AED Buyer’s Guide
What is an AED?

The American Heart Association estimates 350,000 people die each year from Sudden Cardiac Arrest (SCA). The only treatment against this is a defibrillation shock from an AED.

They may seem like technical, professional devices; but AEDs are actually all designed to be user-friendly and simple for anyone to operate.

An AED, or Automated External Defibrillator is a device which is used to deliver a shock of electricity to a victim of cardiac arrest. Cardiac arrest (also known as a cardiopulmonary arrest) is when a person’s heart cannot give a normal circulation of blood through the body as the heart is failing to beat a regular rhythm; delivering a shock from a defibrillator stops the heart, and encourages it to restart in its natural rhythm, helping to save the victim’s life.

Delivering this life-saving shock used to be a role only for healthcare professionals; however these devices have now been adapted with helpful voice and visual prompts to allow anyone (trained or untrained) to use it to help save a life.

Public access to these units is vital for increasing survival statistics, which is why you may see them more in local communities and public locations all over the US, from schools, to malls and offices.

Why buy from defibshop?

As a completely independent suppliers of AEDs, accessories and everything you need to help save a victim of cardiac arrest; we are able to give you completely honest and impartial advice on exactly which AED meets your needs and budget.

The FDA-approved AEDs we provide come from the top manufacturers on the market. To assist you in maintaining these machines, we also stock a wide range of accessories to keep your AED in a state of readiness at all times.

We are committed to getting as many AEDs into public places as possible as well as helping to spread the knowledge of life-saving care to help preserve the lives of those who suffer a cardiac arrest.

In addition to this, we have a team of expert and experienced AED Product Specialists who are able to share their knowledge to provide you with the best service possible.
Common Features

AEDs come with a variety of features, some of which are common to all but other features can be unique to a specific model or manufacturer. This helps you decide what kind of defibrillator is going to fit in with your needs, it’s then up to us to make sure you purchase the right model to fit your requirements.

Ease of Use

Although AEDs seem super advanced, they are designed to be easy to use; even if you’ve never been trained to use one! There are two types of units available; Semi-Automatic or a Fully Automatic AED. The difference between the two is simple; with a semi-auto model, you control the delivery of the shock using the shock button and with a fully, the unit will deliver the shock automatically – leaving you to concentrate on chest compressions.

All AEDs come with a voice prompt which will coach you through the process, even telling you when to start and stop CPR compressions. Multiple language options are also available on some AEDs; these are the kinds of feature options which should be considered when deciding which AED is best for you, but don’t forget – no matter what model, all public AEDs are easy-to-use.

Warranty

Every single AED we sell comes with a manufacturer’s warranty which range from 5 to 8 years; giving you total peace of mind with your investment.

Biphasic Waveform

All AEDs are designed to give a biphasic waveform – a type of shock given to the patient when suffering from Cardiac Arrest. The shock is achieved when two pads are placed on the body of a casualty, creating a circuit for the shock to travel through to the heart. This has been tried, tested and confirmed to be more effective than monophasic shock!

Reliability

All units perform daily, weekly and monthly self checks to make sure that all components are functioning correctly so that your AED is in a constant state of readiness.

If your AED finds any problem with the device which may impact its performance, you will be informed with a visible or audible alarm on your unit. You can help to keep AED maintenance simple and easy simply by storing your AED in a wall bracket; by keeping it accessible, you’ll be able to notice any alerts easily and fix any warnings as soon as you’re made aware of them. Storing your unit on the wall is also useful for alerting people in the environment of its location and easy accessibility.

Training

If you make only one other optional purchase, then an effective training program will be the best investment for you. Providing effective training has actually proven a more effective rescue in a real-life emergency situation and can also help to build confidence in taking action in an emergency.

We recommend visiting Heart.org to find your nearest American Heart Association Training Centre. Here, you’ll be able to find a wide range of courses including CPR and AED training to provide you with life-saving skills and help you get to know your device.

Wall Cabinet

A wall cabinet will keep your investment safe from dust or moisture, but it will also alert everyone to the location of your AED should they need it during an emergency situation. You can choose your cabinet based on material to suit its environment, and whether to have it equipped with or without audible alarms and strobe light alarms. These features can also help signal that an emergency situation is taking place, as well as deter potential theft.

Spare Battery

Should you need to use your AED in a medical emergency, the last thing you want to be notified of is a low battery, but this is actually the primary source of failure in all electronic devices!

Although each unit has an audible alarm to advise when the battery is due to expire, keeping a spare battery with your device to make sure your AED will make sure your unit is ready to deliver a rescue at all times.
Unique AED Features

Colour, size and weight

All AEDs are designed differently depending on manufacturer, and while each one may look differently, all have the soul-purpose to save a life. Every AED is designed to look friendly and non-threatening whilst still being compact and lightweight, perfect to be placed alongside first aid kits or in rescue bags for easy portability! Some units are even designed with an inbuilt carry handle to make them easily mobile for the user. With this in mind, you can have confidence that your AED will deliver a shock to help save a life regardless of what colour, size or design you choose.

