



# CERT ACADEMY

*Certified Emergency Response Training Academy*

Modern Working Culture,  
Heart Disease Prevalence,  
And The Importance Of AED In The  
Workplace





**CERT ACADEMY**  
*Certified Emergency Response Training Academy*

# MOCK DRILL

RESPOND NOW AND GET PRIZE!!



# CERT ACADEMY

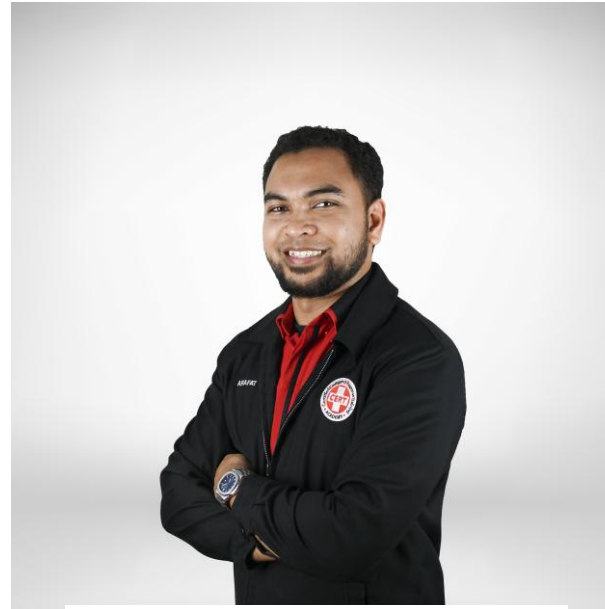
*Certified Emergency Response Training Academy*

Modern Working Culture,  
Heart Disease Prevalence,  
And The Importance Of AED In The  
Workplace



# ABDUL

- HAVE TRAINED FIRST AIDERS ALL ACROSS INDUSTRIES IN MALAYSIA AND SINGAPORE



- 8 YEARS EXPERIENCE IN FIRST AID TRAINING
- MAJOR IN PARAMEDIC AND PSYCHOLOGY



**TRAINED 100,000  
 FIRST AIDERS**

TRAINED MORE THAN  
 100,000 FIRST AIDERS  
 ACCROSS MALAYSIA,  
 BRUNEI AND SINGAPORE  
 FOR OVER 10 YEARS OF  
 EXPERIENCE IN SAFETY.



# ABOUT US



**CERT ACADEMY**  
 Certified Emergency Response Training Academy



DRIVING THE  
 IMPLEMENTATION AND  
 AWARENESS OF AED IN THE  
 WORKPLACE ACROSS ALL  
 INDUSTRIES AND PUBLIC  
 SECTOR

**TRAINED MORE  
 THAN 6,000  
 ORGANIZATION**



SOLD MORE THAN  
1,000 UNITS AED



SOLD MORE THAN  
**1,000 UNITS** OF AED  
ACROSS THE NATION AND  
PROVIDING SERVICE AND  
EXPERT CONSULTATION  
ON THE SAFETY  
IMPLEMENTATION IN  
WORKPLACE.



# OUR VISION

1 HOME 1 FIRST  
AIDER  
1 AED



**NO. 1** PROVIDER OF  
**AED** AT HOME OF  
EVERY SINGLE  
MALAYSIAN.

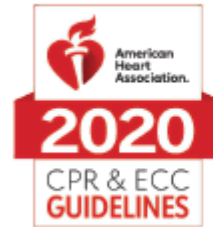
 **ONE HOME, 1 FIRST AIDER, 1 AED**



**WE ARE**



**OUR MODULE & CURRICULUMS ARE  
DESIGNED IN ACCORDANCE TO:**





# OTHER COURSES



FIRST AID DIVISION



FIRE SAFETY DIVISION



EMERGENCY RESPONSE DIVISION



FORKLIFT SAFETY DIVISION



TRANSPORTATION SAFETY DIVISION



OCCUPATIONAL SAFETY & HEALTH DIVISION



TEAM BUILDING & SOFT SKILL DIVISION



PUBLIC CLASS



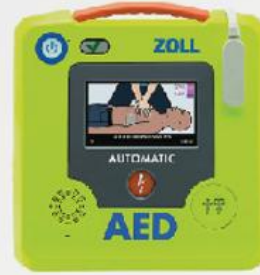
# AED



**HeartSine Samaritan PAD**



**ZOLL AED PLUS**



**ZOLL AED 3**



**NIHON KOHDEN AED-3100**



**DEFIBTECH LIFELINE VIEW**



**SCHILLER PA-1**



**CARDIAC SCIENCE POWERHEART G5**



**PHILLIPS HEART START FRX**



# AED ACCESSORIES



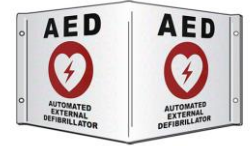
Trainer Set



Pads



Signage



Cabinet



# AED CARE PROGRAM



**Your AED can be malfunction due to lack of maintenance?**

**Do you maintain your AED?**



**What if your AED cannot deliver shock during an emergency?**

## **AED CARE PROGRAM**

### **What do we provide customers with through this program?**

- An annual inspection by CERT support team to ensure the AED is functioning properly
- Physical inspection of the AEDs to check for damages or faulty
- Perform diagnostic test on the AEDs
- Review the AED memory to assess if there is any uncleared memory
- Check the condition of the AED Cabinet (if applicable)
- AED briefing to the newly appointed first aider or person-in-charge of AED
- Upgrading AHA guideline to the device when available
- Download the data once AED has been activated by the company
- Debrief to the first aid team or personnel in charge on results of inspection and issue/problem(s) discovered



