

# READY for Sudden Cardiac Arrest

# Meet the Team



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# Agenda

- Statistics
- Cardiac Arrest vs. Heart Attack
- Implementing/Updating an AED program
- HB 1607
- In the news
- Common program options
- Training
- Product demo

*“What is more important to our schools than the health & safety of students, faculty, and staff?”*

# Automated External Defibrillators (AEDs)

# By the Numbers

**140,000**

The number of AEDs routinely serviced by Cintas

**850+**

The number of lives saved by a Cintas AED since 2007

**10-40%**

Increased chance of survival when effective CPR is performed

**270**

Cintas certified onsite training instructors

**1,000**

People per day suffer from out-of-hospital cardiac arrests

**CHANCE OF SURVIVAL**

Decreases by 10% every minute the person is down. Average EMS response time is 8-12 minutes.

**500,000**

The number of individuals Cintas certifies in First Aid/CPR/AED training every year

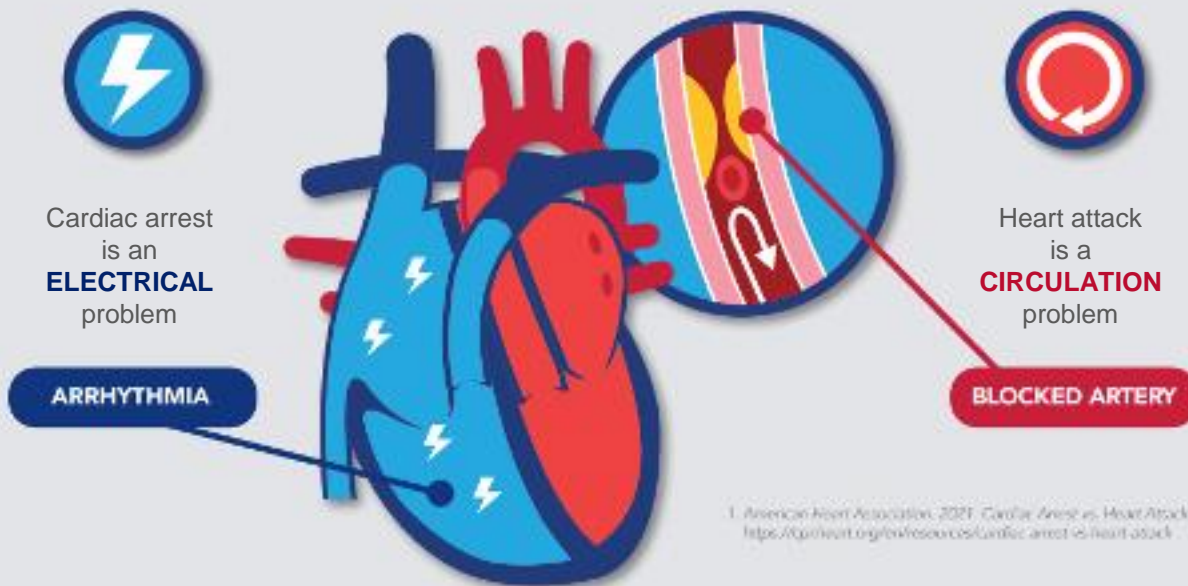
# Cardiac Arrest vs. Heart Attack

Sudden cardiac arrest (SCA) often occurs without warning, triggered by an electrical malfunction that causes an irregular heartbeat (arrhythmia). With its pumping action disrupted, the heart can't pump blood to the brain, lungs and other organs. Seconds later, a person loses consciousness and has no pulse and death occurs within minutes if the victim doesn't receive treatment.<sup>1</sup>

## Is it the same as a heart attack?

People often use these terms interchangeably, but they are different. A heart attack occurs when blood flow to the heart is blocked. Sudden cardiac arrest occurs when the heart malfunctions and suddenly stops beating. A heart attack is a "circulation" problem and sudden cardiac arrest is an "electrical" problem.<sup>1</sup>

