

Welshampton Parish Council

October 2018

Comparison of 2 suppliers for the provision of a Community Defibrillator for Welshampton

Comparison Headings

- 1) General Impressions
- 2) Suggested Solution
- 3) Price
- 4) Maintenance/After Care
- 5) Recommendation.

<p><b>Potential Supplier</b></p> <p>The Community Heartbeat Trust</p> <p>&gt; Charitable Trust</p> <p>&gt;Based in Loughborough</p> <p>&gt;Telephone: 08458627739</p> <p>&gt;Contact: Graham Whitehead</p> <p><b>Initial Impressions</b></p> <p>Very Responsive, helpful, knowledgeable, - No “Hard Sell” Good E mail follow up, Good response when Graham was not available-clear explanatory literature-I had a `Trustworthy` feeling. I had the feeling that they were looking for a long-term relationship with us.</p> <p><b>Suggested Solution.</b></p> <p>CHT Managed Solution with an Open Cabinet</p> <p>CHT retains ownership of the equipment and manages the liability (insurance is included in the price) They provide replacement equipment if Defib is</p>	<p><b>Potential Supplier</b></p> <p>Heartstart Midlands</p> <p>&gt;Limited Company</p> <p>&gt;Based in the Midlands</p> <p>&gt;Telephone: 01952 373999</p> <p>&gt;Contact Chris Phillips- Director</p> <p><b>Initial Impressions</b></p> <p>Helpful, knowledgeable, Good initial response. Asked the right questions before recommending a solution. Not a “Hard Sell” but lots of closing questions.</p> <p>I didn’t get the impression that they were looking to build a long-term relationship, based more on a `Shop model`</p> <p><b>Suggested Solution.</b></p> <p>I Pad SP1 AED</p> <p>With locked cabinet and in-house training package.</p>
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<p>stolen. There is an option to purchase after 4 years (£1) or continue.</p> <p><b>Price</b></p> <p>Managed Solution: £1895+25 Delivery</p> <p>£135 per year for all consumables, electrodes, battery, rescue kits etc.</p> <ul style="list-style-type: none"> <li>a) We become member of the Community Heartbeat Trust</li> <li>b) CHT remain owners of the equipment and accept all liabilities</li> <li>c) The machine remains fully insured</li> <li>d) CHT look after all policies and procedures.</li> <li>e) CHT look after VAT</li> <li>f) Replacement machinery</li> <li>g) Counselling service</li> <li>h) CHT has the contract with the local Ambulance service</li> <li>i) CHT organises 'Hosting Contract' where the machine is located</li> <li>j) Webnos Internet governance system (see later)</li> <li>k) AED signage</li> <li>l) Security marking</li> <li>m) Community Cardiac Arrest Response Seminar (50 delegates)</li> </ul> <p><b>On Going</b></p> <p>Weekly checks and monitoring using Webnos an on line monitoring service. This is linked in and will alert a response (Weekly checks with Webnos min monthly is acceptable)</p> <p><b>Recommendation</b></p>	<p><b>Price</b></p> <p>£1798 inc VAT</p> <p>Training package £180 + VAT</p> <p>(2/3 Hour course with CPR and using replica AED's)</p> <p>Includes Machine and cabinet, carry case and 10-year warranty.</p> <p><b>COMMENTS</b></p> <p>They advocate a locked box, no insurance, they suggest that the host building will provide insurance. As it's a locked box the defib will only be used under NHS guidance (999) so they suggest that NHS will provide liability insurance (Public could only gain access under NHS instruction) Strong emphasis on CPR.</p> <p><b>On Going</b></p> <p>We and the manufacturers recommend a weekly check, which simply requires someone to walk past the cabinet and look through the window in the door to check:</p> <ul style="list-style-type: none"> <li>1- Defibrillator is present in the cabinet</li> <li>2- Visually inspect the screen through the cabinet door window that reports any errors, expired electrodes and battery life.</li> </ul>
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**Purchasing from either supplier is in my opinion acceptable however feel that The Community Heartbeat Trust provides the Parish Council with better value for money and potentially a better ongoing service.**

**GDW**