# FIRST AID EQUIPMENT

## First Aid Kit



First Aid Kit - Box A



First Aid Kit - Box B



First Aid Kit - Box C

## Trauma Bag



Professional Trauma Bag  
(Shoulder Carry)



Professional Trauma Bag  
(Backpack)

## Setting up First Aid Room



First Aid Room

## Stretcher & Spinal Board



Single Fold Stretcher (w/ 2 straps)



Double Fold Stretcher (w/ 2 straps  
in Carrying Bag)



Four Fold Stretcher (w/ 2 straps in  
Carrying Bag)



Aluminium Folding Scoop  
Stretcher (w/3 straps)

## Immobilization Device



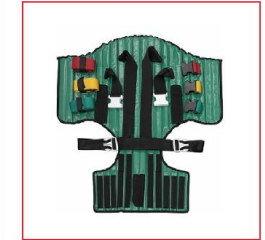
Head Immobilizer



Cervical Collar



Telescopic Splint



Body Splint

## Water Rescue



Rescue Tube



Rescue Can



Water Rescue Throw Bag



## WE ARE RECOGNISED BY MINISTRY OF HEALTH:



We provide medical equipment and selling various types of AED across the nation.



# Clientele

## Services



## Oil & Gas



## Constructions



## Hotel & Retail



## Automotive & Electronic



## F&B Manufacturing



## Public Services



## Education



# Our Team



 **CERT ACADEMY**  
*Certified Emergency Response Training Academy*

**A DECADE STRONG**  
Guiding Hands, **Saving Hearts**







# PROMOTING SAFETY IN THE WORKPLACE

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OVERSEEING DAY TO DAY OPERATION AND  
ENSURE SMOOTH FUNCTIONING  
OPERATION.

ENSURE SAFE WORKING ENVIRONMENT  
FOR EMPLOYEES AND VISITORS

---

MANAGING RESOURCES , COLLABORATION  
WITH VARIOUS DEPT TO ACHIEVE SAFETY  
GOALS AND STANDARDS

ZERO  
LTI

ZERO  
DEATH

ZERO  
LOSS OF PROPERTY

## Pekerja maut terkena renjatan elektrik di tapak pembinaan

Bernamea

Januari 1, 2024 18:30 MYT



WORKPLAC  
E  
INDICENT



# Common Injuries at Workplace

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01

**SUDDEN CARDIAC  
ARREST (SCA)**

02

**FALL FROM HEIGHT**

03

**MACHINE RELATED INJURIES**

04

**FIRE & BURNS**

05

**FALLING OBJECT**

06

**FORKLIFT ACCIDENT**





# What is Sudden Cardiac Arrest (SCA)

Sudden Cardiac Arrest is the sudden, unexpected loss of heart function, breathing and consciousness.

As a result from an electrical disturbance in your heart that disrupts its pumping action, stopping blood flow to the rest of