## Cardiac arrest vs. heart attack<sup>1</sup>



## What should I do if someone at work experiences SCA?

- **Call 911** for emergency medical services
- **Locate an AED** if one is available and use it as soon as it arrives
- **Begin CPR immediately** and continue until professional medical help arrives

By performing Hands-Only CPR, you can still double or even triple a victim's chance of survival.\*

\*American Heart Association

# Automated External Defibrillators (AEDs)

## Be **ready**™ for sudden cardiac arrest

It takes a lot more than an AED to save a life. Proper planning, implementation, ongoing support and routine onsite service checks can be critical in helping ensure the AED works when you need it most.

### PLANNING



You determine the type, location and number of AEDs needed for your business

### IMPLEMENTATION



Your AEDs and accessories you select are professionally installed



Receive a discounted rate on training

### SUPPORT



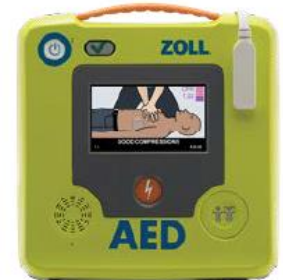
Pad and battery replacement



Software upgrades



Ongoing LifeREADY 360™ support\*





# Getting Started

## When implementing an AED program<sup>1</sup>, facilities might consider:



Pinpointing places where people tend to be close together



Making sure the AED is easily visible and accessible



Using a three-minute response time as a guideline



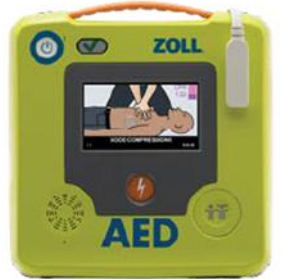
Ensuring your AED is inspected on a regular basis



Identifying possible obstacles to AEDs



Updating emergency response plans and training your staff



The AHA recommends using a three-minute response time as a guideline to determine how many AEDs you need and where to place them.<sup>2</sup>

1. Newman, Christenson, Eisenberg. Community CPR-AED Programs. Retrieved from <http://www.sca-aware.org/community-cpr-aed-programs>

2. [Implementing an AED Program](#)

# American Heart Association



“Place your AEDs in visible and accessible locations Effective AED programs are designed to deliver a shock to a victim within three to five minutes after the person collapses. Use a three-minute response time as a guideline to help you determine how many AEDs you need and where to place them. AEDs can be placed near elevators, cafeterias, main reception areas, in secured or restricted access areas and on walls in main corridors.”

[AHA — Implementing an AED Program](#)

# HB1607

“Requires, rather than authorizing, school districts to provide training in basic first aid to certain students; provides requirements for such training; **requires each public school to develop plan for urgent life-saving emergencies (PULSE)** for specified purposes; & provides requirements for school, staff, & **defibrillator use & storage.**”

“The PULSE must integrate evidence-based core elements for schools responding to cardiac emergencies and consider those recommended by the **American Heart Association.**”

“The defibrillator must be available in a clearly marked and publicized location. **Schools are required to maintain the defibrillator according to the manufacturer’s recommendations and maintain all verification records for such defibrillators.**”

# American Heart Association



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[AHA — Implementing an AED Program](#)

# In the news...

Published: January 2, 2024

## The ripple effects of Damar Hamlin's cardiac arrest still strong a year later

By Laura Williamson, American Heart Association News

NEWS > Features

## AEDs, Like Fire Extinguishers, Should Be in Every School, Say Experts

Demystifying the AED, and training a generation of kids in their use, is key to prevent “catastrophic” sudden deaths in young.

by [Michael O'Riordan](#) | FEBRUARY 19, 2025

<https://www.tctmd.com/news/aeds-fire-extinguishers-should-be-every-school-say-experts>

