are critical to delivering a shock to the heart. Most pads expire and require replacement every 18-30 months; ZOLL pads can last up to 5 years.

## 7 BATTERY LIFE

Every AED is powered by a battery, and most batteries need to be replaced every 2 to 5 years; ZOLL batteries last from 4 to 5 years in standby mode. That means fewer replacements, less maintenance, and a low total cost of ownership.

## 8 SEMI-AUTOMATIC VS. AUTOMATIC SHOCK DELIVERY

An AED with automatic shock capability analyzes a victim's heart rhythm and delivers an electric shock automatically if needed (after advising rescuers to stand clear). A semi-automatic AED instructs rescuers to press a button to deliver a shock at the right moment. ZOLL offers AEDs with both semi- and fully automatic capabilities.

## 9 PEDIATRIC USE

AEDs with pediatric pads automatically adjust the amount of energy used to defibrillate younger victims. If you work in a school, daycare, or other workplace where children under the age of eight are present, consider investing in an AED with pediatric capability.

## 10 WARRANTY

Be sure to check the terms of each AED's warranty. ZOLL AEDs offer warranty protection up to 8 years, which can help to ensure a state of readiness and save money over the lifetime of the device.

## 11 DUAL LANGUAGE

AEDs that provide rescue prompts and CPR instruction in two languages can add value by broadening the range of potential rescuers. This feature is especially useful for public access AEDs.

**As a champion for safety, you play an important role in protecting your colleagues, advocating for CPR/AED training, and selecting the right AED for your organization. And remember, once you've purchased and placed your AEDs, you need to advocate for the use of AEDs to ensure everyone in the workplace is empowered to help.**



# SPREADING AWARENESS OF AEDs IN THE WORKPLACE

According to the American Heart Association, **only 51% of employees can locate an AED in their workplace.**



Because early defibrillation can mean the difference between life and death, it's important to help build a culture of awareness. Here's how you can start doing that today:

- Make sure everyone in your workplace knows where your AEDs are located. Place signage that clearly guides employees on where to find AEDs.
- Distribute flyers, emails, or posters with basic facts about SCA to everyone in your organization.
- Create a workplace safety task force that offers regular AED training and certification and encourage all employees to participate.
- Send email blasts to inform all employees about the AED program. Use posters and signage to promote it.

- Encourage employees to ask questions about SCA and using an AED in the workplace.
- Set up a company-wide training program that covers AEDs, workplace safety, and how to respond during an emergency.

When your colleagues know where AEDs are located, know how to use them, and understand the role they play in saving lives, they are empowered to help save lives.

**All AED placement and awareness programs require regular review and maintenance – and a purpose-built checklist will help to ensure your program is in top shape.**

## A CHECKLIST FOR YOUR AED PROGRAM



Use this checklist to quickly review the components of your workplace AED program. We recommend that you print it, place it in a visible and accessible location, and refer to it as needed.

- 1 PROPER PLACEMENT** AEDs should be placed in visible areas, and anyone should be able to find and retrieve one within three minutes from any location in the building. Recommended locations for AEDs include cafeterias, main reception areas, fitness centers, main corridors, and outside elevators and stairwells.
- 2 ENCOURAGE TRAINING** People who are trained in CPR and the use of an AED are typically more confident in the event of an SCA. Recommend training programs in which your employees can easily enroll, such as:

- [plustrac.com/aed-training](https://plustrac.com/aed-training)
- [redcross.org/take-a-class/aed/aed-training/aed-certification](https://redcross.org/take-a-class/aed/aed-training/aed-certification)
- [international.heart.org/en/our-courses](https://international.heart.org/en/our-courses)

- 3 SERVICE, SUPPORT, AND MAINTENANCE** Most AEDs are reliable throughout their lifespan, but it's important to have a qualified support team available in case of problems. PlusCare™ is an on-site service and maintenance arm of Rescue Ready® Services that sends certified technicians to your business to troubleshoot device issues and replace expired pads/batteries, etc. for your ZOLL® devices.
- 4 IMPLEMENT AN AED MANAGEMENT PROGRAM** If you will be managing a fleet of AEDs, consider joining a program management service such as PlusTrac™, an interactive, web-based platform that will send you email alerts about ZOLL AED maintenance, including pad, battery, and AED device expiration dates. It will also keep you up to date on software updates, track your team members' CPR/AED certification status, and more.
- 5 AED TRAINING AND CERTIFICATION** Regular ongoing training is an important part of any AED program. ZOLL's PlusLearning™ includes a national network of experienced, certified trainers who can provide AED, CPR, and first aid training in small, personalized classes, giving your volunteer responders the competence and confidence needed to help save a life.
- 6 RAISE AWARENESS** Once you've installed AEDs in the appropriate areas of your workplace, make sure every employee knows where to find them and how to use them. Ask your organization's human resources team to help with corporate communications such as email blasts, posters, signage, and other initiatives that raise awareness about the importance of early defibrillation in the workplace. Every step you take reinforces your company's commitment to employee safety.
- 7 DEVELOP AN ONGOING MAINTENANCE PLAN** All AEDs require regular upkeep and maintenance. While ZOLL AEDs are relatively low-maintenance, safety and risk managers need to periodically ensure that the devices are passing self-tests and that pads and batteries have not expired. However, maintaining a compliant AED Program goes beyond just making sure an AED is ready to use; it also involves ensuring that you have trained responders with current certifications, you comply with local and state laws, and your AEDs are regulatory maintained/inspected.





## READY TO BUY **AN AED?**

Check out ZOLL public access AEDs featuring  
real-time CPR feedback.

Contact us at 866 422 1011 |  
[canadadistributor@zoll.com](mailto:canadadistributor@zoll.com)



## ZOLL MEDICAL CORPORATION

ZOLL Medical Corporation | 269 Mill Road | Chelmsford, MA 01824 | 978-421-9655 | 800-804-4356 | [zoll.com](http://zoll.com)

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<sup>1</sup>[n.d.]. Retrieved from <https://www.osha.gov/Publications/3185.html>

<sup>2</sup>Weisfeldt ML, Sitlani CM, Ornato JP, et al. Survival after application of automated external defibrillators before arrival of the emergency medical system: Evaluation in the Resuscitation outcomes consortium population of 21 million. *J Am Coll Cardiol*. 2010;55(16): 1,713-1,720.

<sup>3</sup>American Heart Association in collaboration with International Liaison Committee on Resuscitation. Guidelines 2000 for Cardiopulmonary

Resuscitation and Emergency Cardiovascular Care: International Consensus on Science, Part 4: The Automated External Defibrillator. *Circulation*. 2000; Vol. 102, Supplement: I 61. Figure 1.

<sup>4</sup>Bobrow BJ, et al. *Ann Emerg Med*. 2013 Jul;62(1):47-56.e1. Epub 2013 Mar 7.

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