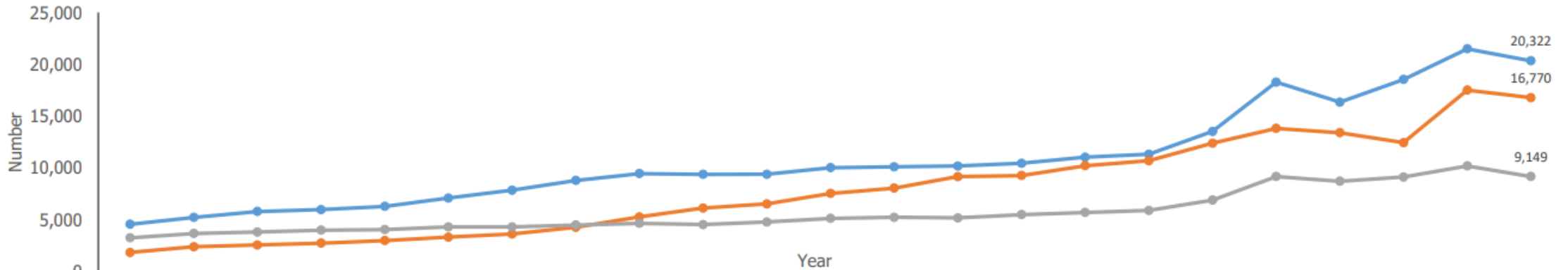
# SCA Video



# Department of Statistic Malaysia

## Time Series Data

*Selected causes of death (medically certified), Malaysia, 2000-2022*



	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Ischaemic heart diseases	4,546	5,207	5,774	5,957	6,267	7,074	7,836	8,776	9,435	9,361	9,371	10,004	10,091	10,169	10,432	11,018	11,310	13,503	18,267	16,336	18,526	21,485	20322
Pneumonia	1,822	2,374	2,539	2,718	2,966	3,297	3,602	4,249	5,254	6,106	6,504	7,518	8,031	9,142	9,250	10,200	10,678	12,365	13,804	13,384	12,424	17,503	16770
Cerebrovascular diseases	3,237	3,651	3,795	3,974	4,030	4,289	4,285	4,465	4,637	4,511	4,763	5,112	5,220	5,156	5,474	5,678	5,876	6,878	9,154	8,699	9,105	10,181	9149



# Heart disease on the rise in young Malaysians

Young people must do more to avoid developing heart diseases.

FMT Reporters - 21 Oct 2023, 8:40am

Cardiologist Dr Mohd Al-Baqlish Mohd Firdaus at Pantai Hospital Ayer Keroh says that coronary artery disease was traditionally linked to individuals aged 40 and above but unfortunately, a recent shift now sees a growing number of people under the age of 40 also being diagnosed with this condition. This trend shows an annual increase of approximately 2%.



**METRO NEWS**

Friday, 23 Jun 2023

Every minute counts

In Malaysia, cardiac arrest is the number one cause of death.

Based on 2021 data from the Statistics Department, 18,515 people died of coronary artery disease.

This means about 50 Malaysians die every day from cardiac arrest.





# Improving odds of surviving cardiac arrest

By EDWARD RAJENDRA



**METRO NEWS**

Friday, 23 Jun 2023



Vital lesson for all: A trainer showing how to perform cardiopulmonary resuscitation using an automated external defibrillator (AED). — CHAN TAK KONG/The Star

# SCA INDICENT

Long Soo Keat collapsed on the field from a sudden cardiac arrest (SCA) during a football match in Ayer Itam, Penang, in September 2018.



# SCA INDICENT

Long Soo Keat collapsed on the field from a sudden cardiac arrest (SCA) during a football match in Ayer Itam, Penang, in September 2018.

He could not be more thankful that there were people around trained in cardiopulmonary resuscitation (CPR).

Thanks to the quick response of five teenagers who knew how to perform CPR and use an automated external defibrillator (AED), the real estate agent, who was 49 then, survived to see another day.



Long, who suffered a cardiac arrest on a football field in 2018, says CPR and the use of AED saved his life.

Long was six minutes into the game with his fellow Chung Ling High School alumni when the incident occurred.

Amid frantic calls for help, St John Ambulance Malaysia (SJAM) Penang cadet Ansley Tan Zhong, 14, sprang into action with help from his team.

SJAM Foundation Penang honorary secretary Ricky Chan Kok Soon, 58, said time was of the essence in this kind of situation.

# Pemandu treler kena serangan jantung, bukan mabuk

Sinar Harian  
Januari 5, 2022 06:30 MYT

## SCA INDICENT



Pemandu treler mengalami sakit jantung sebelum melanggar tiga kereta lain di BRP 8/2, Sungai Buloh. - Foto Sinar Harian

**SUNGAI BULOH:** Video tular yang mendakwa seorang pemandu treler mabuk terbabit nahas dengan tiga buah kereta lain adalah tidak benar, sebaliknya lelaki itu didapati mengalami serangan jantung dan disahkan maut ketika menerima rawatan di hospital.





## CPR knowledge helps woman save badminton player's life

**NATION**

Monday, 30 Jan 2023

8:25 AM MYT





# Success Story

"I sensed that the man had a heart attack so I immediately performed CPR on him and was helped by a student who was also a volunteer on duty to fetch the automated external defibrillator (AED) from my car," she said when contacted by Bernama here Sunday.

Tan, who is also the head of the Melaka Tengah St John Ambulance Malaysia (SJAM), said another employee from IPG Ipoh also helped to perform CPR on the man while waiting for the ambulance to arrive.

The lecturer of the Co-Curriculum Unit at IPG Durian Daun said she was truly grateful that she managed to help the man, adding that she was informed that the man's condition is now stable.