<https://www.heart.org/en/news/2024/01/02/the-ripple-effects-of-damar-hamlins-cardiac-arrest-still-strong>

<https://www.wfyi.org/news/articles/are-schools-prepared-to-respond-if-a-students-heart-stops-data-shows-some-arent>

FEBRUARY 8, 2024

## Are schools prepared to respond if a student's heart stops? Data shows some aren't



ELIZABETH GABRIEL



Article origination [Side Effects Public Media](#)

A 56-year-old football official went into cardiac arrest on the sideline at Jefferson High School in Lafayette in 2006. Then, a teenager who was playing basketball during lunch at the school's Tecumseh Junior High gym went into cardiac arrest a decade later.

Both were in the Lafayette School Corporation. Both survived.

The district's preparation for a heart emergency was a significant factor in keeping them alive. Jefferson High School in Lafayette, Ind. has 25 automated external defibrillators on its campus. An AED is a device that sends a shock to the heart to try and revive a heartbeat.

"I would not want to be in a situation where somebody went down and you didn't have an opportunity to save a life," said the school's athletic trainer, Jeff Clevenger.



An AED is a device that sends a shock to the heart of someone going through a sudden cardiac arrest to try and revive a heartbeat. It can be life saving.

Alex Li/Side Effects Public Media



# Not the kind of press that we want

HISD

## Houston ISD reveals it has 170 non-working defibrillators as questions mount following student's death

HISD likely will face a lawsuit over the death of Marshall Middle School student Landon Payton, according to a district spokesperson.

[Adam Zuvanich](#) | August 19, 2024, 5:22 PM



MONDAY, APRIL 17, 2023 — 10:43 AM

## Jury awards family \$15 million after student dies in L.A. Unified

Los Angeles Unified owes a family \$15 million after their son died during a middle school P.E. class in 2016, the [Los Angeles Times](#) reported.

The jury found that the district was liable because even though a defibrillator was located on campus, staff didn't know it was there and didn't use it to help the boy, who had collapsed while running laps during a morning P.E. class at Palms Middle School. The verdict in Los Angeles Superior Court was unanimous.

<https://www.houstonpublicmedia.org/articles/news/education-news/hisd/2024/08/19/497205/houston-isd-reveals-it-has-170-non-working-defibrillators-as-questions-mount-following-students-death/>

<https://edsources.org/updates/jury-awards-family-15-million-after-student-dies-in-l-a-unified>



# Celebrate the success!

GREATER MINNESOTA NEWS

## Life-saving AED installed at Stillwater high school after near-death experience

WCCO  
NEWS

By Ubah Ali  
April 29, 2025 / 11:16 PM CDT / CBS Minnesota



## 'There was no pulse' | School staff describe moment they saved a student in cardiac arrest

Time stood still Tuesday for nearly seven minutes as staff performed CPR on 11-year-old Noah Mattingly.

## Josiah's story: How an AED saved the student's life

Published on February 10, 2025

Cardiology

Share:    

<https://www.cbsnews.com/minnesota/news/aed-installed-at-stillwater-high-school/>

<https://www.northside.com/about/news-center/patient-stories/josiah-s-story-how-an-aed-saved-the-student-s-life>

<https://www.12news.com/article/news/education/jcps-kammerer-middle-school-jefferson-county-cardiac-arrest-rescue-teacher/417-9150eaf-2f82-4326-8d41-c1305f7bce38>



# Common Program Options

## Direct purchase and DIY checks

- Purchase the AED unit, cabinet and v-sign
- Purchase Rx/medical direction
- Installation and registration with local AHJ
- Perform monthly checks themselves and log inspections themselves
- Purchase consumables as needed
- Customer monitors updates for legislation
- Capital expense

## Direct purchase and vendor maintenance agreement

- Purchase the AED unit, cabinet and v-sign
- Vendor assists with the purchase Rx/medical direction
- Vendor installation and registration with local AHJ
- Vendor ongoing service for monthly checks & purchase of consumables
- Vendor monitors & provides updates to legislation
- Operating expense plus capital expense

