DEFIB WAREHOUSE

0161 399 1365
defibwarehouse.co.uk



Buying a defibrillator for your business

What to think about before you buy: how many you need, what to look for, what it costs, and how to get it approved internally.

Source: Resuscitation Council UK, OHCAO Registry, published 2024

WHY THIS MATTERS

A defibrillator gives someone a real chance

Sudden cardiac arrest doesn't wait for a good moment. It can happen to anyone, at any age, with no warning. Once it happens, survival drops by 10% every minute without CPR and a defibrillator.

A defibrillator doesn't guarantee survival. It gives someone a real chance, often a far better one than waiting for an ambulance alone, with survival rates as high as 50 to 70% if a defibrillator is used within 3 to 5 minutes of collapse, before an ambulance arrives. That's the entire case for having one on site.

Source: Resuscitation Council UK.



The chain of survival: what needs to happen, in order, to give someone the best chance.

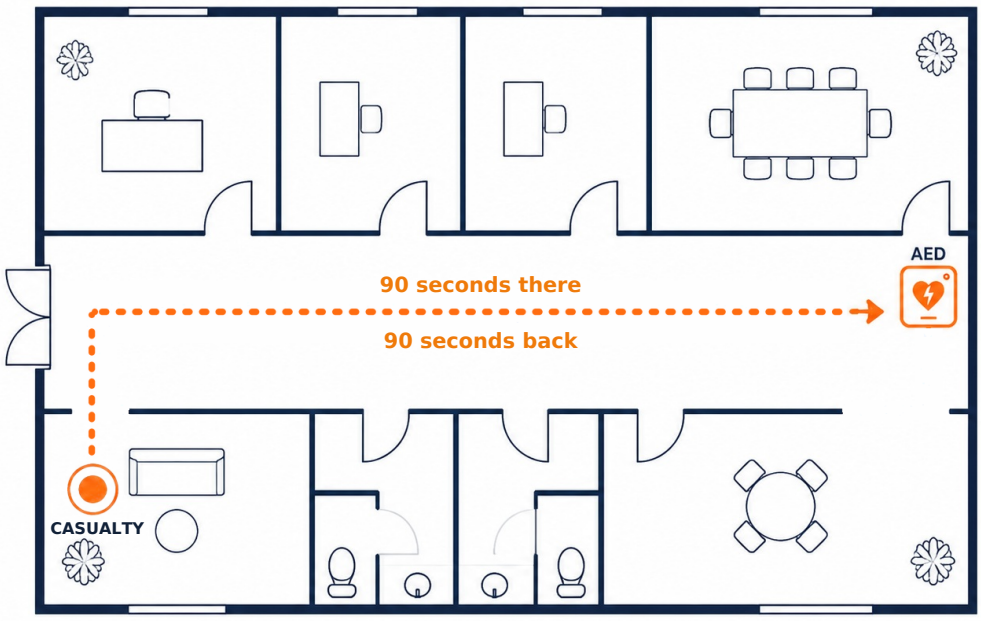
Worth knowing. You are not expected to be a medical professional to help. Every defibrillator we sell talks you through the rescue with clear voice prompts, and untrained rescuers have used them successfully many times.

STEP 1

How many you need, and where

This is the real question, more than which model. Get this wrong and the best defibrillator in the world doesn't help.

- How long it takes someone to reach it and get back. Without CPR, survival falls by around 10% for every minute before a shock.
- How many floors or separate buildings you have. A defibrillator on the ground floor doesn't help much on the third.
- Whether any part of your site is locked, shuttered, or unstaffed at certain times.
- How many people are on site, and whether that changes with shifts or footfall.



A useful benchmark: ideally no more than 90 seconds' brisk walk away, around three minutes for the full round trip. Test the actual route, including stairs, doors, and any access restrictions.

One thing to check. If you've got more than one building, or a large single site, one defibrillator may not cover everyone. Worth working this out honestly before you buy, not after.

