

Key Account Partnership

**Create a safe workplace
and a thriving workforce
with a trusted partner.**

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A PARTNERSHIP DESIGNED WITH YOUR BUSINESS IN MIND

Many of the UK's largest and most respected businesses are among our Key Account partners.

You'll have specific and unique requirements for a partner that knows the workplace regulations inside out, understands your business and can put together a bespoke package that meets all your needs and satisfies your duty of care and your legal obligations.

Who better to trust with the safety of your workplaces and the wellbeing of your employees than St John Ambulance? A Key Account gives you and your employees access to the very best advice, training and supplies. We work with you for a seamless business experience.

We're proud to be the nation's leading first aid training provider, and to serve you and help protect your workplace.



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A PARTNERSHIP THAT DELIVERS ON ALL YOUR NEEDS

UNPARALLELED SERVICE

- > Dedicated account management
- > Face-to-face or virtual meetings
- > A personalised online training bookings portal
- > Regular booking and training course reports
- > Bespoke prices
- > Favourable credit terms
- > Consolidated monthly invoices
- > Regulatory updates.

WITH NATIONAL SUPPORT

- > The very best trainers in the business
- > Around 300 St John Ambulance training centres across the UK
- > Customised training solutions
- > Group training on your premises
- > Over 30,000 courses every year
- > The highest quality supplies delivered to your door.

AND PROVEN BENEFITS

- > Our Key Account customers agree that they receive an unparalleled level of service from account management through to the quality of training and supplies
- > 99% of our workplace training delegates said that they now have the confidence to put their skills into practice in a first aid situation*
- > 94% of our customers would recommend our first aid, fire safety and health and safety supplies*
- > Our training is rated 'Excellent' on Trustpilot.



*St John Ambulance Workplace Training Delegates Survey 2021



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SAVING LIVES STARTS WITH THE VERY BEST SUPPORT

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Many of the UK's largest and most respected businesses across all sectors choose St John Ambulance to help them satisfy workplace health and safety regulations and safeguard the wellbeing of their employees and customers.

As a larger organisation, you want a training and supplies partner that can meet your very specific demands and that delivers the very highest quality service. We can provide a full suite of first aid, mental health and wellbeing, health and safety and fire safety training courses, and all the products that you need, to keep your employees and your business healthy.

It's our job to understand you and your specific requirements and then tailor our services to fit seamlessly with your business. With a St John Ambulance Key Account, you'll get the very best training for your employees; and you'll get this on terms that suit you and protect your bottom line.

To enquire about opening a Key Account today, email key-accounts@sja.org.uk or call 0344 770 4800

**WE TRAIN MORE
STAFF AND
EQUIP MORE
WORKPLACES
THAN ANY OTHER
PROVIDER.**

A PARTNERSHIP THAT GIVES YOU UNPARALLELED SERVICE



Dedicated account management

Your Key Account Executive will be your single point of contact. You'll have a direct phone number and a personal email address to contact whenever you need, along with face-to-face meetings as often as required. Your Account Executive's sole aim is to make sure that you're getting everything you need - and more - from St John Ambulance.



A customised online training bookings portal

Your online bookings portal will be customised with all the courses that you want available for your employees with live availability of places across all our UK venues.

All your designated training bookers need to do is select the course they want, at the venue they want on the date they want, then enter the delegate details and in a few clicks, it's done.

All the information you need whenever you need it

You'll have access to a comprehensive set of reports via your St John Ambulance online portal. With a click of your mouse, you'll get a snapshot of training bookings across your organisation, delegate attendance on our courses, results, compliance data, spend and savings.

Terms that suit you and your bottom line

As a Key Account customer, you'll benefit from bespoke prices on training and supplies, offering you significant savings against our published prices. You'll get favourable credit terms to suit you and consolidated invoices with all your training bookings, delivered monthly by post or by email, whichever you prefer.

We keep you on top of your legal obligations

All our services and products meet the very highest standards so that you know you're always meeting your legal obligations for workplace safety. We always keep our customers ahead of major changes to regulations, and when things do change, we make sure that it's seamless for your business.

You'll be the first to hear about any new courses or supplies that we've developed to meet the ever-changing demands that businesses in the UK face. Importantly, we'll always listen to you and make sure that you're at the centre of everything we do.

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A PARTNERSHIP THAT GIVES YOU ABSOLUTE CONFIDENCE

There are lots of genuine benefits that a Key Account with us would give you. We don't just help you to tick boxes for the sake of legal compliance alone, we train and equip your people so that they can be the difference between life and death.

In fact, from over 25,000 responses from workplace training delegates surveyed after training with us, 99% said that they now have the confidence to put their skills into practice in a first aid situation*

What's more, 94% of our customers said they would recommend our first aid, fire safety and health and safety supplies*.

We're rated Excellent on Trustpilot!



We take pride in delivering the highest quality training to people from businesses all over the country. Here's a snapshot of what people are saying about us:

I felt compelled to write a review to express how brilliant Rob Chantler was at delivering the 2 day Mental Health First Aider course in Staines.

It was well structured, informative and Rob was concise whilst making it very relaxed and light hearted. We had plenty of opportunity to participate in the learning and with other students doing role plays. I thoroughly enjoyed the 2 days thanks to Robs natural ability at training. Thanks Rob!

Beth, Trustpilot review, August 2023

Lal (Alice) Packer, was absolutely amazing she made me feel so at ease and comfortable and the training course was brilliant.

She certainly knew her stuff and was really positive with everything taught me. Can highly recommend her and her services.

Alison, Trustpilot review, August 2023

I thoroughly enjoyed the experience, it was very insightful & the way the course was taught was clear and detailed.

Although there is a lot to learn, Mike was excellent at breaking it down and there was plenty of opportunity to ask questions and repeat any parts which weren't clear.

From someone who had only the very basic first aid knowledge I left the course feeling confident and knowledgeable.

I would highly recommend this course.

James, Trustpilot review, August 2023

Experience of learning how to save someone's life, which sometimes can be near me at my job, on the street or even home, is always a pleasure. At St John Ambulance Training Centre you can be trained in a very professional manner how to do it, to be an angel for anyone who might need your help sometime .

Brogan, Trustpilot review, August 2023

I recently completed a 1-day refresher course with Grace Lawson in Ashford. At the time I felt that she was really fantastic and meant to leave a review to express what a great trainer she was! I forgot until yesterday(2 weeks later) when I was first on the scene to a motorbike accident! I remembered everything she taught me, felt confident and was able to help the injured man who is thankfully okay other than some broken bones! Thank you Grace!

Kelly, Trustpilot review, July 2023

The course was delivered with seamless professionalism. I learned so much about first aid that I have taken back to my workplace. I will definitely be looking to complete some more courses with St John Ambulance.

Graham, Trustpilot review, July 2023

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Quite simply, quality is our focus!

Our customers consistently tell us that the quality of our training, and the professionalism of our trainers, is outstanding. Our trainers are qualified to the very highest standards and the majority of our trainers bring real frontline experience into the training room. We pride ourselves on delivering engaging, practical training that will give your employees the skills and, importantly, the confidence to put what they've learned into action. It's not about ticking boxes, it's enabling people to be the difference between life and death.

Training that's customised for you

Sometimes 'off the shelf' training courses don't give you everything you need. We'll work with you to design the training that meets all of your health, safety and wellbeing requirements giving you the confidence that your employees will have the knowledge and the skills to deal with whatever comes along.

Truly unrivalled convenience

Wherever your employees are, we're there too. As a Key Account customer, you'll have access to around 300 St John Ambulance training centres across the UK. And with over 30,000 courses scheduled every year, you never have to wait for the training you need either.

The highest quality supplies

St John Ambulance doesn't just deliver training; we're a frontline first aid and ambulance service provider. Our own people demand the very highest quality supplies and you'll have access to the same products. With a St John Ambulance Key Account, your employees won't just be trained by the very best, their workplaces will also be equipped with first aid, fire safety and health and safety supplies that meet the highest possible standards.

