

2022 review



Duchy Defibrillators Ltd

0800 772 3638

hello@duchydefibs.co.uk

Cabinet Deployments

2022 saw us have 314 cabinet deployments from the 1st Jan to the 31st Dec. That is 314 times someone has been to a cabinet, opened the door and removed the defibrillator, which has then gone to a local incident.

This may not mean the device is used as in many cases they are there ready just in case the incident requires it, while the wait for the emergency services occurs.

We do know that there were five people who have been saved through early CPR and defib use from those deployed - a great success

CPR & defibrillator sessions

Over the course of the year we held twenty info sessions. These sessions are about 90 minutes long and cover: -

CPR and how to perform
Defibrillators and how to use
How to talk to the emergency services
Maintenance of defibs
How to carry out Dr ABC
And more...

As always, one of these sessions is included with each new monitored package we install.

If you would like to book additional sessions, please make contact with us and we will try and support you

Annual fee

As per our 2021 review, the annual fee is not being reviewed until Dec 2022. This means that the fee will remain at the current cost for 2022 of £190+VAT (£228)

With the annual fee we will -

- *Replace pads upon each use
- *Replace pads upon expiry date
- *Replace the prep kit if used
- *Update the circuit to ensure latest info
- *Assist in the return of the defib upon use
- *Allow access to the cabinet monitoring via our app
- *Carry out cabinet repairs caused by wear & tear

Please remember to spray the lock and hinges with the supplied GT85. Locks that are faulty and require replacement due to lack of this maintenance are chargeable.

Defibrillators

As you will see from the last page, batteries for the defibrillators are not included within the annual fee.

Those that have the Heartsine defib have the batteries replaced as they are with the pads in a joint cassette.

The Cardiac science device is separate.

As a business we are now recommending the Heartsine device. Not only due to the cassette meaning we can cover your battery as well as the pads, but they are also less prone to developing faults. Cardiac science have also been brought out by Zoll a couple of years ago and the prices seem to be rising very quickly.

Those with the Cardiac science device, we will still support and maintain within the annual fee. Upon the battery becoming low/flat (usually around the 3-4 year mark, depending on use), we will email you with two options - one is to replace the battery, the other to replace the device.

If replacing the device, we offer this at a reduced rate of the retail costs to help and support you. This option will benefit you in the long run.

2023 plans

This year we are planning -

- Trackers - we are working once again with Tango3 (our app developer) on a trial with them for placing trackers into some of the defibs. We have 15 as part of their trial and are now rolling this out
- PR - we are now working with a small PR company to assist us. We will be reaching out to some of you to look at some case studies as well as good news stories from defib uses. If you'd like to be involved, please let us know
- Social media - we will continue to use our social media accounts to highlight the work carried out and where possible, we will tag you into this. We mainly use Facebook, Instagram & LinkedIn, please follow us if you use these platforms and we will follow back and support your accounts

Thank you

Thank you all for being apart of the Duchy Defibrillators family. Regardless of how many cabinets you support within your communities, you are assisting us to help save lives, support the local communities as well as supporting the local ambulance service.

Thank you also to those who carry out their guardian checks to ensure the cabinet & defib stay online and available 24/7. If you need a copy of the check list for the regular checks, please let us know and we can forward to you.

Hoping you have a healthy and happy 2023

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