

Are you getting the best value from your emergency response training organization or is there a better solution out there?

Use the Emergency Response Training Value Assessment to ensure that you're not wasting your training budget and get the most value possible for you training dollar.

We have produced the Emergency Response Training Value Assessment so that companies, both small and large, who require CPR, first aid, and/or AED training for their staff can assess the value of their training and compare it to other trainers and training organizations.

Use this assessment to identify the total cost you're paying for annual outsourced training, and to identify if it is more cost effective to outsource your training or to train in-house instructors, that will in turn, train your staff. Then factor in what added value each trainer brings to the classroom.

How do I use the Emergency Training Value Assessment?

For companies who *outsource training*, use the assessment to determine how much your instructor charges, and what value they bring to the training. Compare the overall value to other instructors in the community to see if there is a better solution out there. Consider your satisfaction with the instructor as part of the overall value.

If a company already has employees trained as *in-house instructors* use the assessment to determine what your organization is paying to certify and re-certify it's instructors, and outfit them with supplies for training and certification. Companies that train 20 or more staff per year should compare the two assessments to determine if in-house instructor training would be a better, more cost-effective decision in the long run.

Should we train our own instructors in-house or pay for an outsourced instructor?

Training in CPR, First Aid and AED can be costly, especially if you're training 20 staff or more per year. Companies with 20 or more employees should consider training an employee as an instructor to save more over the long run, keep scheduling simple & convenient, and have constant expertise in the area of emergency response. Use both the Outsourced Training Value Assessment and the In-House Value Assessment to compare the long-term cost associated with Emergency Response Training.

Is EMS Safety Right for Us?

The last page provides you with pricing from EMS Safety so that you can compare our prices and added value for instructor training.

For those organizations that decide outsourced training is the way to go, visit our website at www.emssafety.com and click the "Find Instructor" link on the left menu to locate an EMS Safety-certified instructor near you. Use the Outsource Assessment to compare pricing and services from instructor to instructor.

Find out more information about Instructor Training or to ask other Emergency Response Training and Product questions, email askus@emssafetyservices.com, or call us at (800) 215-9555 x 105



Prepare

Practice

Perform

Outsourced Emergency Training Assessment

Make additional copies as needed. Enter the trainer or company name under trainer 1, 2 and 3. When comparing trainers for outsourcing just fill in the blanks. Keep the completed assessment to make sure that what you were promised was delivered.

Item	Defined	What to Enter	Trainer 1:	Trainer 2:	Trainer 3:
Identify Certification Requirements					
Certification Type	What certifications are needed, can courses be combined?	CPR, First Aid, AED, and or other.			
Initial or Renewal	Use separate assessments for initial or re-certification	I = Initial R = Re-certification			
Age Range	What's required? Ex. Adult & pediatric CPR, vs. adult only.	A = Adult, P = Pediatric, or All			
Course Length	Combined courses and higher instructor ratios increase length.	Number of total hours (i.e. 4-Hrs.)	Hrs.	Hrs.	Hrs.
Number of Students	Determine how many people need certification.	Enter number of Students			
Instructor and Class Information					
Instructor Fee	Per student cost for certification.	Cost per certification	\$	\$	\$
Affiliation	What organization will "certify" the training?	Ex. American Heart, EMS Safety, or ARC			
Instructor to Student Ratio	Ask what is the instructor to student ratio. At course time, ensure ratio.	Instructor : Student (i.e. 1:10)	:	:	:
Student to Manikin Ratio	For CPR, ask what is the student to manikin ratio? Ensure at course.	Student : Manikin, if not CPR mark N/A	:	:	:
Workbook Cost	Often part of the instructor fee.	Workbook cost, or N/A	\$	\$	\$
Total Cost	Formula: (Workbook + Instructor Fee) X Number of Certifications	See formula and enter Total Cost	\$	\$	\$
Added Value (more "yes" = more value)					
Manikin Ratio	No greater than 1 manikin for every two students?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Practice Supplies	Provides CPR Training shields and first aid supplies for practice?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Take Home	Does each student take the workbook home after the course?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Demonstration Supplies	What demonstration supplies (i.e. first aid kit) are shown at course?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Follow Up	Prompt card delivery (less than two weeks), good follow up.	Circle Yes or No	YES / NO	YES / NO	YES / NO
Satisfaction	You're employees are happy with the training course?	Circle Yes or No	YES / NO	YES / NO	YES / NO

In-House Emergency Training Assessment

Make additional copies as needed. Enter the certifying organization's name under Company 1, 2 and 3. When comparing pricing for instructor certification and training supplies just fill in the blanks. Keep the completed assessment to make sure that what you were promised was delivered.

Companies that train 20 or more staff per year should compare the annual cost for outsourced training to that of the annual cost for In-House Instructor Training.