GROUP TRAINING AT YOUR PREMISES

If you've got a group of employees that require the same training, they don't even need to leave their workplace.

We'll come to you and train them altogether in the place where they'll be putting their new skills into action.

No travel time, no expenses, no hassle; just the very best training.



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A PARTNERSHIP THAT DELIVERS PEACE OF MIND

Choosing to train all your workplace first aiders with St John Ambulance is right for your business in so many ways.

Compliance with workplace first aid regulations

The Health and Safety (First Aid) Regulations place the onus on you, the employer, to choose the right first aid training from a provider that meets the required standards. You can feel confident knowing that we meet all the standards required of a training provider that comply with the Health and Safety Executive (HSE) and that our courses meet the very highest standards with the latest approved protocol. More businesses choose to train with us than with any other provider because they want a first aid training partner that unquestionably meets all the standards they need for legal compliance.

Expert training that you can really trust

St John Ambulance isn't just the nation's number one first aid training organisation, we're also the most experienced. We've been teaching people how to save lives since 1877 and have been right at the forefront of all the first aid protocol changes and technological advances that have occurred in that time. As co-authors of the First Aid Manual, the UK's only official, fully authorised training manual, we set the standard that others try to follow. Our trainers are among the best in the business. A majority come to the training room with real frontline, lifesaving experience and are qualified to the very highest level to deliver engaging, practical training.

We don't just train first aiders; we train life savers

We're not here to simply help you to tick a legal box. We're the nation's leading first aid charity and our vision is for communities that save lives and serve each other. Your first aiders will return from our courses with the skills, knowledge and, importantly, the confidence to step forward in those crucial moments and save lives. In fact, from over 25,000 people who responded to a survey after training with us, 99% said that they now have the confidence to put their skills into practice in a first aid situation*. That's why we do what we do.

We can also equip your first aiders with the highest quality supplies

Our own frontline first aid services require the very best first aid supplies and the very same products are available to you. From first aid kits that meet the British Standard BS 8599-1:2019 and the consumable items you need to keep them stocked to automated external defibrillators.

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FIRST AID TRAINING THAT MEETS ALL YOUR NEEDS

The first aid needs in your workplaces will be identified by a detailed risk assessment, with work practices, processes, premises and personnel fully considered. It's your legal obligation to ensure that all first aid needs are met with appropriate training. We'll be happy to offer guidance on what training you should consider.

CORE FIRST AID TRAINING

First Aid at Work

3 days | 3-year certificate

This course comprehensively covers the practical skills needed by first aiders in most workplaces. Unless your workplace risk assessment indicates that the shorter *Emergency First Aid at Work* course covers all your needs and is sufficient for compliance with the regulations, this is essential training for your first aiders.

First Aid at Work Requalification

2 days | 3-year certificate

This course is for first aiders who've previously completed the *First Aid at Work* course and have a certificate that is due to expire. It covers the same comprehensive content as the three-day course but in two days so prior first aid knowledge and skills are a prerequisite and delegates must have previously held a *First Aid at Work* qualification.

Emergency First Aid at Work

1 day | 3-year certificate

If your workplace risk assessment indicates that first aid training covering emergency protocols only is sufficient, this course will help you meet your regulatory requirements.

	First Aid at Work	First Aid at Work Requalification	Emergency First Aid at Work
Adult resuscitation (CPR)	✓	✓	✓
Allergic reaction	✓	✓	
Asthma	✓	✓	
Bleeding (minor and severe)	✓	✓	✓
Bone, muscle and joint injuries	✓	✓	
Burns and scalds	✓	✓	✓
Chest pains	✓	✓	
Choking (adult)	✓	✓	✓
Communication and casualty care	✓	✓	✓
Defibrillator pad placement (theory based)	✓	✓	✓
Defibrillator prompts and how to respond (theory based)	✓	✓	✓
Eye injuries	✓	✓	
Fainting	✓	✓	
Head injuries	✓	✓	
Low blood sugar	✓	✓	
Managing an emergency	✓	✓	
Poisons and what to do if someone has been poisoned	✓	✓	
Role of the first aider (including knowledge of health and safety regulations)	✓	✓	✓
Seizures	✓	✓	✓
Shock	✓	✓	✓
Spinal injuries	✓	✓	
Stroke	✓	✓	
Unresponsive adult	✓	✓	✓

FIRST AID CALCULATOR

Our free online calculator, based on the regulations, is a quick and easy way to determine what training will meet your needs. Simply enter a few details about your business and instantly find out what training is right for you.

sja.org.uk/calculator



First Aid at Work and First Aid at Work Requalification are also offered as blended training options.

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FIRST AID BLENDING TRAINING OPTIONS

Our blended learning courses make good sense for employers and for learners too.

Step 1: Your learners go online for the theory modules

We have developed self-directed learning materials that really engage learners, with interactive bitesize learning, built in knowledge quizzes, dedicated inbox support, FAQs and how to guides.

Your colleagues can learn at their own pace, in the workplace or home environment, whichever best suits their learning needs. The animated scenarios provide a step-by-step learning experience helping sustain knowledge and gain confidence.

Our blended learning option gives the freedom of completing part of the course online, allowing less time away from the learner's place of work, and more flexibility to the learner.

Step 2: Learners join our classroom sessions for essential hands-on practice

Our specialist trainers lead learners through the hands-on skills required for each qualification level. Learners will be required to join in with a number of practical and physical assignments – engaging with these is critical to becoming certified in life saving skills.

Our face-to-face sessions are held in small groups of learners. The day will be led by a specialist trainer who will teach lifesaving skills and answer any questions learners may have.

There are a number of St John Ambulance training venues in your area within easy reach for your colleagues, which minimises travel costs and absence from the workplace.

BLENDING TRAINING OPTIONS

First Aid at Work - Blended Online

3 days | 3-year certificate

The *Blended Online First Aid at Work* training course, provides a comprehensive set of practical skills needed by first aiders in most workplaces, giving both the ability and knowledge to deal with first aid emergencies. It combines online training with face-to-face training. The online section of this course must be completed before attending the face-to-face section.

First Aid at Work Requalification - Blended Online

2 days | 3-year certificate

The *Blended Online First Aid at Work Requalification* training course updates the first aid skills of those who need to renew their First Aid at Work certificate. It combines online training with face-to-face training. The online section of this course must be completed before attending the face-to-face section.



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ADDITIONAL FIRST AID TRAINING

Annual Refresher First Aid

No certificate | On-site only

This three-hour practical refresher course provides first aiders with an opportunity to practise and update their skills as a qualified first aider, at any time while their first aid certificate is valid.

This session builds on your expertise and confidence. Any protocol updates or changes in first aid treatments will be covered as and when they occur.

- Adult resuscitation (CPR)*
- Basic defibrillator use
- Communication and casualty care
- Primary survey
- Seizures
- Severe bleeding
- Shock
- Unresponsive adult

The course does not renew first aid certificates, or extend the validity period of certificates. It is for practice and refreshing skills only.

Blended Online Paediatric First Aid

2 days | 3-year certificate

Working in partnership with the Early Years Alliance, this Blended Online Paediatric First Aid course focuses on emergency scenarios that can happen when looking after young children and infants.

This course is for people who work with young children and those working towards an early years educator qualification. It meets the Ofsted Early Years and Childcare Register.

The course combines online training with 1 day of face-to-face training.

The online section of this course must be completed before attending the face-to-face section.

Automated External Defibrillation (AED)

3 hours | 1-year certificate

Cardiac arrest can happen to anyone and for each minute that passes without defibrillation, the chance of survival falls by about 10%*. This course requires no prior first aid knowledge and gives your employees the confidence to use a defibrillator and administer CPR in a life and death emergency.

* ERC Guidelines 2021

CPR Certificate

On-site only

This short course covers all the essential skills for dealing with an unresponsive casualty.