## Vendor service agreement

- Lease/Rent the AED unit, cabinet and v-sign
- Vendor assists with the purchase Rx/medical direction
- Vendor installation and registration with local AHJ
- Vendor ongoing service for monthly checks & includes consumables as needed
- Vendor monitors & provides updates to legislation
- Free replacement of pads and batteries
- Operating expense



# When to Replace an AED

## **DISCONTINUED**

AED manufacturers generally first discontinue upgrades, technical support and repair for the product. Eventually they discontinue support for consumables (batteries and pads).

## **OUT-OF-WARRANTY**

When the manufacturer warranty expires, any repairs or service on the AED becomes the consumer's responsibility.

## **REACHING THE END OF ITS EXPECTED OR USEFUL LIFE**

Most manufacturers recommend replacement of an AED in 8 to 10 years.

# How Are You Tracking Now?

## Excel doc?

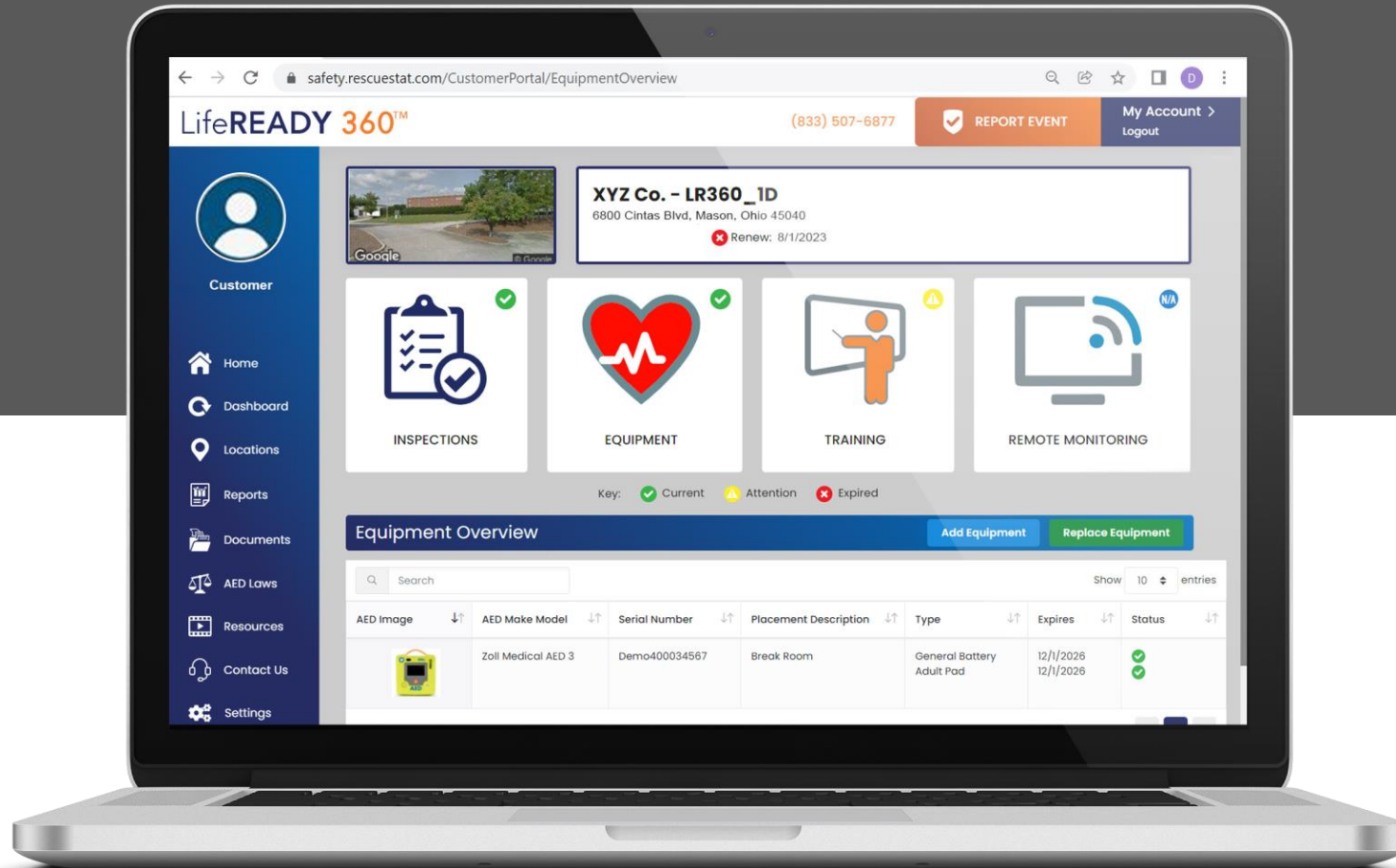
Department	AED Unit Make	AED Model	Serial Number	Manufacture Date
Fire Dept	Medtronic	Lifepak 500	13999518	0
Fire Dept	Medtronic	Lifepak 500	14331434	0
Fire Dept	Medtronic	Lifepak 500	14209694	0
Fire Dept	Medtronic	Lifepak 500	14331449	0
Fire Dept	Medtronic	Lifepak 500	13387271	0
Fire Dept	Medtronic	Lifepak 500	13387343	0
Fire Dept	Medtronic	Lifepak 500	14331415	0
MJPD006	ZOLL		X03K023737	11/1/2003
Offices	Phillips	Heartstart FRx	A09B-03626	2/1/2009
Offices	Phillips	Heartstart FRx	A11C03880	3/1/2011
Offices	Phillips	Heartstart FRx	A11C03819	3/1/2011
Offices	Phillips	Heartstart FRx	B11G-01782	7/1/2011
MJPD0040	Phillips		B11G-01933	7/1/2011
MJPD0039	Phillips		B11G-01927	7/1/2011
MJPD0029	Phillips		B11G-01914	7/1/2011
MJPD0033	Phillips		B11G-01965	7/1/2011
MJAC003	Phillips		B11G-01966	7/1/2011
MJPD00	Phillips		B11G-01929	7/1/2011
MJPD007	Phillips		B11G-01913	7/1/2011

