

## Frequently Asked Questions (FAQ) Regarding Automated External Defibrillator Programs

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### **1. Are AED programs mandated by the government?**

*While the adoption of AED program guidelines for federal government buildings has been strongly recommended and OSHA guidelines have been established in the private sector, there is no current federal mandate requiring AED programs in federal government buildings or any other buildings. Some States and Local governments have begun to mandate AED programs for facilities such as health clubs and have started AED awareness programs in their communities.*

### **2. If my hotel is not subject to a mandated AED program, why should we spend the money now?**

*First, there is the opportunity to reduce exposure to potential liabilities. There is an ever increasing belief among the public generally, and tort lawyers in particular, that properties/facilities of all kinds have a legal duty to protect their guests and employees from Sudden Cardiac Arrest "SCA". This is being fueled by reports of litigation in the courts and heightened public awareness that deaths from SCA may be avoided at a relatively modest expense with the timely use of an AED. Becoming commonplace are the use of AED programs in most public gathering areas including airports, stadiums, arenas, amusement parks and shopping malls.*

*Second, there is a window of opportunity for properties to capitalize on their early adoption of AED programs in the meetings and convention market. While a minority of hotels and convention centers has implemented AED programs, most have not.*

### **3. It does not seem likely that my property/facility will experience the need for an AED. How often does an event occur?**

*On average, over 900 people suffer a fatal Sudden Cardiac Arrest (SCA) event every day in the United States which means that more than a quarter million people die in the United States every year from SCA. That's more than breast cancer, lung cancer, colon cancer, automobile accidents, and homicides combined.*

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### **4. What is the average cost of an AED program?**

*The cost for an AED program will vary based on the size of an individual property/facility, but typically, the annual cost for a complete, CardioReady® certified AED program is more than covered by the margin from a single small to mid-sized meeting booked as a result. The key component in determining cost is the number of AEDs required to allow an AED to be retrieved and deliver a life-saving shock within three to five minutes from onset of sudden cardiac arrest anywhere on property. In following these American Heart Association guidelines, the chance of survival is raised from 0% to 70%.*

### **5. If I adopt an AED program at my property/facility, am I exposing myself to liability? Also, what is the “Good Samaritan Act”?\***

*Good Samaritan doctrine - Black's Law 7th edition: "A statute that exempts from liability a person (such as an off-duty physician) who voluntarily renders aid to another in imminent danger but negligently causes injury while rendering the aid."*

*Good-Samaritan, AED-specific legislation has been enacted in all 50 states and the District of Columbia along with back-up federal legislation. This legislation expressly immunizes the property/facility owner with an AED program from any civil liability resulting from the death of an SCA victim as long as the AED program includes the elements required by the legislation for that particular jurisdiction.*

*A CardioReady certified program indicates that these requirements have been met.*

### **6. Will an AED program provide benefits with regards to insurance costs?**

*While we are beginning to hear of insurance companies evaluating this issue, at this time there are no known line-item discounts for having an AED program. However, you may still be able to receive discounts as part of your overall safety plan. In any case, it is probably worth raising the point with your carrier. Obviously, as the frequency and size of claims mount with increasing public awareness discussed above, it will become advantageous to insurance carriers to provide an incentive to adopt an AED program or even require it.*

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### **7. Should I purchase AEDs from an online store? The price seems to be less expensive.**

*The essential point is that hotel, meeting and convention facilities should have an AED program, period. The benefits of purchasing a turn-key AED program solution are:*

- o Seamless Management*
- o Program Management*
- o Medical Direction*
- o Ongoing Maintenance*
- o Multiple links to system*
- o One provider = One call*
- o Assurance of compliance with any and all government regulations and the applicable Good Samaritan Act*

*If components of the program were purchased separately (AED devices, supplies, medical oversight, etc.), there would be a greater chance of the “system” breaking down and the elements of the appropriate Good Samaritan Act might not be met. For example, assume AED device needs were routed to one supplier. Then for training, the property/facility would deal with a local organization that is State certified in ECC training. This would be a different supplier. You would have to ensure the training organization and physician in charge of oversight have been properly vetted and are authorized to manage such functions. This all could result in significantly higher actualized costs. In addition, all of the tracking and management required maintaining a functional AED program consistent with government regulations and the requirements of the Good Samaritan Act would be the responsibility of the property/facility.*

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### **8. Why are there fees for Medical Direction & Program Management?**

*Third-party experts oversee the program. Saves time and money.*

*Turn-key programs provide a one-stop solution for all of the areas mentioned earlier, including medical direction and program management. This ongoing management of the program includes tracking of device functionality, expiration dates of devices, government mandated training, physician prescription of AEDs and medical oversight management that is mandatory by law. This process can be quite streamlined, as some providers have online management tools that allow management of the AED program from your property/facility, or even remote locations. When all of the components for a successful and fully-functional AED program are part of a turn-key program, actualized costs will likely be less and you will know that your are protected by the applicable Good Samaritan Act.*

### **9. If my property/facility does not book much business in the medical and pharmaceutical markets, why would this program be of advantage to me?**

*While meeting professionals and attendees from these two markets would likely be more aware of the need for AED programs, many corporations outside these fields have begun implementing AED programs in their workplace. These corporations are now looking to provide these same protections for their employees attending meetings and conventions.*