Anaphylaxis First Aid

3 hours | 3-year certificate

Severe allergic reaction can kill without immediate first aid and the UK is one of the top countries in the world for instances of allergies. Chances are you have employees with serious allergies and this course, approved by Allergy UK, could be vital.

Medical Gases First Aid**

4 hours | 3-year certificate

Your risk assessment may indicate a need for training in the administration of oxygen and/or analgesic gas. This course covers the storage and administration of medical gas and equipment which can assist with resuscitation.

** Available on-site only

Healthcare Workplace Resuscitation**

2 hours | 3-year certificate

This short course is essential for healthcare professionals and others working in a healthcare setting. It ensures proficiency in performing cardiopulmonary resuscitation (CPR) on adults. Those working with children should undertake separate training, such as *Paediatric first aid*.

** Available on-site only

Basic Sports First Aid

1 day | 3-year certificate

This course focuses on the necessary first aid skills to deal with a wide range of sporting incidents from bone, muscle and joint injuries to treatment of an unresponsive casualty.

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FIRST RESPONDER TRAINING

First Response Emergency Care Level 3 Requalification

3 days

The *FREC3 Requalification* course updates the skills of those who need to renew their FREC3 certificate. The Quallsafe Level 3 Award in First Response Emergency Care is a regulated and nationally recognised qualification, ideal for those looking to work or volunteer as a responder.

Course content

- ▶ Understanding the role and responsibilities of a first responder
- ▶ Assessing an incident
- ▶ Life-threatening and non life-threatening illnesses and injuries
- ▶ Assessing and managing a patient's airway
- ▶ Managing an unresponsive patient
- ▶ Using an AED
- ▶ Administering emergency oxygen
- ▶ Assessing and managing trauma patients
- ▶ Catastrophic bleeding
- ▶ Chest injuries
- ▶ Compromised circulation
- ▶ Wounds and eye injuries
- ▶ Burns or scalds
- ▶ Sudden poisoning
- ▶ Head, spinal and musculoskeletal injuries
- ▶ Breathing difficulties
- ▶ Anaphylaxis
- ▶ Suspected major illness
- ▶ Convulsions
- ▶ Effects of environmental exposure

Successful learners will receive a *Quallsafe Level 3 Award in First Response Emergency Care (RQF)* e-Certificate after their results have been submitted and subject to verification by the awarding body and any other required actions.

First Responder On Scene Requalification (FROS)

3 days

The *FROS Requalification* training course updates the skills of those who need to renew their FROS certificate. This is a very practical, highly interactive course, with an extremely broad syllabus, and is designed to prepare individuals to operate as emergency responders in a wide variety of roles and industry sectors. Successful delegates will receive a FutureQuals Level 3 Award after completion.

Course content

- ▶ Scene management
- ▶ Primary and secondary survey
- ▶ Communication
- ▶ History taking
- ▶ Adult/child/infant CPR/AED
- ▶ Trauma
- ▶ Catastrophic bleeding
- ▶ Fracture management
- ▶ Neck and spinal injuries
- ▶ Chest pains
- ▶ Stroke
- ▶ Asthma
- ▶ Anaphylactic shock
- ▶ Breathing difficulties
- ▶ Chronic obstructive pulmonary disease
- ▶ Oxygen therapy
- ▶ Pulse oximetry
- ▶ Entonox/pain relief

Course content may differ depending on the specific qualification requested.

Successful learners will receive a *FutureQuals Level 3 Award in First Responder on the Scene* e-Certificate after their results have been submitted and subject to verification by the awarding body and any other required actions.

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sja.org.uk/facalc



Absence planner

Our free absence planner helps track when your Mental Health First Aiders, First Aiders and Fire Marshals are on leave and aids hybrid working to ensure you have the right cover in place.

sja.org.uk/absence



Free Online Modules

The online learning space is a free resource to help aid your skill retention through short interactive modules, mini courses and activities.

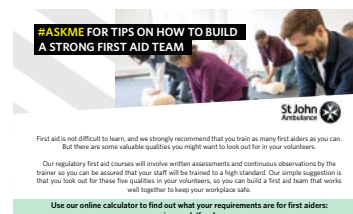
etraining.sja.org.uk



First Aid checklist

Use our free printable first aid and fire safety checklists to help you get first aid and fire safety provision right in your workplace.

sja.org.uk/facheck



Recruiting First Aiders

These handy first aid and fire recruitment guide posters can help you identify those best suited to becoming first aiders and fire marshals within your workplace.

sja.org.uk/facecruit

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A PARTNERSHIP THAT PRIORITISES EMPLOYEE WELLBEING

We all have mental health. We fluctuate between thriving, functioning, struggling and being ill - and possibly off work.

People with mental ill health, including common mental ill health problems and severe mental illness, can be in any of these groups. The statistics show that around 1 in 4 people in the UK will experience a mental health issue each year*. However, with the right support, an individual can have a serious mental health condition but can still thrive at work.

In the workplace there remains a great deal of stigma around mental health issues, and uncertainty around how staff ought to respond to someone who may be experiencing mental ill health.

The HSE has declared that employers now need to consider making provision to cover Mental Health First Aid (MHFA) training, alongside physical first aid at work training. This is why we now deliver a full suite of mental health and wellbeing courses.

These courses will complement your organisation's traditional first aid training, helping you offer robust and appropriate support to protect the overall wellbeing of your staff.

Research shows that every £1 spent on wellbeing has been shown to deliver a positive return on investment (average of £5 for every £1 spent)**. So, it's not just good for the people who make up your workforce; it's great for your bottom line.

Speak with us today about our suite of Mental Health and Wellbeing training courses.

*Source: NHS England. **Deloitte, Mental health and employers: Refreshing the case for investment, January 2020

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MENTAL HEALTH IN THE WORKPLACE THE FACTS

A NATIONAL ISSUE...

 **£105 BILLION** IS THE ESTIMATED TOTAL COST OF MENTAL ILL HEALTH IN ENGLAND PER YEAR

 **70 MILLION** DAYS' WORK IS LOST EVERY YEAR DUE TO MENTAL ILL HEALTH

THE TOTAL COST TO BUSINESS IS BETWEEN **£58 BILLION AND £61 BILLION** EACH YEAR. THIS IS MADE UP OF:

 REDUCED STAFF PRODUCTIVITY COSTS ORGANISATIONS **£42 BILLION TO £45 BILLION** A YEAR

 **£8 BILLION** COST OF SICKNESS ABSENCE
£8 BILLION COST OF STAFF TURNOVER

...THAT IMPACTS YOUR BUSINESS...

 **LESS THAN 1 IN 5 PEOPLE** ARE AWARE OF THEIR EMPLOYER HAVING A WELLBEING POLICY


2 OUT OF 5 PEOPLE HAVE TAKEN A DAY OR LONGER OFF WORK DUE TO MENTAL HEALTH AND WELLBEING ISSUES




25% OF PEOPLE LEFT A JOB DUE TO MENTAL HEALTH OR WELLBEING ISSUES DURING THEIR CAREER



...AND THE PEOPLE WHO WORK THERE.

 **1 OUT OF 4 PEOPLE** FEEL THEIR WORK IS CONTRIBUTING NEGATIVELY TO THEIR WELLBEING

 **2 OUT OF 3 PEOPLE** FEEL UNCOMFORTABLE ASKING FOR A MENTAL HEALTH SICK DAY

300,000 PEOPLE WITH LONG TERM MENTAL ILL HEALTH LOSE THEIR JOBS EACH YEAR



THE BENEFITS OF MANAGING MENTAL HEALTH

 **30% OF BUSINESS COSTS** (£8 BILLION PER YEAR ACROSS THE UK) COULD BE SAVED THROUGH INVESTMENT IN WELLBEING

YOUR MOST IMPORTANT ASSET IS YOUR PEOPLE. WHY WOULDN'T YOU INVEST IN THEIR HAPPINESS AT WORK?