## Handwritten checklist?

### AED Information:

DEVICE'S LOCATION	TYPE	MAINTAINED BY
Public Safety Vehicle	LifePak 1000	Public Safety
Public Safety Vehicle	Zoll	Public Safety
Public Safety Vehicle	LifePak 1000	Public Safety
Screaming Eagles Arena First Aid Room	Zoll <i>Didn't go to</i>	Public Safety
Broadway Fields	Zoll <i>Didn't go to</i>	Recreation, Fitness and Wellness
RFCW	Zoll <i>X07J131940</i>	Recreation, Fitness and Wellness
Aquatics Center Office	<del>LifePak CR2</del> <i>X21F378826</i>	Athletic Department <i>needs cables</i>
SEC Counter (on shelf under first aid cabinet)	Zoll <i>X07J131829</i>	Recreation, Fitness and Wellness
SEC Athletic Trainer's Office - SEC176* (4)	Cardiac Science <i>4484902 4527943 9390A-01 4527933 4338916</i>	Athletic Department <i>9390A-01 9390A-01 9390A-01</i>
Screaming Eagles Complex by 1st Floor Weight Room by Elevator & SEC155	LifePak CR2 <i>PC00711539</i>	Athletic Department
Screaming Eagles Complex in Kinesiology Room <i>265</i>	Cardiac Science <i>4501771</i>	Kinesiology and Sport Management Department <i>9390A-01</i>
Screaming Eagles Complex by 3rd Floor by Conference Room across from Administration by Elevator SEC351	LifePak CR2 <i>48925417</i>	Athletic Department
Screaming Eagles Arena Section 200 by elevator	Cardiac Science Powerheart <i>4501770</i>	Athletic Department <i>9390A-01</i>
Screaming Eagles Arena Section 209	Cardiac Science Powerheart <i>4501759</i>	Athletic Department <i>9390A-01</i>
<del>Screaming Eagles Arena Section 208</del>	<del>Cardiac Science Powerheart</del>	<del>Athletic Department</del>