# CERT ACADEMY

Certified Emergency Response Training Academy

# Success Story



**The Star** Improving odds of surviving cardiac arrest

**METRO NEWS**

Friday, 23 Jun 2023

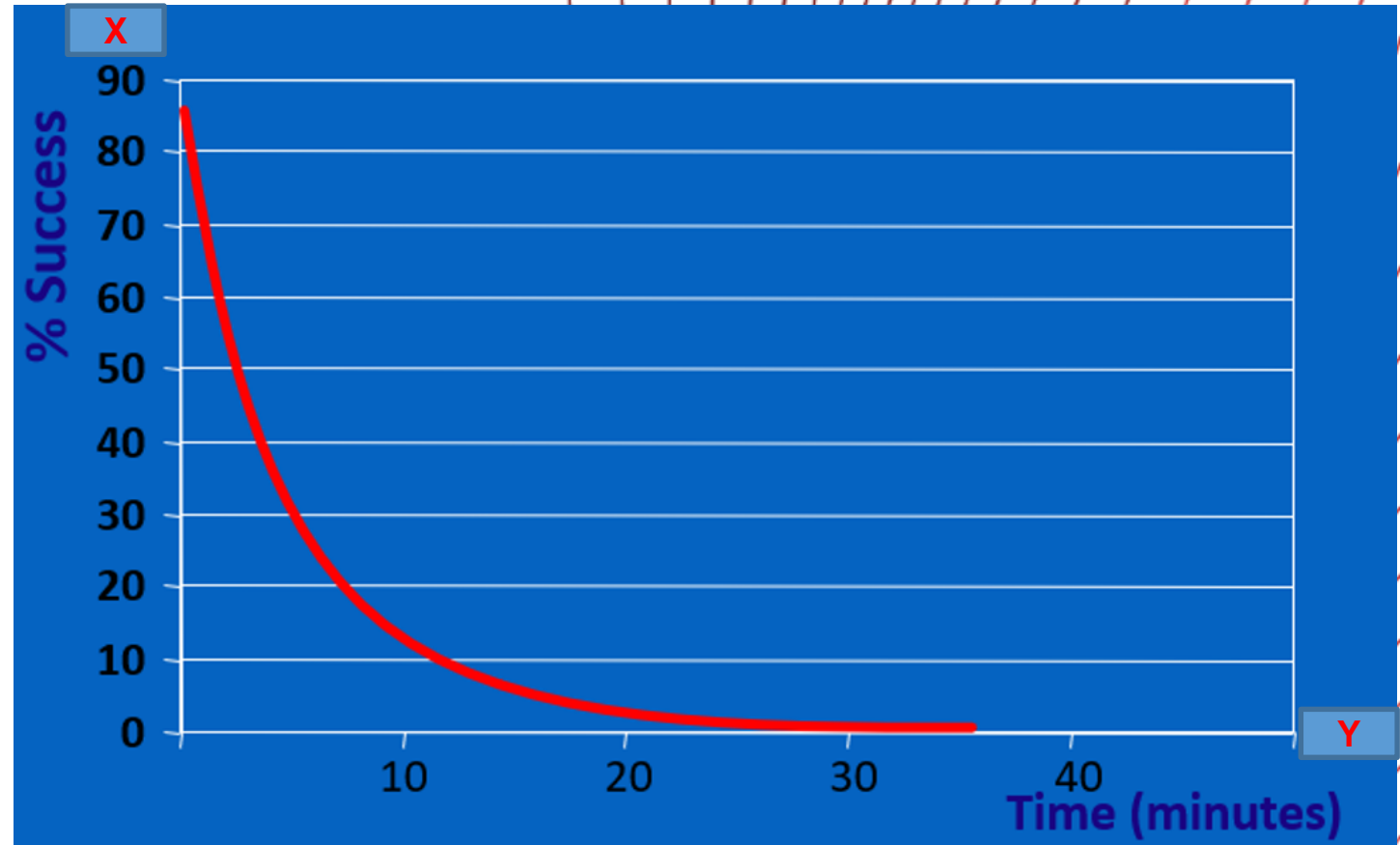


Yeo showing an AED and placement of pads on a patient's chest to deliver electrical shocks. — CHAN TAK KONG/The Star

SJAM Foundation Selangor Coastal Area chief operating officer Datuk Yeo Kim Thong said they had begun installation of AED kiosk stands at public places in Klang Valley, including malls, office buildings, sports fields and government office lobbies.

# US National Center of Early Defibrillation

- With every minute delayed for Defibrillation Chance of Survival is reduced by 7-10%



## Ideal Placement of AED (AHA Guidelines)



Ideal response time 3 minutes

- Time from collapse of patient to AED arrival with a trained rescuer
- Primary guide to achieve ideal response time



Large areas or high-traffic locations

- Includes high-rise buildings with high number of employees/passengers
- Government premises, high-rise buildings, business parks, industrial sites, schools, transportation hubs, parks, tourist sites, shopping malls, hotels & resorts, etc.



Locations with high incidence of cardiac arrest / remote sites

- Electrical/telecommunication remote sites, sports/health facilities, community centres, etc.
- Consider first responder patrol units e.g. security personnel, patrol teams, etc.