 EVERY **£1** SPENT ON WELLBEING DELIVERS POSITIVE RETURN ON INVESTMENT (AN AVERAGE RETURN OF **£5 FOR EVERY £1 SPENT**)

Information, statistics and figures taken from:
 • St John Ambulance research, 2019-2021 • MHFA England Impact Report 2019 • Thriving at work: the Stevenson / Farmer review of mental health and employers, October 2017
 • Deloitte, Mental health and employers: the case for investment, October 2017 • Deloitte, Mental health and employers: Refreshing the case for investment, January 2020
 • mentalhealth.org.uk/our-work/mental-health-workplace, 2019

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TAKING OWNERSHIP OF MENTAL HEALTH AND WELLBEING

Training for your leaders and employees is essential in helping to build a stronger, more resilient and productive workforce with an open, stigma-free culture that enables people to talk freely about mental health and find the right support when it's needed.

By embedding our suite of mental health and wellbeing training across your organisation, you can:

- drive positive, long term cultural change across your organisation as part of a robust policy
- give your people the tools to keep themselves and their colleagues healthy
- build greater resilience and a stronger, happier and focussed workforce
- stop preventable mental health issues arising by building a supportive culture
- empower people with long-term mental health conditions to thrive at work
- encourage and help people to access support when it's needed, for a faster and full recovery
- significantly reduce the costs associated with mental ill health.

How to get started

A Government commissioned report* outlines six core standards, giving a framework for a set of actions that can be quickly implemented:

1. Produce, implement and communicate a mental health at work plan

Your plan should outline the approach to understanding, improving, protecting and monitoring the mental health of all employees, understanding the risks and building resilience. It should include training, and the support available to those who need it.

2. Develop mental health awareness among employees

Appointing trained employee *Mental Health First Aiders and Mental Health Responders* to offer peer support, and providing training for employees to develop their knowledge, understanding and resilience will help to overcome the stigma around mental health and build a stronger, more resilient workforce.

3. Encourage open conversations about mental health and the support available

This is about creating an environment in which employees feel able to talk openly without judgement. Consider appropriate training for all your line managers and team leaders so they have the understanding, skills and confidence to hold appropriate conversations.

4. Provide employees with good working conditions

Good working conditions where all occupational physical and mental health risks are assessed and appropriate measures implemented will allow everyone to get on in work and thrive. When employees are healthy and happy to be at work, everyone benefits.

5. Promote effective people management

Training in resilience building, understanding mental ill health, offering appropriate support and ensuring their own behaviours are positive is an excellent way to approach better people management. It's also vital that people who've been absent from work have a well-managed return.

6. Routinely monitor employee mental health and wellbeing

This is a key part of good occupational health and wellbeing management and should form part of your workplace wellbeing plan. Sickness and absence data can be used to spot problems and focus support. Employee surveys, mood trackers and other tools can help to improve communication and understanding of the risks.

* Thriving at work: The Stevenson / Farmer review of mental health and employers, October 2017

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MENTAL HEALTH FIRST AID TRAINING

Courses to give employers, managers and employees a grounding in the key factors to be aware of in your workplace.

Workplace Mental Health First Aider

2 days

This qualification teaches delegates to be workplace Mental Health First Aiders, who will be able to recognise the signs and symptoms of common workplace mental health issues and know how to effectively guide a person towards the right mental health support.

On this course delegates will gain:

- ▶ an in depth understanding of mental health and the factors that can affect wellbeing
- ▶ practical skills to spot the triggers and signs of mental illness
- ▶ an understanding of how to perform some physical first aid as part of their response to mental illness
- ▶ the confidence to step in, reassure and support a person in distress
- ▶ knowledge on how to implement reasonable mental health adjustments when an individual returns to work
- ▶ the skills to create a positive mental health culture in the workplace.

Subject to passing all assessments, delegates will be awarded the *FutureQuals Level 3 Award in Mental Health: Workplace First Aider qualification*, valid for three years.

Workplace Mental Health Responder

1 day

This course qualifies delegates as Mental Health First Aid Responders, who will be able to use their knowledge of mental health conditions to promote positive attitudes towards mental health in the workplace. They'll also play a key role in supporting line managers that are assisting individuals who are returning to work after experiencing a mental illness.

The qualification is aimed at individuals who intend to take on the role of Mental Health Responder, but is also relevant to other employees and managers intending to develop their knowledge of mental health conditions.

On this course delegates will gain:

- ▶ Roles and responsibilities of a Mental Health First Aid Responder
- ▶ What is the difference between a mental health episode, crisis and condition?
- ▶ Mental health action plan protocol (DR EFG)
- ▶ How to give immediate mental health support and where to signpost someone for additional support

On completion of the course, delegates will receive *FutureQuals Level 2 Award in Mental Health: Workplace Responder qualification*.

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ADDITIONAL MENTAL HEALTH FIRST AID TRAINING

Mental Health: Workplace Skills Update

3½ hours | On-site only

The mental health workplace skills update course ensures that mental health first aiders and responders keep their skills fresh and maintain their confidence to perform their roles effectively.

On this course delegates will:

- Knowledge update of the Mental Health First Aid protocols
- Knowledge update of how to recognise when an individual is experiencing poor mental health
- Skills update of how to support someone who is experiencing poor mental health
- Knowledge update of how to manage an individual who is in crisis
- Knowledge update of common mental health conditions.

On completion of the course, delegates will receive their certificate from St John Ambulance.

Mental Health Manager - supporting your team

3 hours

This course is designed and delivered by St John Ambulance to raise an awareness of mental health and provide learners with basic knowledge of how to recognise when someone may be experiencing poor mental health and guidance on how to manage a person experiencing mental ill-health.

Specifically, this course will cover:

- Outline what is meant by mental health and mental illness/disorders
- Describe common mental health conditions
- Identify the importance of empathy when communicating with someone experiencing mental ill-health
- Identify ways to manage a person experiencing mental ill-health
- Identify support we can signpost an individual experiencing mental ill-health to
- Identify legislation and understand your organisations policies relating to mental health in the workplace

After completion of the course, delegates will receive their certificate from St John Ambulance.

Mental Health Awareness

3 hours | On-site only

This course is designed and delivered by St John Ambulance to raise an awareness of mental health and provide learners with basic knowledge of how to recognise when someone may be experiencing poor mental health and what actions they should take.

This course is suitable for anyone who wishes to understand more about mental health but does not wish to undertake the role of a Mental Health First Aider or Responder.

Specifically, this course will cover:

- Understand what is meant by mental health and mental illness
- Recognise common mental health conditions (inc stress, burnout, depression, anxiety)
- Understand the importance of empathy when communicating with someone experiencing mental illness
- Identify support we can signpost an individual experiencing mental illness to
- Understand the benefits of supporting mental health in the workplace (inc promoting positive culture).

Successful candidates receive a St John Ambulance certificate, valid for three years.

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Mental health first aider poster

Our free poster can highlight the mental health first aiders in your workplace or advertise dedicated mental health helplines.

sja.org.uk/mhposter



Guide to workplace mental health

Find out more about the employer's duty of care and what things an organisation should consider to support mental health in the workplace.

sja.org.uk/mhguide



Mental health continuum

Compare our selection of mental health, wellbeing and resilience courses, to identify which best suits the needs of your organisations to help support mental health and wellbeing in the workplace.

sja.org.uk/continuum



Workplace mental health & wellbeing checklist

Our free checklist includes the core mental health standards your organisation should follow to protect and support staff.

sja.org.uk/mhcheck



Workplace wellbeing policy guide

We've created a well being policy guide and template that you can use as a framework to create an effective well being policy for your workplace.

sja.org.uk/mhpolicy



Absence planner

Our free absence planner helps track when your Mental Health First Aiders, First Aiders and Fire Marshals are on leave and aids hybrid working to ensure you have the right cover in place.

sja.org.uk/absence

Free Online Modules

The online learning space is a free resource to help aid your skill retention through short interactive modules, mini courses and activities.

etraining.sja.org.uk

Mental health risk assessment guide

Follow our guide to creating a company-wide stress risk assessment. Download our adaptable template to get started.

sja.org.uk/mhrisk

Mental health advice and information

Find all the organisations which offer mental health advice and support and their contact details.

sja.org.uk/mhadvice

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A PARTNERSHIP THAT DELIVERS HEALTH AND SAFETY EXPERTISE

As a large organisation, you'll understand that a robust approach to good health and safety is essential in protecting your employees, your visitors and your bottom line. It's not just a box ticking exercise to satisfy legal obligations, it's simply good business practice. There are many reasons why we're the ideal health and safety partner for your business:



Approved training and industry leading accreditation

We specialise in practical health and safety training. In fact, we're the UK's leading face-to-face training provider of courses accredited by the Institution of Occupational Safety and Health (IOSH), the world's biggest professional health and safety membership organisation, with market leading, industry-wide recognised qualifications.