# Program Management



AEDs have to be ready to respond at all times, so you need visibility and insight of your program. AED program software empowers you to monitor your AEDs with tools and resources that provide up-to-date information. You can view status on inspections and equipment, update your training records and watch tutorials on AED maintenance.

## YOU'LL ALSO HAVE ACCESS TO:



VIEW YOUR LOCATIONS



CURRENT REPORTS



AED STATE LAWS



AED EVENT SUPPORT



# Training and Compliance

Cintas training programs are intended to assist employers as they strive to improve and maintain workplace health and safety. Federal and state statutes and regulations may require that employers conduct specific safety and/or training programs for their employees. Employers are solely responsible for determining which safety and/or training programs the law requires. Cintas's training programs are provided for educational purposes only, and Cintas does not provide recommendations or guidance regarding which safety and/or training programs are required. Cintas shall have no liability to customer or any other person relating to or resulting from the training programs or the information provided in connection with the training programs.



# First Aid, CPR and AED Training

This course includes hands-on instruction with engaging training your employees will enjoy and physical documentation for all attendees. Schedule at your convenience including night and weekend classes.

Also available as an online course with in-person CPR skills check.

## LEARN HOW TO:

- Recognize and treat adult emergencies prior to EMS arrival
- Administer basic first aid
- Become certified to perform adult CPR
- Effectively use an AED to deliver a life-saving shock

### Federal Regulation:

29 CFR 1910.151(b) \*In the absence of an infirmary, clinic, or hospital in the near proximity to the workplace, which is used for the treatment of all injured employees, a person or persons shall be adequately trained to render First Aid\*

Depending on the nature and location of the worksite, federal and state statutes and regulations may require that employers conduct specific training for their employees. Each worksite should be examined by the employer to determine which Compliance Training Programs the law requires for that specific worksite. Cintas does not provide recommendations or guidance regarding which safety programs and training are required for any particular workplace. The services are provided for educational purposes only. Cintas shall have no liability to customer or any other person relating to or resulting from the services or the information provided in connection with the services. Cintas will not be liable with respect to any decisions made by customer as a result of the training or in connection with services offered.



## ONLINE TRAINING

- Access hundreds of online courses that provide you with anytime, anywhere instructions on the safety and compliance topics important to your industry.
- Choose from 350+ interactive courses to create the right training program for each employee
- Scored quizzes to help gauge comprehension
- Comprehensive, easy-to-use record keeping system to track your employees' progress



## ONSITE TRAINING

- Hands-on practice with a low instructor-to-student ratio
- On-site scheduling or open enrollment for classes at your local Cintas facility
- Flexible, convenient scheduling to cover multiple shifts — including nights/weekends
- National coverage makes it easy to train consistently across multiple facilities



# Demonstration of the AED

# Cardiac Science PowerHeart G5 Specs

The Powerheart G5 AED combines ease of use, reliability, and advanced technologies to help you take action in the event of sudden cardiac arrest. Life-saving technology paired with professional on-site service from Cintas can help keep you prepared.