If you'd rather have someone talk it through with you than work it out alone, our **AED site assessment form** takes a few minutes and our technical team will come back with a recommendation for your specific site.

STEP 2

Choosing a defibrillator

Fully automatic or semi-automatic

Both types are designed to be safe. A fully automatic model delivers the shock itself after a warning, while a semi-automatic model asks the rescuer to press the button. Fully automatic can help reduce hesitation. Semi-automatic gives the rescuer a final check that everyone is standing clear of the casualty before the shock.

IP rating

This tells you how well protected the unit is from dust and water. If it's going outdoors, or somewhere industrial, wet, or dusty, a higher rating matters.

Paediatric use

If children might need treatment, check how the model handles it, either a key or built-in switch that lowers the shock level, or separate paediatric pads. A switch is quicker in the moment, since there's no pad change mid-rescue. The worked example in Step 3 uses separate paediatric pads.



Every defibrillator we sell uses clear picture prompts and voice guidance, so no training is required to use one.

You don't need training to use any defibrillator we sell. Every one talks you through the rescue with clear voice prompts. We strongly recommend training all the same, since it improves confidence and how quickly someone acts.

STEP 2 · IN DETAIL

Understanding IP ratings

Every AED carries an IP rating, two numbers describing how well the unit resists dust and water. While some defibrillators have a lower IP rating, most are able to protect against general conditions such as rain or dirt. A higher rating makes a defibrillator more suited for environments like a swimming pool or a construction site.

What the two digits mean

The first digit refers to solid objects, on a scale of 0 to 6. Lower numbers, like a 2, only protect against fingers or larger objects, not fine dust or dirt. A 5 means dust-protected, a little fine dust may get in but not enough to stop it working. A 6 means dust-tight, nothing gets in at all.

The second digit is water, on a scale of 0 to 8. A 1 only protects against dripping water and condensation. A 4 shrugs off splashes, a 5 handles low-pressure jets, and a 6 stands up to powerful high-pressure hosing.

An IP55 unit is dust protected and jet-splash resistant. An IP66 unit is fully sealed against dust and rated for high-pressure water.

Rating	Handles	Typical home for it
IP54	Dust + splashes	Clean, dry indoor spaces, offices, receptions, shops
IP55	Dust + low-pressure jets	The sensible default: gyms, warehouses, workshops, and any outdoor unit living in a cabinet
IP66	Dust-tight + high-pressure jets	Exposed or harsh settings where the AED itself takes the weather

The bit most people get wrong

Outdoors, the cabinet usually does the protecting, not the AED. A standard IP55 defibrillator inside a weatherproof cabinet is perfectly happy on an external wall.

A higher rated AED comes into its own when the device itself is exposed and can't shelter in a cabinet, which is where IP66 earns its place:

- Heavy, constant dust, joinery, cement works, quarries, grain and flour handling, farms.
- Direct washdown or spray, commercial kitchens and food production, marine and dockside, poolside.
- Mobile use, response vehicles, boats, and machinery, where the unit travels unsheltered.

STEP 2 · IN DETAIL

Two examples from our range

Two units we sell, and the difference a higher IP rating makes to where each one can go.



ZOLL AED Plus, IP55

Fully automatic. Dust-protected and jet-splash resistant, so it is fine indoors and fine outdoors inside a weatherproof cabinet. Our best seller.

£895 (excl. VAT)



Primedic myPAD Core, IP66

Fully dust-tight and washdown-rated, for harsh or exposed settings. One of the smallest AEDs we sell, at 1.1kg.

£875 (excl. VAT)

Worth knowing. An IP rating covers dust and water, not temperature. Even a fully sealed IP66 unit still needs a heated cabinet outdoors, or the cold will shorten the life of its pads and battery. The rating and the cabinet do different jobs, most outdoor installations will require both.

STEP 3

What it costs

Here's a real, worked example, based on one of our most popular models, so you can see exactly what a typical purchase involves.