With training expertise

The majority of our trainers come to the training room with a wealth of health and safety and compliance experience. They're qualified to the highest standards to deliver practical and engaging courses that will give your employees the skills, knowledge and confidence to apply what they've learned in their everyday work.

And a focus on what's right for your business

Our courses cover everything, from health and safety management to courses that give all your employees a grounding in their roles and responsibilities. Training is focussed on practical application in the workplace so you can know that wherever you go in your organisation, you'll find best practice in action and safe, healthy and productive employees.

Customised training on your premises

If you have a group of employees that require the same training, we can come to you and tailor the training to your exact needs. There are lots of benefits to having employees trained together in the place where they'll be applying their health and safety knowledge.

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SPECIALIST TRAINING AND RECOGNISED QUALIFICATIONS

Our training will give those responsible for workplace safety a solid grounding in the regulations and appropriate measures required for compliance as well as industry-wide recognised qualifications.

Robust health and safety management is worth nothing if employees aren't aware of their responsibilities and best practice. Our courses for all employees are ideal for employee induction programmes so that everyone knows their role in workplace safety and employee wellbeing.

TRAINING FOR HEALTH AND SAFETY MANAGEMENT

Managing safely

4 days, plus assessment time
IOSH certificate | On-site only

This comprehensive course for your managers and supervisors focuses on the practical actions needed to manage health and safety and resources. It covers identifying hazards, assessing and controlling risks, investigating incidents and measuring performance. Candidates who successfully complete the written assessment and workplace risk assessment will receive a certificate from IOSH.



Managing Safely Refresher course

1 day | IOSH certificate | On-site only

This is a practical and engaging one-day course that refreshes knowledge on key parts of the Managing Safely course, with emphasis on a Plan-Do-Check-Act safety and health management system.

The refresher course covers safety and risk management in the workplace:

- > Health and safety legislation (updates since attending full Managing Safely)
- > Risk assessment and risk control
- > Common hazards
- > Integrating environmental management



Display screen equipment risk assessment (DSE)

½ day | St John Ambulance certificate

This half-day DSE risk assessment course covers the role of a DSE risk assessor. You will learn about workstations, workstation risk assessment, the legislation and how to carry out a DSE risk assessment correctly.

Only available as an on-site offering.



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TRAINING FOR ALL EMPLOYEES

Working safely

6 hours | IOSH certificate



This IOSH qualification meets the government's guidelines for introductory health and safety training and conforms to the HSE's Passport Scheme syllabus. It covers the responsibilities when handling resources, risk in the workplace, environmental protection and improving safety performance. Candidates who successfully complete the multiple choice and hazard spotting assessments will receive a certificate from IOSH.

Health and safety basics

2 days | 3-year certificate | On-site only

The course is designed for managers, supervisors, business owners, and anyone responsible for health and safety for small and medium-size businesses. Candidates need a basic command of English (defined as Level 2). While we are often able to provide support to people who do not have English as a first language, our ability to do so is limited by the time available and the number of people who require assistance. We may be able to make special arrangements if requested in advance. Please contact us if you need any guidance.

Moving and handling principles

3 hours | 3-year certificate | On-site only

Manual handling, work involving awkward or tiring positions and sitting at a computer for long periods are the main causes of debilitating musculoskeletal disorders such as back and joint pain. This can result in employee absences that cause significant cost to businesses. This course is essential support for all employees and will help you to meet your obligations under the manual handling regulations.



Create a safe workplace
and a thriving workforce
with a trusted partner.

[sja.org.uk/keyaccounts](https://www.sja.org.uk/keyaccounts)

**A PARTNERSHIP
THAT COULD
SAVE LIVES**

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Fire can be devastating to businesses, employees and their communities. In just one year* the fire emergency services attended over 15,005 fires at workplaces in England with 17 fatalities and over 1,000 injuries. It's robust fire safety measures and quality employee training that keeps these statistics from being much worse.

Compliance with fire safety regulations

The Regulatory Reform (Fire Safety) Order 2005 requires the responsible person for a work premises to carry out a full fire risk assessment and ensure there is a sufficient number of competent persons (fire marshals) to implement emergency procedures in the event of a fire. As a Key Account customer, we'll work with you to make sure you have the right number of trained fire marshals on your premises at all times.

Approved by the Institution of Fire Engineers

We're proud that St John Ambulance is approved by the IFE, the international organisation for fire professionals, to deliver *Fire marshal* training to businesses. By training your fire marshals with us, you can be assured that they're getting training that meets the very highest standards.



Unrivalled convenience across the UK

As a Key Account customer, you'll have access to around 300 St John Ambulance training venues across the UK so wherever your employees are, so are we. With thousands of fire marshal courses scheduled every year, there's never a delay in getting the training you need either.

Training on your premises

There's a real benefit to training your fire marshals in the place where they'll be putting their newly gained knowledge and skills into action. If you've a group of employees that require *Fire marshal* training, our trainer can come to you.

The highest quality fire safety supplies

In addition to training your fire marshals, we can equip your workplaces with the very best fire safety products, from extinguishers and blankets for safely combatting fire to clear signage to aid safe evacuation in the event of a fire. As a Key Account customer, you'll benefit from savings against our standard prices so your bottom line is also protected.

* Government 'non dwelling' fire statistics data for 2018/19

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TRAINING IN FIRE PREVENTION AND MANAGING EMERGENCIES

The number of trained fire marshals that you need in your workplace will depend on key factors identified in a fire risk assessment. The number of employees, any shift patterns and the layout of the premises and location of safe emergency assembly areas must be considered.

Our free online calculator, based on the regulations, is a quick and easy way to determine what training will meet your needs. Simply enter a few details about your business and instantly find out what training is right for you. sja.org.uk/facalc

There are three courses to choose from for your designated fire marshals:

Fire Marshal

½ day | 3-year certificate

This course blends theory and practice and covers the prevention of fire. Your fire marshals will also learn how to manage the situation safely in the event of a fire emergency to evacuate the premises quickly and calmly before emergency services arrive. They will gain an understanding of the different types of fire extinguisher with practical guidance for using them safely.

Online Fire Marshal training course

½ day | 3-year certificate

This half-day Fire Marshal training course held over Microsoft Teams for group bookings covers the role of the designated fire marshal (fire warden). Delegates will learn about preventing fires, and about the different types of fire extinguisher and how to use them correctly.

Fire Marshal Refresher

2 hours | 3-year certificate

This brief course is for those who've previously qualified as fire marshals on a St John Ambulance course or one of a similar standard. It gives your fire marshals the opportunity to update their fire safety knowledge, refresh their practical skills and renew their certificates for a further three years.



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Fire marshal calculator

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sja.org.uk/fmcalc



Absence planner

Our free absence planner helps track when your Mental Health First Aiders, First Aiders and Fire Marshals are on leave and aids hybrid working to ensure you have the right cover in place.

sja.org.uk/absence



Fire extinguisher maintenance checklist

It's important to visually inspect your fire extinguishers on a regular basis so that they are ready for use in the event of a fire.