## USER-PACED RESCUE PROMPTS

- RescueCoach® prompts guide users step-by-step through the rescue process
- Helps ensure that the rescuer completes every critical task before moving on to the next

## DUAL-LANGUAGE CAPABILITIES

- With the touch of a button all prompts and feedback can quickly switch from the primary language to a preprogrammed alternate language

## REAL-TIME CPR FEEDBACK

- Intellisense™ CPR technology help monitor chest compressions and provides voice prompts: "Press slower", "Press faster", "Press softer"

## RESCUE READY®

- Performs comprehensive self-testing to ensure it's ready to rescue



# Zoll 3 AED Specs

## TOUCH SCREEN DISPLAY

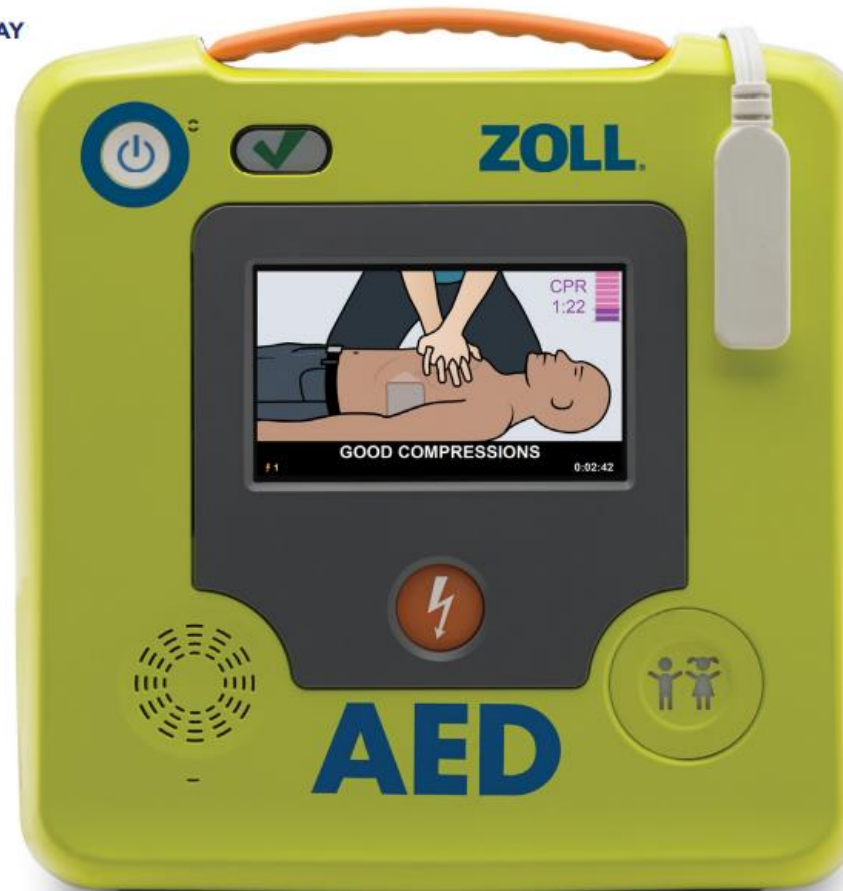
- Provides full-color rescue images, text and real-time CPR feedback
- Visual prompts walk the lay responder through pad application and CPR, step-by-step
- One-of-a-kind touch screen capabilities that allow quick access to AED information

## WIFI CONNECTED

- Cloud connectivity can enable automatic reporting of device status, giving you confidence your AED is ready in an emergency
- Wi-Fi also allows you to quickly transmit data to medical professionals

## SMART BATTERY

- The AED 3® incorporates a smart battery that can report its power level status on the device's LCD screen. Once installed, the battery lasts up to five years



## ENHANCED REAL CPR HELP®

- Proven Real CPR Help® technology has a full color display with vivid rescue images, a CPR cycle timer, and a large color bar gauge that shows CPR compression depth
- A calm voice prompts you with "Push Harder" or "Good Compressions," and will tell you to pause while it completes a heart analysis

## INTEGRATED PEDIATRIC RESCUE

- The universal design of the CPR Uni-padz™ electrodes gives rescuers a single solution for adults and children experiencing SCA