



AEDs: A Starter Guide

Everything you need to know to:

Select an Automated External Defibrillator (AED)

Learn CPR and How to Use an AED

Maintain Your AED and Stay Compliant with Regulations and Laws



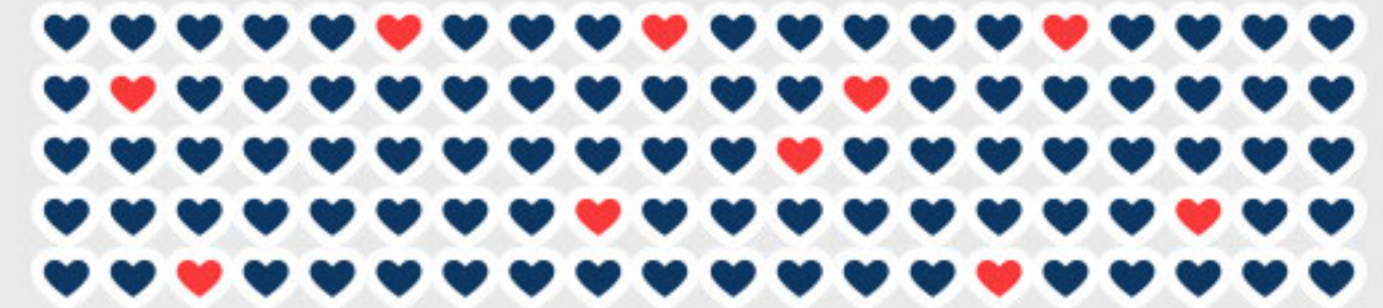
Sudden cardiac arrest in the United States



More than **350,000 cases** of SCA occur each year outside the hospital



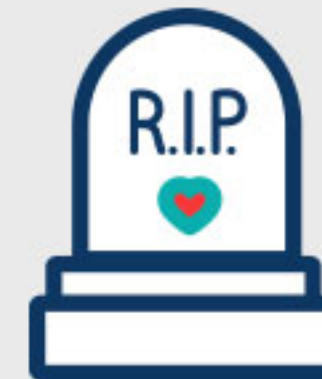
SCA strikes every **1.6 minutes**



Survival rate for SCA is **less than 12%**



Without defibrillation, **after just 4 minutes** brain damage starts to occur



Without defibrillation, **after just 10 minutes** chances of survival are 0%



50% of SCAs are witnessed



When you use CPR and an AED, **a life can be saved**



The survival rate in places with AED programs is **over 50%!**

Who is at risk?

More than 350,000 Americans suffer out-of-hospital cardiac arrest each year, 7,000 - 10,000 of whom are children with undetected heart defects.

Cardiac arrest does not discriminate based on race, ethnicity, or economic level. However, many factors can increase your risk for cardiac arrest.

Risk Factors:



Previous
heart
attack



Family
history of
coronary
artery
disease



Abnormal
heart rate or
arrhythmia



Obesity or
diabetes



High blood
pressure



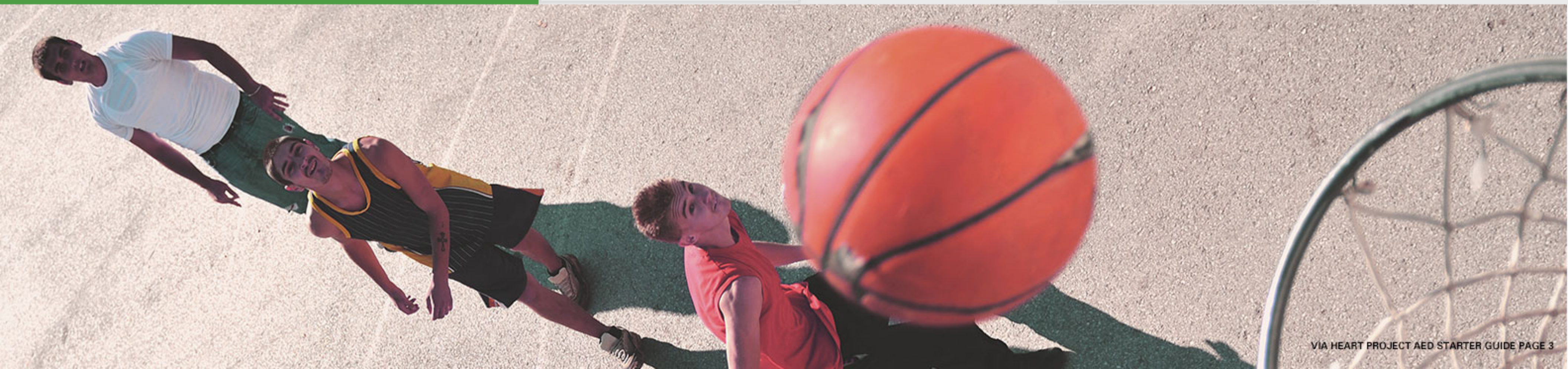
High blood
cholesterol



Undetected
heart
defects



Smoking



What is an AED?

Automated external defibrillators (AEDs) are portable devices, designed for everyone to use. Thanks to the audio prompts built into the AED, even an untrained bystander will know exactly what to do in the event of a cardiac emergency.



When do I use an AED?

If someone has collapsed, is non-responsive, not breathing or not breathing normally, it's time to use the AED. Call 911, begin CPR, and use the AED as soon as it arrives. All AEDs guide the rescuer step-by-step through the process. **There are many AED brands, but they all work in the same easy manner.**



Step 1:

The first step is to turn on the AED by pressing the "On" button.