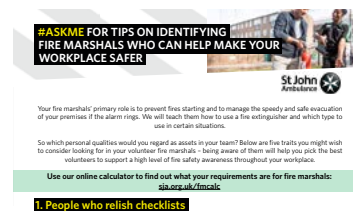
sja.org.uk/exting



Fire safety checklist

Use our free printable first aid and fire safety checklists to help you get first aid and fire safety provision right in your workplace.

sja.org.uk/fmcheck



Recruiting fire marshals

These handy first aid and fire recruitment guide posters can help you identify those best suited to becoming first aiders and fire marshals within your workplace.

sja.org.uk/fmrecruit

Free Online Modules

The online learning space is a free resource to help aid your skill retention through short interactive modules, mini courses and activities.

etraining.sja.org.uk

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E-LEARNING COURSES

Our new and growing range of E-Learning courses cover a wide range of options, such as essential safety training, including IOSH, NEBOSH and Institute of Environmental Management and Assessment (IEMA) accredited courses.

There are also options to help build your teams' knowledge of mental health and help create a safe, happy and productive workforce. These self-guided courses have no need to travel for face-to-face learning and can be taken at the learner's own pace. Knowledge checks are also built into the courses to ensure learning is embedded.

Course categories:

First Aid, Mental Health & Compliance Courses

Create a confident and competent workplace for your colleagues.

- > Mental Health: Creating a Supportive Workplace
- > Annual Refresher

Training is delivered in association with the learner partner, Astutis 807:

IOSH Courses

Establish a culture of essential health and safety principles and also empower individuals to support staff wellbeing and mental health.

- > IOSH Managing Safety and IOSH Working Safely

NEBOSH

Leaders in health, safety and environmental management qualifications, NEBOSH (National Examination Board in Occupational Safety and Health) training helps ensure modern workplaces and professionals meet their legal obligations.

IEMA and Assessment Courses

The IEMA (Institute of Environmental Management) are a professional organisation at the centre of the sustainability agenda, connecting business and individuals across industries, sectors and borders.

CDM Courses

- > CDM (Construction, Design and Management) 2015 in Practice
- The Astutis CDM 2015 in Practice course provides an in-depth explanation of the Construction (Design and Management) Regulations 2015.

Brought to you by St John Ambulance in partnership with iHASCO and HSS training:

Food Safety Courses

Ideal for anyone who works in a catering, manufacturing, or retail setting where food is prepared, cooked, and handled. Our Food Safety courses teach the important necessary skills when it comes to food safety, and also gives an understanding of the procedures and policies they must be implemented to ensure safety & hygiene practises.

Health and safety courses

From COSHH to Spill Kits and Asbestos Awareness, health and safety courses are essential to keep colleagues safe.

More courses are available, view our website for our full range at sja.org.uk/digital.

For more information about E-Learning you can refer to our E-Learning booking guide.

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How do I book?

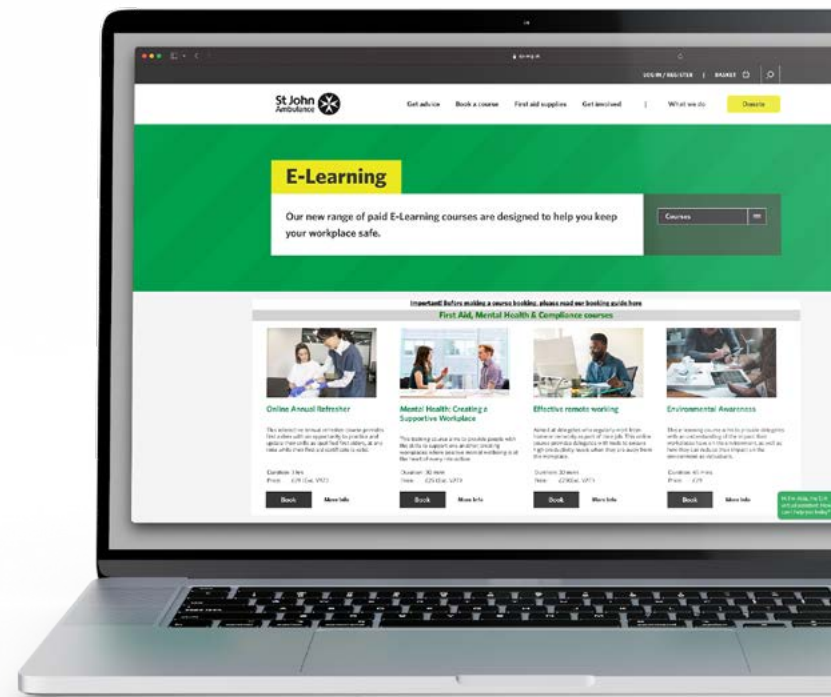
Clear instructions on how to book can be found on the individual course page on our website. Just head to the relevant webpage and you can either self-purchase and enrol on the course as an independent learner or pay on somebody else's behalf.

Can I pay by invoice?

We work with Stripe, the safe and secure payment gateway, to enable a fast and efficient method of purchasing these courses by debit or credit card. However, we may be able to accept invoice payments for certain courses. If you would like to pay by invoice, please contact your account manager or email etraining@sja.org.uk.

Booking for a large number of people?

If you are interested in purchasing a large number of eLearning courses, or you would like to host these courses on your own learner management system, please contact your account manager or email etraining@sja.org.uk.



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A PARTNERSHIP THAT DELIVERS QUALITY AND VALUE

We're a frontline first aid and ambulance service provider and our people demand the very highest quality supplies. As a Key Account customer, you'll have access to the very same products. Whether it's first aid, fire safety or health and safety products, we deliver on both quality and value.

Whatever you need; we've got it

We stock over 1,000 products, from first aid kits to fire safety supplies, defibrillators, personal protection equipment, clothing and equipment for emergency evacuation.

St John Ambulance brand quality

The St John Ambulance branded range demonstrates great value for money while performing to the highest standards. These are the products that our own first aid and ambulance services use, so quality is guaranteed.

Delivered to your door, wherever you are, whenever you need it

Our standard delivery aim is to have your order with you within five working days*. If that's not soon enough, then we can get it to you on the next working day. We can even have it with you by midday the next working day.

Products that protect your employees. Prices that protect your bottom line

As a Key Account customer, it's even better. You'll get bespoke discounted prices on all the products you want for your workplaces.



The packaging of the Goods may vary from that shown on images on our website, catalogue or any other documentation featuring the Goods.
* Working days exclude Saturdays, Sundays and bank holidays.
† Premium delivery services are not available to some remote areas of the British Isles and not available on selected products.

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First aid kits and consumables

It's your legal responsibility to make sure your employees have quick and easy access to appropriately stocked first aid kits at all times. We can supply your workplaces with our high-quality St John Ambulance branded first aid kits, conforming with the latest British Standard (BS 8599-1:2019), and all the first aid consumables that you'll need to keep them stocked.



Defibrillators

Cardiac arrest can happen to anyone and for each minute that passes without defibrillation, the chance of survival falls by about 10%*. Automated external defibrillators (AEDs) are easy to use, even without prior first aid training. We supply leading defibrillator brands such as ZOLL, HeatSine, DefiSign, iPAD, and Philips. What's more, if you buy your AED from us, we can deliver a short on-site training course to your employees, so they have the confidence to use it in an emergency and deliver the all-important CPR.



Health and safety supplies

We stock just about everything you need to stop the spread of germs and harmful bacteria in your workplaces, including sanitisers and disinfectants, spill kits and sharps disposal kits. We can also stock your first aid rooms with essential furniture and equipment, in line with Health and Safety Executive guidelines.



Fire safety equipment

We supply fire extinguishers suitable for any class of fire along with stands for easy access in an emergency, fire blankets, and all the fire safety signage that you need. Everything we sell meets the highest safety standards and comes with appropriate kitemark certification.