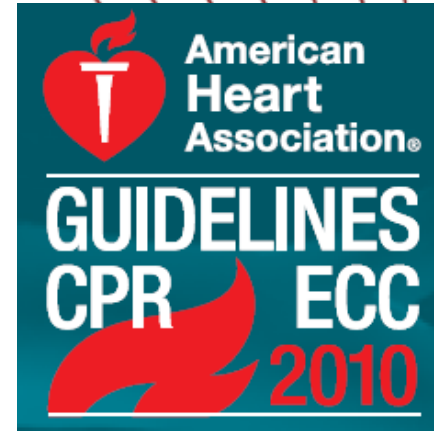
Actual location of AED

- Secure & accessible with access to nearby phone
- Security posts, first aid stations, main receptionist area, pantries, elevators, mobile patrol units





# 2010 AHA GUIDELINE ON AED

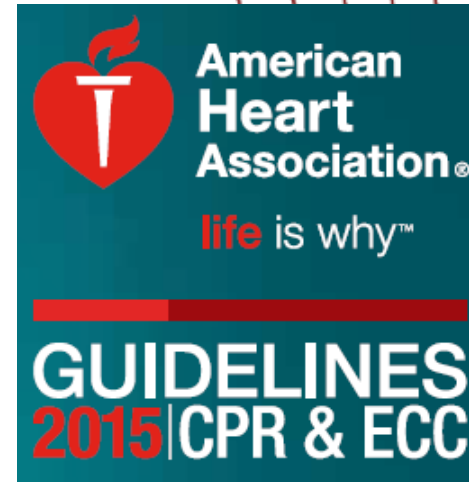


## In-Hospital Use of AEDs

**2010 (Reaffirmed 2005 Recommendation):** Despite limited evidence, AEDs may be considered for the hospital setting as a way to facilitate early defibrillation (a goal of shock delivery  $\leq 3$  minutes from collapse), especially in areas where staff have no rhythm recognition skills or defibrillators are used infrequently. Hospitals should monitor collapse-to-first shock intervals and resuscitation outcomes.



# 2015 AHA GUIDELINE ON AED



## Community Lay Rescuer AED Programs

**2015 (Updated):** It is recommended that PAD programs for patients with OHCA be implemented in public locations where there is a relatively high likelihood of witnessed cardiac arrest (eg, airports, casinos, sports facilities).



# LATEST 2020 AHA GUIDELINE ON AED

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## Summary of Key Issues and Major Changes

- Recovery continues long after the initial hospitalization and is a critical component of the resuscitation Chains of Survival.
- Efforts to support the ability and willingness of the members of the general public to perform CPR and use an AED improve resuscitation outcomes in communities.



# LATEST 2020 AHA GUIDELINE ON AED

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Despite recent gains, **less than 40%** of adults receive layperson-initiated **CPR**, and fewer than 12% have an AED applied before EMS arrival.



# LATEST 2020 AHA GUIDELINE ON AED

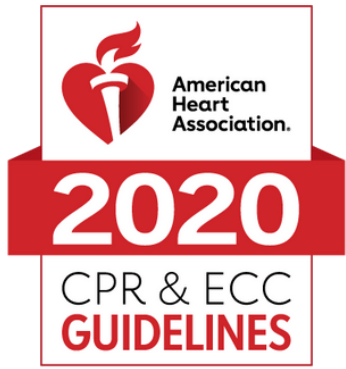


## Real-Time Audiovisual Feedback

**2020 (Unchanged/Reaffirmed):** It may be reasonable to use audiovisual feedback devices during CPR for real-time optimization of CPR performance.

**Why:** A recent RCT reported a 25% increase in survival to hospital discharge from IHCA with audio feedback on compression depth and recoil.

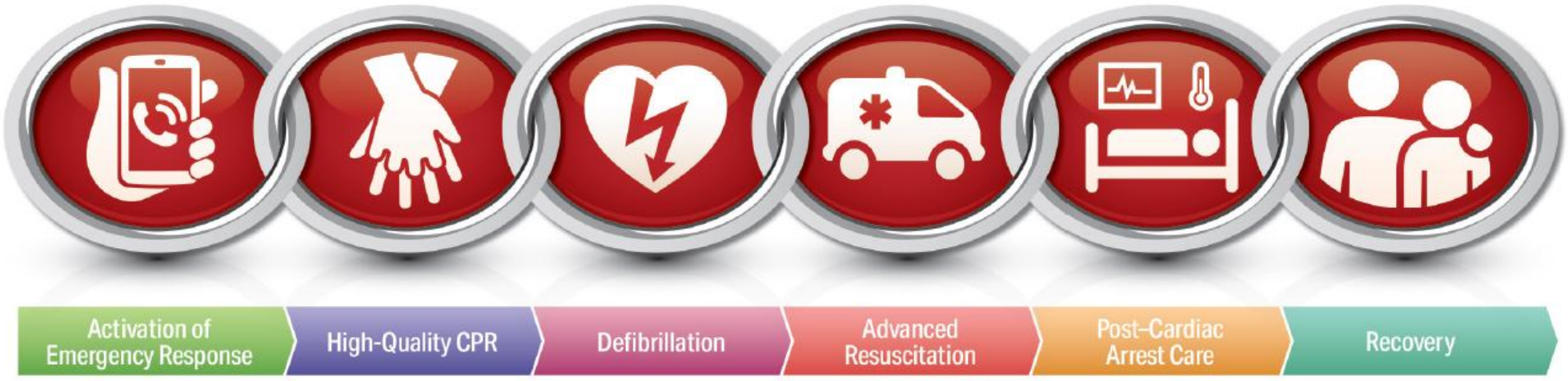




# Chain of

by American Heart Association (AHA) 2020

# Survival OHCA



# Automated External Defibrillator (AED)



A portable device that checks the heart rhythm. If needed, it can send an electric shock to the heart to try to restore a normal rhythm.