Step 2:

Once the AED is on, voice prompts will direct you to place the electrodes on the victim's bare chest.



Step 3:

The device will analyze the victim's heart rhythm and determine if a shock is needed. The AED will either emit a shock, prompt you to press the shock button, or tell you no shock is advised.

The AED will prompt you back to CPR. It will reanalyze the victim's heart every two minutes. Follow the device's audio prompt until medical personnel take over the care of the victim. Do not take the electrodes off the victim, even if the person wakes up.

Who should own an AED?



Offices



Hotels



Schools



Churches



Stadiums



*Fitness
Centers*



Casinos



Fire/EMS



Hospitals



Police

Which AED is right for you?

Often times choosing an AED comes down to which features you prefer to have.

Features and functionality vary from AED to AED. Before purchasing your device, you should consider what product features are most important in an emergency situation.

Schools/Businesses/Community Centers/Public Places

Automatic AEDs

If a shock is required, an automatic AED will administer a shock automatically, without the need to press an extra button.

Semi-Automatic AEDs

Semi-automatic devices will prompt the user to press a button to deliver a shock if a shockable rhythm is detected.

CPR Feedback

CPR Feedback enabled AEDs monitor the CPR technique and provide real-time suggestions to improve the cadence, rhythm, or depth of compressions.

Length of warranty

The warranty on AEDs typically range from 7 to 8 years.

Size/Weight:

AEDs range from 2.8 pounds to approximately 8 pounds and are the size of a handbag. Wall cabinets are 17.25" x 17.25" and can be ordered to be flush with the wall or stick out 6.75".

Cost

Via's AED prices start at about \$1495.00, depending on the model. All AEDs offered by Via include a wall cabinet and the first year of all medical, maintenance, and compliance services.



What comes with my AED?

Via Heart Project is a California based 501(c)(3) non-profit organization dedicated to the awareness, education, treatment and prevention of sudden cardiac arrest.

Via Heart Project offers all brands of AEDs. All AED packages include everything you need for a successful AED program.

AED PACKAGES	WARRANTY LENGTH (YRS)	PRICE
Defibtech Lifeline	8	\$1495
HeartSine Samaritan 350P	8	\$1495
Philips HeartStart OnSite	8	\$1695
Cardiac Science Powerheart G3 Plus	7	\$1795
Philips HeartStart FRx	8	\$1795
HeartSine Samaritan 450P	8	\$1795
Physio Control LIFEPAK CR Plus	8	\$1895
Zoll AED Plus	7	\$1895
Cardiac Science Powerheart G5	8	\$2045
Physio Control LIFEPAK CR2	8	\$2095

*Packages Include:**

- Your Selected AED
- Carrying Case
- **Rescue Ready Kit that includes:** CPR mask, gloves, wipes, prep razor, scissors, and biohazard bag.
- **Physician's Prescription**
- **Battery**
- **2 Sets of Standard Adult Pads (a main and a spare)**
- **Easy-to-Install Wall Cabinet with Alarm**
- **Triangular 3D Wall Sign**
- **One Year of Via's Maintenance and Compliance Program Including Medical Direction**

Available for Additional Purchase:

- **Outdoor wall cabinets**
- **Pediatric pads**
- **iCPR Adult Pads for Cardiac Science G5 (with CPR Feedback)**
- **Adult CPR-D-Padz for Zoll AED Plus (with CPR Feedback)**
- **CPR Feedback Electrodes**

*Packages may vary by AED model.



Our Annual AED Maintenance Program eliminates worry and guess-work

\$200 - \$300 PER YEAR

Via Heart project offers an Annual Maintenance Program to help ensure that your AED is ready for use and compliant with regulations and laws.

- We monitor the expiration dates of the AED's batteries and electrodes so you don't have to.
- When your battery or electrodes expire – we replace them at no additional cost.
- Your battery and pad replacements are FREE if your AED is used in an emergency (up to once per year).
- Our medical director provides initial and ongoing oversight for your AED Program.
- Upon use of your AED, we will collect the event data and it will be reviewed by our Medical Director.
- To ensure compliance with regulations and laws, we help register your AED with the local EMS agency.
- We track your AED's serial number and will assist you if it is recalled or requires an upgrade.
- Your designated site contact will receive a monthly email reminder to check your site's AED. Via will work with your staff to ensure monthly checks are completed and your AED stays in compliance.
- We'll help monitor your employees' CPR/AED training certification dates.



CPR Training

Via Heart Project offers a variety of options.

CPR is vital to saving a life in the event of Sudden Cardiac Arrest.

Performing CPR doubles or **triples** the **victim's chance of survival.**

Cardiopulmonary Resuscitation (CPR) keeps the blood flowing to the brain greatly increasing the victims chances for survival and reducing brain death. The outcome is best when combining CPR and AED use.



Course Options

Choose the class that works best for you:

Course Type	Certification Length	Course Length	Maximum students in class	Price	Discounted School Pricing
CPR / AED	2 years	Approximately 2 hours	10	\$700	\$600
First Aid	2 years	Approximately 2 hours	10	\$700	\$600
First Aid / CPR / AED	2 years	Approximately 4 hours	10	\$1200	\$1200
Hands Only CPR & AED Use	None	Approximately 1 - 1.5 hours	50	\$600	\$500