Personal protection equipment

Ensure your employees are protected by wearing the appropriate PPE for the task, with heavy duty gloves, face masks, safety glasses, ear protection, personal alarms, hi-vis vests and armbands, and flashlights. It's our aim to make sure your employees are safely protected from head to toe by quality products without costing an arm and a leg.



Emergency evacuation equipment

Fire and safety requirements and emergency response guidelines stipulate that all occupants, including those with impaired mobility and disabilities, can evacuate a building in an emergency such as a fire, when lifts should not be used. Our extensive range of immobilisation and transportation products enable you to move people quickly, safely and comfortably. Speak with your Key Account Executive about equipping your workplaces with our bestselling Evacusafe™ chair along with RoSPA approved training for up to six people in each location.



* ERC guidelines 2021

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A PARTNERSHIP THAT SAVES LIVES WHEN YOU'RE UP AGAINST THE CLOCK

When someone's heart stops, you're up against the clock. In fact, the chance of survival drops by about 10% for each minute that passes without defibrillation*.

Why equip your workplace with defibrillators?

In the UK, the NHS ambulance services attempt resuscitation in approximately 30,000 people each year. Bystander CPR and use of a defibrillator can increase the chances of survival by two to four-fold*, so it is vital that more and more people know how to perform CPR and have access to defibrillators in the event of a sudden cardiac arrest.

Easy to use - by anyone

AEDs are really easy to use by anyone, simply attach the sticky pads to the casualty, switch the AED on and follow the straightforward voice prompts. The AED will measure the heart's rhythm and determine if a shock is required. If a shock is needed, you'll be prompted to stand back and the AED will do it all. You'll then be prompted to start CPR. Some of our AEDs will even help you to deliver CPR correctly.

* ERC Guidelines 2021

Buy your AEDs from us and we can train your employees too

We've equipped many of the UK's leading businesses with AEDs and we could do the same for you. We won't just supply you with the defibrillators, we can come to your premises and train your employees how to use them - and how to give the all-important CPR. An AED couldn't be easier to use, but a short training course will give your employees that added confidence to act without hesitation when it really matters.

Defibrillator checklist

Use our free printable defibrillator checklist to help you keep your defibrillator in good working order.

sja.org.uk/defibchecklist

Defibrillator location poster

Use our free printable defibrillator location poster to help people locate your defibrillator in an emergency.

sja.org.uk/defiblocation

Speak with your Key Account Executive about equipping your workplaces with AEDs today. It could be the best investment your business ever makes.



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THE NATIONAL DEFIBRILLATOR NETWORK

MAPPING DEFIBRILLATORS ACROSS THE UK

What is the circuit?

The Circuit is the national defibrillator network which maps defibrillators across the UK, connecting them directly and automatically to each ambulance service.

Why should I register my defibrillator?

There are an estimated 100,000 defibrillators across the UK, however, tens of thousands of these are unknown to ambulance and emergency services. Once located and registered, emergency services can direct bystanders to their nearest defibrillator and increase a person's chance of survival.

Since the launch, The Circuit has helped map over **70,000** defibrillators in the UK and counting.

In the future, The Circuit will also be able to analyse location data and identify where more defibrillators are needed – therefore saving more lives.

Give your defibrillator its best chance of saving a life – put your defibrillator on the map.

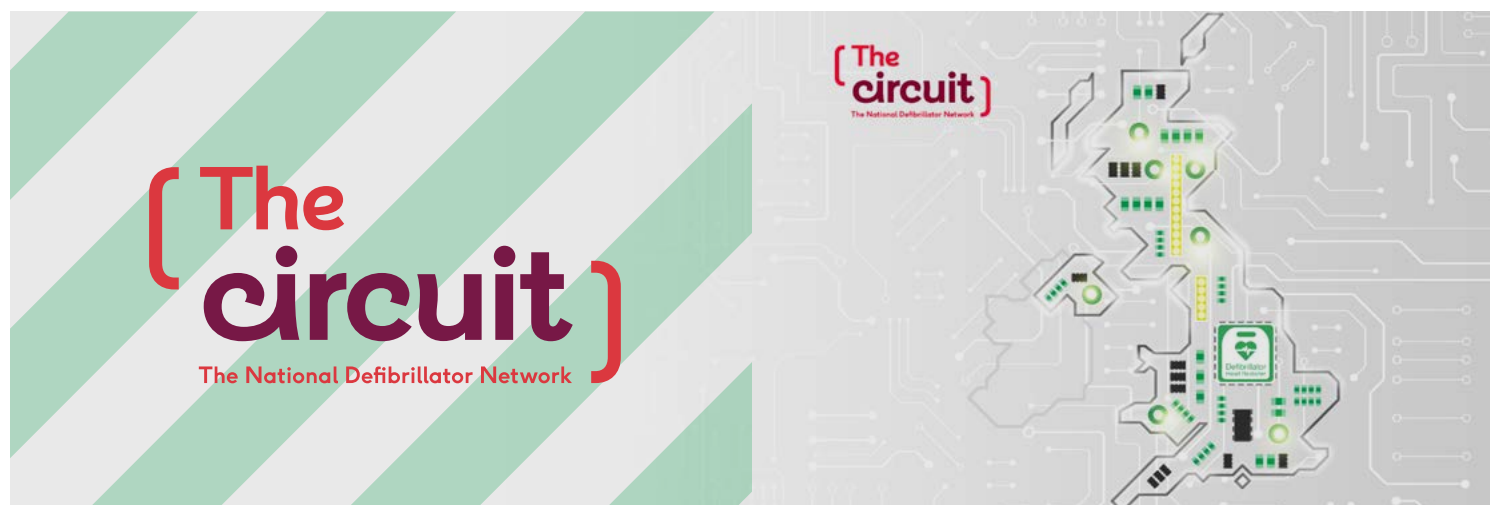
Find your nearest defibrillator with Defib Finder

Using data from The Circuit, Defib Finder is a web app that helps you find your nearest defibrillator in case of, or for use in an emergency. Simply enter your location to find the nearest defibrillators to you. Then click on the defibrillator icons for further information, such as availability, access information and directions.

Please note, Defib Finder only shows the defibrillators that are registered with The Circuit. This is why it is important to register your defibrillator with The Circuit so, it can be found and used in the case of an emergency.

For more information visit:
sja.org.uk/thecircuit

*Disclaimer: Please always dial 999 immediately in an emergency and they will direct you to your nearest defibrillator.





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IPAD



stryker®



Browse our range of defibrillator models, including Philips, Zoll, Lifepak, Powerheart, HeartSine, iPAD and Defibtech. Choose a defibrillator that's right for your workplace, school, or a public place.

[Discover our full range by clicking here](#)



We stock a comprehensive range of AEDs from leading manufacturers. Semi-automatic AEDs simply require the user to push a button to deliver a shock when prompted. Fully automatic AEDs will simply advise the user to stand back and will deliver the shock without the need for pressing a button.

Wifi and 3G enabled AEDs will send alerts to let you know if anything with the unit needs attention while the AED is on standby.

Speak with your Key Account Executive for more information about our full range of AEDs or find out more by clicking here

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PUT YOUR BUSINESS ON THE MAP >

YOUR PERSONALISED
ONLINE BOOKING PORTAL

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A PARTNERSHIP THAT PUTS YOUR BUSINESS ON THE MAP

We listen to our customers. Our Key Account clients told us that one thing that would make their life a lot easier is a customised online system whereby their employees, wherever they are, can quickly and easily book places onto St John Ambulance courses within the agreed contract. They also wanted quick and easy access to information about training spend, qualifications and compliance. We went away and developed the Major Accounts Portal (MAP).

MAP is the easiest way for anyone in your organisation that needs to book training to access the information they need and book places on our courses. It's also the easiest way for you to get comprehensive information about your St John Ambulance Key Account.

You tell us what you need and we deliver the perfect solution. Isn't that how a training partnership should work?