Item	Price (excl. VAT)
ZOLL AED Plus Fully Automatic Defibrillator	£895
AED Protect Outdoor Cabinet, unlocked (optional)	£455
4-hour AED and CPR training course (optional)	£595
Defibrillator product support (optional)	£99
AED service / health check (optional)	£175

Prices checked September 2026 and exclude VAT. Training, support and health checks are optional, not required to buy. This unit carries a 5-year manufacturer warranty, extendable to 10 years at checkout.

This example uses an outdoor cabinet. Mounting indoors, with a simple bracket instead, costs meaningfully less, worth asking our technical team for a current price. VAT is charged at the standard rate.

Beyond the unit itself, budget for replacement pads and batteries over time. These have a shelf life and need replacing even if the defibrillator's never used.

Consumable	Price (excl. VAT)
Replacement batteries (pack of 10)	£38
Replacement CPR-D electrode pads	£145
Paediatric electrode pads	£110

Worth comparing across models

- Pad and battery shelf life, since shorter-life consumables cost more over time.
- Warranty length on the unit itself.
- Replacement consumable prices, not just the unit price.
- Check you're familiar with the readiness indicator, so you know as soon as a fault arises.
- Whether a temporary loan unit is available while the unit is away for repairs.

Based on current pad and battery prices for this model (pads replaced every 5 years, battery every 5 years), the running cost works out at **£366 over 10 years (ex. VAT)**, under £37 a year for pads, batteries and upkeep on this model.

Prices vary by model and brand. Our technical team can put together exact figures for your setup, call **0161 399 1365**.

STEP 4

Training, maintenance, and getting it installed

Training and maintenance

Neither is required to buy from us. Both are worth having.

Training covers using the defibrillator and CPR together, run onsite, so your team is ready rather than just equipped.

Maintenance means we check pads and batteries are in date and the unit's working, so you're not relying on someone remembering to do it themselves.

Installing it

Where you put it matters. Ideally it's somewhere visible, accessible, and clearly signposted, not tucked away.

Outdoor units need a temperature-controlled cabinet, which should be fitted by a qualified electrician. Indoor units can use a simple bracket or a cabinet, depending on the location and who has access to it.



An unlocked outdoor cabinet with clear signage built into the door. Resuscitation Council UK recommends unlocked cabinets by default, so there's no delay reaching the unit. A locked cabinet may be appropriate after a specific risk assessment for that location, in which case keep the access code current on The Circuit.

If you're managing it yourself

- Nominate a defibrillator guardian, someone responsible for keeping it ready.
- Check the readiness indicator, cabinet, pads and battery in line with the manufacturer's instructions, and record checks on The Circuit.
- After any use, the unit should be cleaned, used pads replaced, and its status updated before it goes back into service.

Register it once it's installed. Register on **the Circuit**, the national defibrillator network. It takes a few minutes, and it means if someone calls 999 nearby, the ambulance service knows exactly where your defibrillator is and how to reach it.

STEP 5

Getting it approved internally

If you're not the budget holder, you'll likely need to make the case to someone who is. Worth looping in early:

- **Facilities or building management**, who'll know the site and where a defibrillator makes sense.
- **Finance**, for the actual spend.
- **HR**, since this sits under staff welfare and duty of care.

Keep the case simple: the risk (how exposed is your site), the cost (unit plus ongoing upkeep), and the outcome (a real chance for someone in an emergency, not a guarantee).

If upfront cost is the sticking point

You don't have to buy outright. Our rental packages start from £0.99 + VAT a day and include training, health checks and replacement parts, so there's no separate maintenance budget to justify either. Worth raising as the lower-friction option if approval is the barrier, not the case itself.

> While UK law doesn't require every workplace to have a defibrillator, it is best practice and should be considered as part of your first aid needs assessment to protect your team and customers.

Talk to us

If any of this raises questions, our technical team can talk it through, no pressure, just a conversation.

Call 0161 399 1365

Monday to Friday, 9am to 5pm