Shock Levels: Fixed Energy V Escalating Energy

As we mentioned before, all the AEDs we sell deliver a biphasic shock, but the way this is delivered can be one of two ways. An AED with fixed energy delivery has fixed energy levels, which mean the first and all shocks following will be delivered at the same energy level, typically 300/350 joules. An AED with escalated energy delivery provides escalating energy levels; the first shock may be delivered at 150 joules, and then followed by a higher energy level, typically around 200 joules and then a third shock at 300 joules which would be then the set amount for following shocks.

Manufacturers may claim their method of delivery is the most effective, but we would recommend you to best choose based on your personal preference if this is an important factor to your needs.

Manual Override

Manual override is a function which can only be found on certain AEDs, which allows the user to have more control over the rescue process. This is a beneficial feature for medical professionals as it has the ability to override the visual and/or voice prompts and the analyzing stage to give a shock, allowing them to take control of the rescue from a professional opinion.

We advise that only medically trained users purchase an AED with a manual override feature to ensure the most effective rescue can be provided.

Battery Life

Battery life is a very important factor when choosing which AED to invest in, as with the device you buy, you will have to replace the battery as and when it needs, regardless of use. We provide a free reminder service for your battery which will alert you one month before expiry, allowing you to replace it with plenty of time to spare. It is crucial to ensure your AED battery is constantly working and replaced when it needs to be, to keep your AED working and ready to use when you need it!

Rechargeable Batteries

Rechargeable batteries can be purchased for some AEDs however they are not available to all units. The AEDs with rechargeable battery options are usually more higher-scale units and come with additional features such as ECG screens and manual override capability. These units are more popular with EMS and clinical use where the AED may be used more frequently, in this case a in this case a rechargeable battery is cost effective and ensures full battery levels at all times.

Electrode Self Test

All AEDs complete self tests to ensure your device is ready for a rescue at all times. This test includes the checking of internal circuitry and battery levels which is done automatically by the AED. Users will be alerted to any problems via an audible or visual alarm so it can be managed and adjusted accordingly.

Some devices will check the electrode pads are pre-connected and Cardiac Science AEDs even check the efficiency of the gel on the pads - this allows you to be completely satisfied that every element of the AED will work when you need it the most.

Carry Case

Not all AEDs come equipped with a carry case, so it’s a good idea to protect your investment by purchasing a soft or hard carry case. Having a carry case is also beneficial for carrying other items essential during a rescue such as gloves, pocket masks, towels, scissors, razors or spare electrode pads; allowing you to keep your life-saving equipment all in one place for quick access.

Spare Electrodes/Paediatric pads

As electrode pads are single use only, we recommend keeping a spare pair with your rescue kit; this ensures that even if one pair should be become compromised or need to be used, you have another set to successfully complete a rescue. An AED has the ability to offer a defibrillation shock to both adults and children; however this can only be achieved by changing the electrode pads to paediatric electrodes, which allow the AED to reduce the energy levels, providing a shock which is safe for a child’s size and frame.

An alternative method for this is the use of a paediatric key – an option which is not available for all AEDs, but removes the need for paediatric pads and can quickly reduce the level of shock on units which it can be used on. Some AEDs come with a switch which alters the amount of shock given depending on whether it is set to “Adult” or “Child”; this is beneficial for environments which are inhabited mainly by children, such as schools where the AED can easily be altered without the need of changing paediatric pads.

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An ECG is a record of the electrical rhythm and electrical activity of your heart which appears on screen in a graph style display. This is a useful feature for those who are medically trained to help track the progress of the victim’s heart rate. Whilst this may seem a helpful addition to your AED, it is not a required feature and can be distraction to a less-confident or untrained user. An AED with an ECG are also found on more expensive and professional AED models, so you can save yourself unnecessary expense by not having ECG functionality.

**Finance Options**

At defbshop, we understand that an AED, whilst needed by everyone is not always affordable to everyone. This is why we offer services such as the defibshop Trade-In Program as well as Finance packages which will allow you to pay for your unit in monthly installments.

**Wall Signs**

A Wall Sign is an essential purchase to ensure your AED is visible and can be quickly located in the event of an emergency. Available in a range of sizes, we suggest you explore our range to help you find the right sign to suit your environment.

**Voice Prompts**

Voice prompts are built-in to all AEDs to help guide the user through the rescue process. Each AED model is different in how much detail the voice prompts provide however each one will guide the user through each vital step. Some units are very specific in their vocal coaching, taking you step by step on how to prepare the casualty for a shock, and how to provide CPR ensuring you’re keeping to a regular and effective rhythm.

