



'To Own', 'Lease' or to have a 'Managed Solution'

You have made the right decision for choosing to provide a defibrillator for your community. Should you buy and own the equipment or go for a Managed Solution. Which is best for your community?

The CHT works with you every step of the way, to implement your project not only ensuring you have the most suitable equipment, but also advising whether you buy, or go for a Managed Solution. We also help to make sure you have the following in place too:

- Public liability insurances
- Accreditation
- Recommissioning strategies
- Health and Safety policies
- Community training and awareness programmes
- Site maintenance regimens
- Correct reporting processes
- Theft and Damage insurances cover
- Installation by qualified electrician
- Ambulance service contracts
- VAT
- Hosting agreements
- Owner/Responsible person agreements
- Fixed cost base
- Post rescue counseling
- Correct reporting processes
- Duty of Care policies and processes
- Quality standards

You have 3 ways of obtaining community defibrillator equipment from CHT. You can :
(1) purchase and own, (2) you can lease, or (3) you can go for a Managed Solution. Which is best for you?

If you purchase, this is a commercial transaction, liable for VAT, and you will need to put in place the items above, particularly addressing insurances, policies and processes, and make allowance for unforeseen events. If you lease, the same will apply, and may be a condition of the lease anyway.

The third option is a CHT **Managed Solution**, which offers a cost effective method of implementing a quality Community Public Access Defibrillator (cPAD) project that addresses the many potential liabilities.

The advantages of this 'keep it simple' **Managed Solution** approach are:

1. Your community becomes a member of CHT with a range of support benefits
2. CHT is the 'owner' of the equipment in law, and therefore accept the main liabilities
3. CHT has group insurances, including Public Liability and Theft /Damage.
4. CHT takes control of policies and procedures
5. CHT addresses the VAT element under HMRC rules where applicable
6. CHT will make sure of the equipment is out of service for any reason, you will quickly have replacement equipment for the community. (A small courier charge will be levied if no support package is in place.)
7. CHT provides a licensed professional counseling service as part of 'duty of care'
8. The community receives the highest quality equipment available, and most suited to the task
9. CHT has the contract with the local ambulance service
10. CHT arranges any hosting and other agreements with the hosting site (eg. village hall)
11. The equipment manufacturer's warranty is extended to 10 years at no cost (CHT Tier 1 equipment only).
12. Over 10 years, your potential savings are about £1000.

Your community only has these additional 2 obligations:

1. Any replacement equipment, training and consumables are bought via CHT as we have to ensure a minimum quality standard if we are taking the liabilities. Alternatively, you agree a CHT support package of £126 per annum, which includes all consumables, servicing, data downloads and replacement equipment.
2. The community will carry out regular weekly and monthly checks on the equipment, reporting this via the CHT WebNos Governance system

Managed Solutions are a much easier way for the community to get high quality equipment, looked after, cheaper, and with liabilities addressed. The managed solutions agreement runs for a minimum of 4 years, to a maximum of the equipment warranty periods. At the end of this period the community can buy back and take over the equipment for £1, or ask CHT to continue the Managed Solutions provision.



