

The Emergency Response Team (ERT) Program



**Training
Center Supply**
supplies • equipment • services

Workplaces can be dangerous places. Workplace injuries and illnesses cause much pain and suffering, and cost millions of dollars in lost wages, lost productivity, and medical bills. Regulatory bodies like US OSHA (Occupational Safety and Health Administration) and state agencies require employers or operators of public facilities to provide immediate and adequate first aid to victims. This is the role of the Emergency Response Team (ERT). The workplace ERT responds to emergencies, provides early care to the victims, and ensures they are protected from further illness or injury until EMS arrives. It's a big responsibility for an employer. Where do they start? What do they need to do?

As emergency care trainers, you train ERTs and other responders the critical lifesaving skills they need to effectively deal with these medical emergencies in those critical early minutes. Training is a very important first step in providing emergency care. But training is only part of the solution. You can provide your clients with a more complete solution, and earn additional revenue, with the TCS ERT Program.

TCS is Training Center Supply. We have 30 years' experience in training and empowering emergency responders. We know what YOU need to do to empower your customers to do what THEY need to do to have an effective ERT. The ERT Program is designed to help you to provide your customers a turnkey ERT solution.

THE PROGRAM

TCS' ERT program addresses three essential components needed for an effective ERT capability:

Training

You're the professional trainer. We're your "helping hand", and we can help you in several ways:

- **Training Materials** – TCS is an authorized ASHI distributor. We provide ASHI instructors with the instructor kits and student materials for all ASHI courses. And we SHIP FREE!
- **Supplies** – We're distributors for the PickPak first aid delivery system which utilizes sterile, single use procedure packs. For training clients who use PickPak, we provide you with training versions of PickPak WoundPaks and CPRPaks for CPR and First Aid classroom skills practice. Students learn with the same system they use in the field. For your non-PickPak clients, we have ASHI generic CPR and First Aid training packs.
- **Training Equipment** – We can provide you with state of the art Prestan manikins, as well as AED trainers and other classroom equipment.
- **Continuous Training** – Our "Continuous Training System" uses ASHI classroom training, periodic retraining, and regular on-site scenario drills to enhance skills retention. This system greatly enhances skills retention and practice. Our clients like the frequent scenario drills, and you'll have a lot of fun teaching them!

Equipment

We can help you provide your client with top-of-the-line equipment:

- **PickPak ERT Kit** - This kit contains 20+ PickPak sterile procedure packs in a variety of types (WoundPaks, EyePaks, BurnPaks, etc.). All are in a nylon jump kit bag color coded for easy location of contents.
- **Samaritan PAD AED** – The Heartsine Samaritan PAD AED fits neatly in the ERT Bag, or it can be carried separately in its own case. It is small, lightweight, with pads and batteries in one easily replaceable module.
- **Emergency Oxygen** – The Life Corp O² SoftPak emergency oxygen unit requires NO prescription. It is small, lightweight, and comes with a rescue mask and tubing, all in a padded nylon case for easy carrying. It will also fit in the ERT bag.

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Guidelines

Most clients won't know how to go about setting up and running an effective Emergency Response program. Using our many years in emergency response, TCS has developed effective and easy to use ERT Guidelines. The ERT Guidelines Manual provides your client with a roadmap for ERT operations. The manual can be used directly as is, or it can be customized to a specific client's needs through on-site or remote consultation. We do the consulting, and you get a commission on the fees.

Financial Arrangements

We know many trainers aren't salespeople, and don't want to be. You got into this business to save lives! But you do want to help your clients with state of the art equipment and programs. Let us help! Here's how it works:

- You're onsite with clients doing training; you're in an ideal position to help them with ERT services. Discuss with them what you can help them initiate, manage, equip, and maintain their Emergency Response capability.
- When your client is ready to move forward, you simply contact us and let us know what you've discussed with them, along with their contact information. Usually this is as simple as you sending them an email recapping your discussion, copying us on the email, and telling your client we'll be in touch with them.
- We will contact them and work with them on your behalf to provide them information and help them determine what they need.
- We will make the sale, arrange for billing and payment, and make arrangements to have the equipment shipped to them.
- We'll keep you in the loop every step of the way: when we contact them, when the sale is made, and when the equipment is sent.
- You then go back to the client, do any training required, and work with them to get their ERT program up and running.
- We will handle all accounts receivables and collections. Once we get paid, you get a commission check for all equipment, manuals, and services sold.

Why Use the ERT Program?

- We provide a complete, no-hassle, turn-key solution.
- You have no up-front investment; you don't have to handle the "float". We do that for you.
- You get a commission from TCS for what we sell on your behalf.
- It's still YOUR customer. YOU are the one that got all this done. We're "your guys" in the background.
- Your customer gets their needs met by one source (YOU). You get everything you need from one source (US).

You can now easily expand your client services beyond training to include a full ERT solution, at no extra effort or upfront cost to you. Your customers will like it, and you'll make more money!

Call us at 866-569-7139 and let's get started today!

Training Center Supply 1-866-569-7139

www.trainingcentersupply.com