Other units will go quiet during this process only offering information such as elapsed time to next analysis; this would be most suited to medical professionals who can deliver the care based on their knowledge without distraction from the unit. There are also AEDs on the market which allow you to choose either option simply by pressing a button on the unit, suiting all users’ needs.

**IP Ratings**

Every AED comes with an IP rating, however each design of AED has a unique code, allowing you to make your decision based on your environment and needs. An IP rating establishes exactly how protected your device is in terms of common elements, the first number establishes its protection level against dust and the second water, the higher the number the more protection the AED has. For example an AED with an IP rating of 64 means it is highly protected from dust and splashing water; this would make it a great option if your AED was going to be placed outdoors or at a gym as it would be fully protected against the possible environmental factors which could mean it coming into contact with water.

**Accessories**

There are lots of essential as well as optional extras to consider when choosing your AED. All units when purchased come equipped with a battery and at least one set of adult electrode pads; however as all pads are single use only, we always advise you buy a second pair to keep with your rescue kit, so you’re always able to deliver a rescue.

When comparing AEDs, be sure to consider all potential additions you may need for your device so you can assess its real value; some come supplied with an additional set of adult electrode pads, a carry case or an extra battery, reducing your overall cost to your investment!

If you’re unsure what additional accessories are required with your AED, feel free to give our team a call and they’ll happily advise you on what is best for your particular device.
Buying Tips

Purchasing an AED involves some very important considerations. At defibshop, we advise that you should purchase an AED which all potential rescuers will be comfortable to use. Choose an AED which is within your budget and consider the cost of replacement batteries and electrode pads over the term of your AED ownership.

We also recommend considering optional items such as training and accessories to ensure your rescuers are confident with handling the AED and performing the rescue process in an emergency situation. Don’t forget, any additional questions you may have can be answered by calling our expert advisors on 00000 00000.

How to order
If you’re looking for additional information, our website is a knowledge center filled with videos, infographics and content to help answer any questions you might have. Alternatively, you can call:

888 820 0760

to speak to one of the defibshop team about any of our AEDs, accessories or training options.

Be sure to have your questions or considerations (including budget, environment & location) at the ready to help us locate your perfect AED as quick as possible!

Absolute Privacy
We are registered with the Data Protection Agency, so you can have confidence that when you give your details to us, we will never pass them on to a third party.

Secure Shopping
We accept all major credit and debit cards and can guarantee, whether you decide to order by phone, fax, email or on the web that your order will be safe and secure.
AED Storage

AED Armor Range

Once you’ve chosen the right AED for your needs, the next point to consider is storage. You’ve made a great investment in a life-saving device and it’s only prudent to make it accessible for use and to keep it safe.

AED Armor provides a wide range of storage solutions as well as signage and accessories to keep your AED safe, visible and ready.

Things to consider:

Your environment; will the defibrillator be stored inside or outside?

- Inside; what kind of space do you have? A wall bracket or indoor cabinet will be the perfect way to store your AED, dependent on the space you have. AED Armor Indoor Cabinets can have an alarm.

- Outside; what type of outside cabinet will you choose? Heating is a must; studies have proven that low temperatures can drastically reduce battery life and the pads must be kept at an optimum temperature to ensure the adhesive stays in tact and ready for a rescue.

Signage; how will you make everyone aware of your AED?

- Inside; there are a range of A4 & A5 AED identifying signs that can be used as well as an A3 quick reference poster that will guide trained and untrained responders through using an AED for a rescue.

- Outside; a 3D Metal sign is perfect to accompany your outside cabinet to highlight the AED to passers-by in the event of an emergency.

Additional items

- Rescue kits; every AED supplied by defibshop comes with a rescue kit that contains the basic accessories you need for a rescue. Razor, shears, gloves, face shield are just some of the things that may be used to deliver an effective shock.

As there may be more than one responder present or more than one rescue attempted in a short space of time, additional rescue kits alongside your additional electrode pads are advised.
Finance

Making AEDs affordable

For most people, the price of an AED is priceless; how do you put a price on a lifesaving device? How do you put a price on a life?

However, we understand that for lots of organizations, the price of an AED can be a barrier and that there is a need to make a full AED solution more affordable.

We offer finance options on all of the AED solutions that we sell and you can finance an AED from just $37.99 a week.

This can be applied for on our website or speak to our helpful customer care team to find out more.

Training

Confident and effective rescues

AEDs are simple and easy-to-use so why do you need training? We get asked this question all the time and the answer is that most people don’t know this simple fact.

Training is imperative to do what we promise above; ensure confident and effective rescues. All the AED & CPR training that we provide with our training partner is BESPOKE training. This means that all your responders will train on the AED that your organization has which builds their confidence and familiarity with the device.

Though they all deliver the same result in the end, each manufacturer’s AED gets there in a different way. By familiarising your responders with their AED through ample training and practical time