AED are used to treat Sudden Cardiac Arrest (SCA)



# Why should employers make AED available for employees

- 01 TO INCREASE SAFETY AND WELL-BEING
- 02 CARDIAC EMERGENCY - IMMEDIATE RESPONSE
- 03 MOTIVATION & HEALTH SECURITY
- 04 ECONOMIC AND LOSS OF RESOURCES
- 05 PUBLICITY RISK AND REPUTATION
- 06 CUSTOMER CONFIDENCE



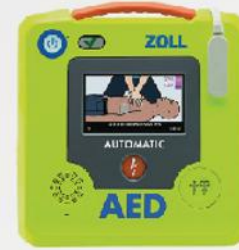


# THE CHOICE OF AED

## HeartSine Samaritan PAD



ZOLL AED PLUS



ZOLL AED 3



NIHON KOHDEN  
AED-3100



DEFIBTECH  
LIFELINE VIEW



SCHILLER  
PA-1



CARDIAC SCIENCE  
POWERHEART G5



PHILLIPS  
HEART START FRX



# TOP 10 CRITERIA TO LOOK FOR AED



# 01 PRICE

When looking at AED costs, look at the total cost and what is included with that, in the way of accessories, long term replacement costs and replacement frequency of the accessories.



## 02 INGRESS PROTECTION RATING (IP)

IP is basically how well an AED protects itself from dust and water ingress. The higher the IP, the better protected a device is.



02

**INGRESS PROTECTION RATING (IP) COMPARISON CHART**

First No. (Protection against solid objects)	Definition	Second No. (Protection against liquids)	Definition
0	No Protection	0	No Protection
1	Protected against solids objects over 50mm (eg. accidental touch by hands)	1	Protected against vertically falling drops of water
2	Protected against solids objects over 12mm (eg. fingers)	2	Protected against direct sprays up to 15° from the vertical
3	Protected against solids objects over 2.5mm (eg. tools and wires)	3	Protected against direct sprays up to 60° from the vertical
4	Protected against solids objects over 1mm (eg. tools, wires and small wires)	4	Protected against sprays from all directions-limited ingress permitted
5	Protected against dust-limited ingress (no harmful deposit)	5	Protected against low pressure jets of water from all directions-limited ingress permitted.
6	Totally protected against dust	6	Protected against strong jets of water eg. for use on ship decks-limited ingress permitted.
		7	Protected against the effects of temporary immersion between 15cm and 1m. Duration of test 30 minutes
		8	Protected against long periods of immersion under pressure



## 03 EASE OF USE

Trying to deal with a sudden cardiac arrest is incredibly stressful, and it is very easy to get flustered when rushing to save a life.



## 04 WARRANTY

AEDs are pretty serious investments and lifesaving pieces of kit, so you will want peace of mind that your device is protected under a warranty in case anything goes wrong.



## 05 REAL TIME CPR FEEDBACK

Some AEDs have a very beneficial feature of providing real time feedback for the quality of CPR.





05

# REAL TIME CPR FEEDBACK

## Real-Time Audiovisual Feedback

**2020 (Unchanged/Reaffirmed):** It may be reasonable to use audiovisual feedback devices during CPR for real-time optimization of CPR performance.

**Why:** A recent RCT reported a 25% increase in survival to hospital discharge from IHCA with audio feedback on compression depth and recoil.



05

# REAL TIME CPR FEEDBACK - WHY IT IS IMPORTANT?

80% of trained first-aider cannot perform effective quality CPR in an actual situation, due to:

## 1. **Memory Retention**

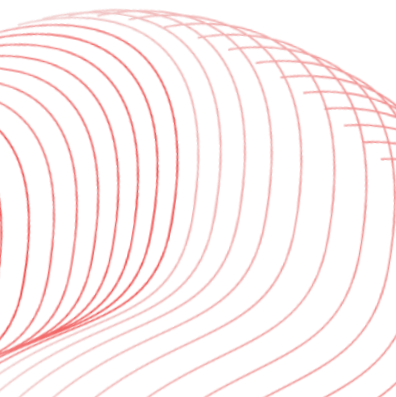
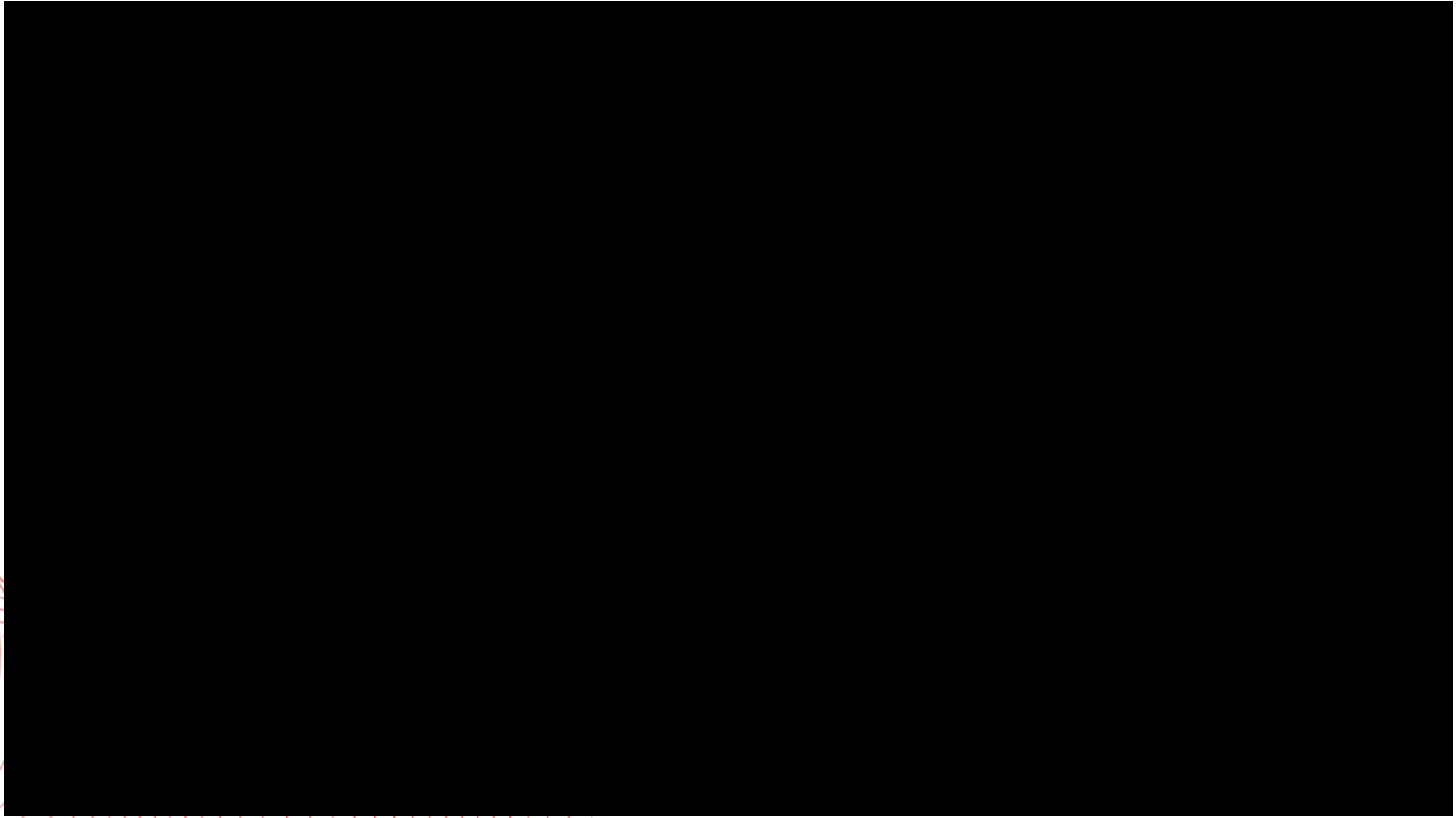
Rescuers are only trained / recertified once every 3 years. Most will forget how hard and fast to compress.

## 2. **Panic**

Lay-rescuers will panic upon hearing chest / sternum cracking. Thus, they will tend to push softer / slower.