Item	Defined	What to Enter	Company 1:	Company 2	Company 3:
Identify Instructor Requirements					
Certification Type	What certifications are needed, can courses can be combined?	CPR, First Aid, AED, and or other.			
Initial or Renewal of Certification	Use separate assessments for initial or re-certification.	I = Initial, R = Re-certification			
Course Length	Combined courses increase length.	Number of total hours (i.e. 20-Hrs.)	Hrs.	Hrs.	Hrs.
Number of Instructors	Determine how many people need instructor certification.	Enter number of Instructors needed.			
Compliance	Course meets regulatory standards (i.e. OSHA)	Circle Yes or No	YES / NO	YES / NO	YES / NO
Instructor and Training Information					
Train-the-Trainer Fee	Fee for Instructor Training Course or grandfather fee.	Cost per participant	\$	\$	\$
Affiliation	What organization will certify the instructors and provide materials?	Ex. American Heart, EMS Safety, or ARC			
Instructor to Student Ratio	Determine if the ratio for provider training meets needs.	Instructor : Student (i.e. 1:10)	:	:	:
Instructor Supplies	Supplies (ex. Instructor manual, DVD) needed to teach.	Total for Supplies or N/A if included	\$	\$	\$
Additional Supplies	Cost for additional supplies. Ex. Training Manikins for CPR.	Additional Supplies Cost	\$	\$	\$
Total Instructor Training	(Cost of training course + supplies) X Number of Certifications.	See formula and enter Total Cost	\$	\$	\$
Instructor Renewal					
Length of Certification	How long before an instructor needs to re-certify?	Years Instructor Cert. is valid.			
Renewal Requirements	Number of classes does the instructor needs to teach to renew?	Enter Minimum # of classes per year			
Renewal Fee	What is the cost to renew an instructor's certification?	Enter renewal fee	\$	\$	\$

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In-House Emergency Training Assessment

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Item	Defined	What to Enter	Company 1:	Company 2	Company 3:
Provider Training Costs					
Workbook Cost	What is the cost for each student's workbook?	Workbook cost per student.	\$	\$	\$
Certification Cost	What is the cost for each certification card?	Card cost or N/A if with workbook.	\$	\$	\$
Training Supplies	Cost of supplies needed for each class? Ex CPR lung bags.	Determine and enter total per student.	\$	\$	\$
Total Cost Per Class	(Workbook + Cert Card + Training Supplies) x providers	See formula and enter Total Cost	\$	\$	\$
Added Value (more "yes" = more value)					
Manikin Ratio for Training	No grater than 1 manikin for every two students?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Instructor Supplies	Instructor manual & DVD included in Train-the-Trainer fee.	Circle Yes or No	YES / NO	YES / NO	YES / NO
Shipping	What is the shipping policy, are supplies shipped promptly?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Discounts	Are there special discounts for volume purchases?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Service	Excellent customer service, responds promptly.	Circle Yes or No	YES / NO	YES / NO	YES / NO
Satisfaction	Satisfied with the Training Affiliation's course and pricing?	Circle Yes or No	YES / NO	YES / NO	YES / NO
Grandfather Clause	Current instructors can "grandfather."	Circle Yes or No	YES / NO	YES / NO	YES / NO

Is In-House Instructor Training right for you?

Add the cost per course, and the instructor renewal costs (and the one time instructor training or grandfather fee) the compare them with the annual costs for outsourced training. Many people are surprised to find just how cost-effective the use of in-house Instructor Trainers can be.

When shopping for Emergency Response Training and supplies, compare EMS Safety Pricing on the next page or call us for detailed pricing information.

EMS Safety Services Pricing and Added Value

Contact us for a complete price list or visit our website and online store at www.emssafety.com for more information about EMS Safety Services' products, courses, to locate an instructor or schedule an instructor course at your site. We can also be reached by phone at (800) 215 – 9555.

EMS Safety Provider Course Information				
Certification Type	EMS Safety focuses only on emergency response.	CPR	First Aid	AED
Age range	Course for industry and childcare	Adult, Pediatric (child & infant) and/or all		
Course Length	Courses are in 4-hour blocks, varies by ratio and age range. Can be taught as stand alone or combined modules.	CPR, FA or AED 4-hrs		Combined 8 hrs.
Instructor to Student Ratio	Ask what is the instructor to student ratio. At course time, ensure ratio.	CPR 1:10	First Aid 1:10	AED 1:8
Manikin Ratio	Recommended ration of manikins to students	1:2	AED Trainer, 1:4	
Workbook Cost	Cost for student workbooks from EMS Safety	CPR, FA or AED \$3.95	CPR/FA Combo \$5.95	AED/CPR/FA \$7.95
Instructor Training Information				
Train-the-Trainer	Fee for CPR/FA Instructor Training Course.		CPR/FA	\$325.00
AED Instructor Training	Fee for AED Instructor Training.		AED	\$175.00
Instructor Renewal	Instructors need to re-certify every 2 years. Minimum training requirements are 2 courses in 2 years.		CPR/FA, AED	\$15.00 Ea.
Added Value				
Instructor Supplies	Instructor manual & DVD included in Train-the-Trainer fee.			YES
Shipping	Supplies shipped same day if ordered before 12:00 pm.			YES
Discounts	Are there special discounts for volume purchases?			YES
Service	Customer service minded organization that responds promptly.			YES
Cards with Workbooks	Certification cards are supplied with workbook order.			YES
Grandfather Clause	Current instructors can "grandfather" into the organization.			YES
Training to You	Set up an instructor course for three or more at your location.			YES

www.emssafety.com (800) 215-9555 askus@emssafetyservices.com



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