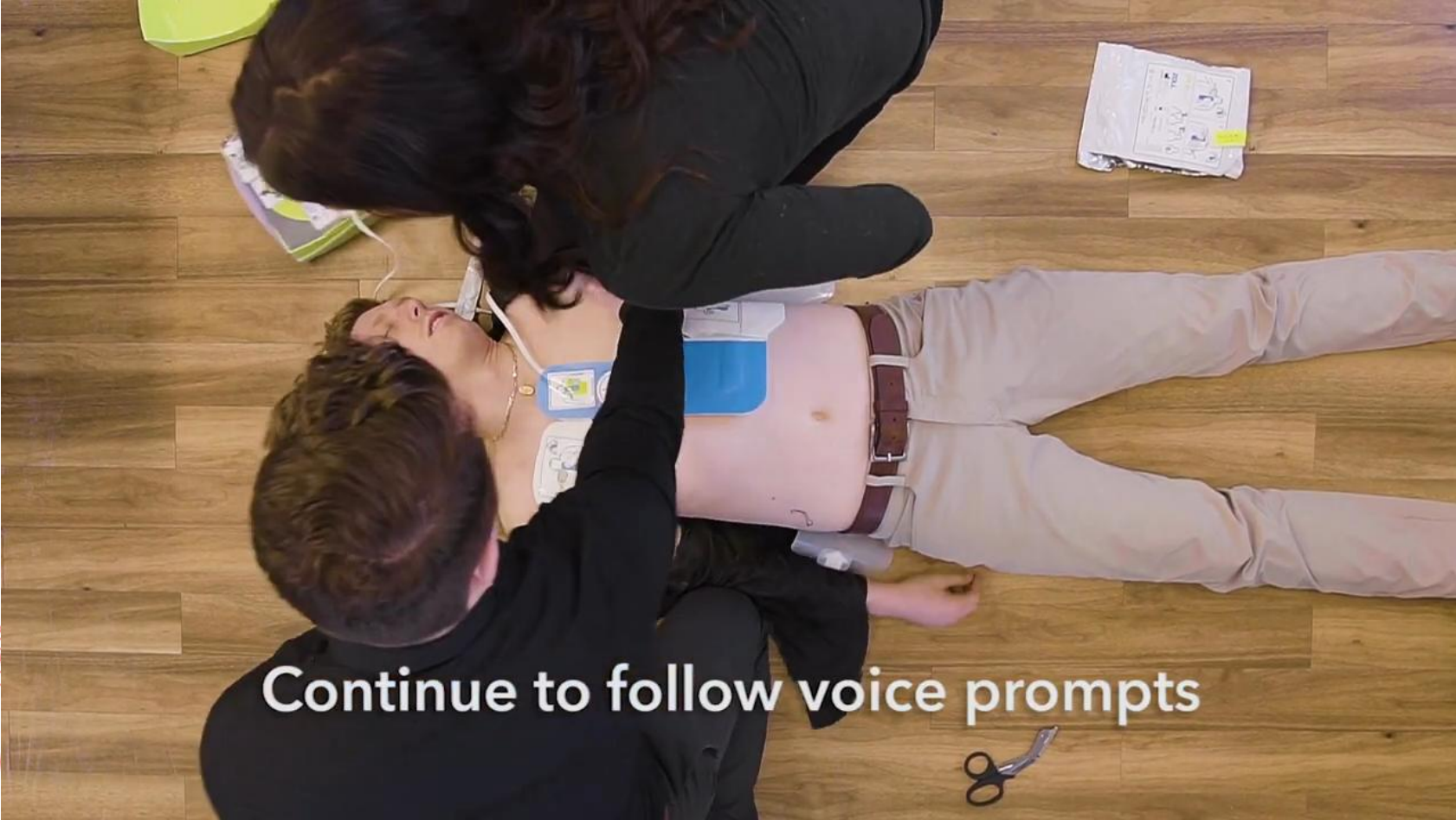


**05 REAL TIME CPR FEEDBACK - VIDEO**



05

# REAL TIME CPR FEEDBACK - VIDEO



Continue to follow voice prompts



## 06 SYNCHRONISED EXPIRATION DATE

You do not want pads to expire while the battery still shows good. Some AEDs have different life duration between pads and batteries.



07

## PORTABLE AND LIGHTWEIGHT

Size plays an important factor when deciding which AED to purchase. If time is not with you during the cardiac arrest situation, you will probably wish that u have lighter and portable AED to rush to the incident site and save life.



## 08 INCLUDE SUPPORTING MATERIAL

Includes materials that can assist with AED use like face shield for CPR, scissor to cut garments, shaver, etc



09

## AVIATION APPROVED

- **Aviation Approved - Additional Rubber Seals on Connectors**  
Withstands aircraft vibrations
- TSO standard – C142a





# 10 FREE PAD PROGRAM

- FREE pad program (1 to 1 exchange for pad).



# AED VIDEO BY CERT ACADEMY





- 4. Port Klang Branch (KPT16)
- 5. Baki\* (Klang Logistics Centre) (KLC1)
- 6. Klang Logistics Centre (KLC)
- 7. Malacca Logistics Centre (MLC)
- 8. Malacca Branch (MBAK1)
- 9. Kota Bharu Branch (KBT1)
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- 108. Kota Bharu Branch (KBT100)



DO YOU HAVE ANY QUESTION?



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Visit our booth at **44-47**.  
Register and “**Throw & Win**” to get prize.

**THROW & WIN\*\***

**RM 50,000** worth of prizes up for grabs

**AED Heartsine 500P\***  
worth **RM 12,000**  
\*for existing clients

**Healthcare Massage Chair\***  
worth **RM 5,000**  
\*for existing clients

**& 800** other prizes up for grabs

The graphic features a woman in a hijab sitting in a massage chair, a dartboard with three darts, and various prizes including a blue suitcase, a neck pillow, a water bottle, a multi-tool, and a first aid kit.



**COSH**  
2024  
24<sup>th</sup> CONFERENCE AND  
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**THANK YOU**