Speak with us today about putting your business on the MAP.

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YOUR CUSTOMISED ONLINE BOOKING PORTAL

Customised to your requirements

When you become a Key Account customer, your contract with us includes the training that you want available for employees across the organisation. Your personalised MAP gives you exactly what you want and cuts out the rest.

Live information on all our courses

MAP gives you real time information on place availability on courses across all our venues, so booking is totally frustration-free. Our dynamic scheduling means that as courses get booked up, we introduce more to the schedule and these are on MAP immediately.

Booking training couldn't be easier

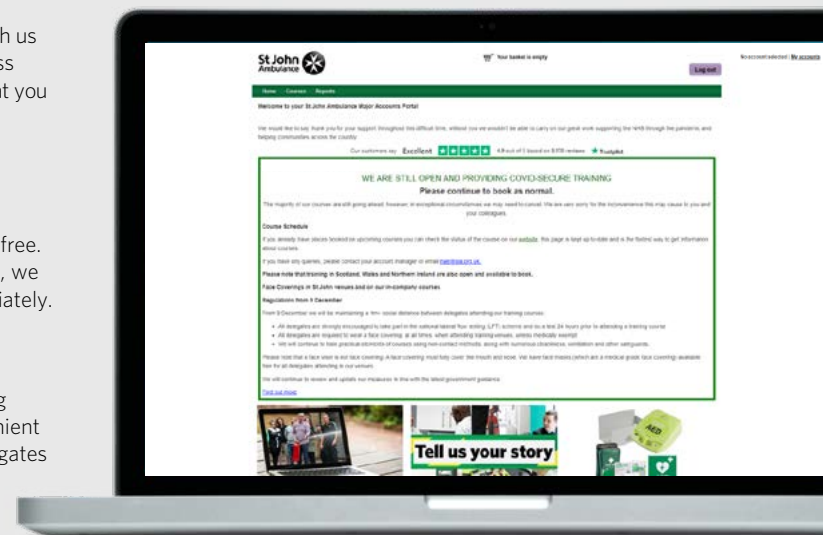
All your colleagues need to do is open MAP, select the training that they want, enter the location and choose the most convenient venue from around 300 across the UK. Then just add the delegates details and click to confirm. It couldn't be easier.

Consolidated invoices

All the training that your colleagues across your organisation book is consolidated into straightforward invoices sent to you monthly. Because they all booked on MAP, you can rest assured that all training is charged at the rates we agreed at the outset of the contract.

The information you need at the click of a mouse

- > spend analysis
- > savings report
- > trainee attendance status
- > compliance data
- > expiring qualifications
- > Invoice status checker



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St John Ambulance is the UK's leading first aid charity. Our vision is for communities that save lives and serve each other through volunteering for health and first aid.

Our customers are doing a lot to help achieve this vision. Your trained physical first aiders and mental health first aiders are all potential heroes. They leave our training courses with skills and confidence, ready to step up whenever needed. And they don't leave their lifesaving abilities behind when they clock off work. They're ready to jump to action at work, at home, in their communities, wherever they are. They're the reason that we do what we do.

The money that your organisation spends with St John Ambulance, on training your employees and equipping your workplaces, also goes a long way to helping us achieve our vision. Every penny of our surplus profits goes directly into our charity work in communities across the nation.

Thank you!

It needn't stop there though. There's a lot more that we can do together...

In times of crisis, we are England's national health reserve, so we are worked with the NHS to support the delivery of a COVID-19 vaccine. Our vaccination volunteers delivered these vital jobs and took care of people before and after they received them.

So far, over half a million hours have been given and over a million jabs have been received.

St John people will continue to deliver services wherever there is need - at home, on the road and in hospital. Their skills, time and compassion can make all the difference. Our charity's vital role in responding to the needs of communities across the nation has never been more urgent than during these life-changing times.

We've also helped to deliver the vaccine, volunteered in hospitals and helped donors give blood.

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AT ST JOHN AMBULANCE WE SAVE LIVES

You already know that we train people in workplaces and communities with lifesaving skills but there's a lot more to St John Ambulance:

Our Ambulance Operations

Our Ambulance Operations operate across England providing specialist transport services to the NHS, local communities, and other healthcare providers. Our unique services combine professionalism, effectiveness, and efficiency, as well as, a whole-hearted commitment to patients.

Our work with schools

Help us teach a generation life saving skills through using our free teaching resources, setting up a school first aid club, or organising a first aid course for students and staff.

Our local community projects

As well as our first aid activities and services, we also run a range of community support programmes which focus on health and social care in the community.

Our youth programmes

Our youth programmes operate across England, enabling young people to learn first aid, build their confidence, and gain important life skills.

Our First Aid services

Our range of services delivering first aid, from Community First Responders to emergency response support, can be the difference between a life lost and a life saved.

**Find out more about
our charity at
[sja.org.uk/what-we-do](https://www.sja.org.uk/what-we-do)**



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Become a Corporate Partner Other ways you can support our charity

When you choose to support St John Ambulance, you improve the care and outcomes in emergencies in societies we both care about. As our corporate partner, you can help us put more life savers in communities in ways that are mutually beneficial for your business.

Our Partnerships team can work with you to engage with the communities where you operate, and where your employees and customers live. We'll complement your corporate and social responsibility goals and build stronger teams through fundraising and volunteer activities.

You could benefit from:

- support from a dedicated account manager and local fundraising coordinator
- co-branded marketing and fundraising collateral
- support from our award-winning PR and Communications team
- coverage to recognise your support on our website, news pages and social media
- project reports on the impact of your support
- places in key fundraising events, such as the London Marathon
- access to our historic museum event space in London for corporate events.

Speak with your Key Account Executive about how your company can support our charity.

If a full Corporate Partnership isn't for you, there are lots of other ways that you can support our work:

Employee fundraising

Fundraising for St John Ambulance is a fun way for your company to build strong teams, engage with local communities, and raise vital funds for us. We'll help with ideas, materials and support.

Charity of the year

Choose us as your charity of the year and you'll raise funds to help us teach first aid and save lives – and inspire your employees and customers. We'll provide all you need to make your fundraising and promotional activities a success, including a programme tailored for your business and access to our award-winning PR team.

Event or project sponsorship

We offer plenty of choice, from events like our annual Everyday Heroes award ceremony, to project work in schools and with our volunteers. We'll tailor your sponsorship to include promotional and corporate hospitality elements that will excite your staff, customers and suppliers.

Support in kind

Donations are not just about cash. We can get great value when a business supports St John Ambulance by donating its own time and expertise. The beauty of support in kind is that, by saving on costs it allows us to concentrate our funding on our charitable initiatives. Support in kind could include use of your spaces, supplies, equipment, and your professional services.

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Kinetik Wellbeing

Wellbeing encourages people to manage and maintain a healthy lifestyle at home, while supporting St John Ambulance to deliver care in communities

Kinetik is proud to have partnered with St John Ambulance since 2016 in delivering our range of clinically validated medical devices. Aligning with the St John organisation has given customers that extra confidence in our products, knowing that every device sale helps support the work of the UK's no1 first aid charity! This partnership most definitely helps us to deliver our mission, empowering health in the home. Thank you, St John.

James Grover, Sales and Marketing Director, Kinetik Wellbeing

St John Ambulance and Kinetik Wellbeing have a shared passion for empowering people to look after their health, from knowing how to tackle a first aid emergency to keeping an eye on blood pressure.

Their product range supports our work through donations from each purchase, and has enabled St John to continue to meet the health needs of communities across the country. Their support has raised more than £180,000 for St John since the end of 2016. This is the equivalent of training 1,800 volunteers in basic first aid or keeping 45 ambulances on the road.

Who are Kinetik Wellbeing?

Kinetik Wellbeing offer healthcare products designed to monitor, manage, and support people's health from home. Kinetik Wellbeing believe that everyone should have access to affordable and reliable technology that helps them stay healthy.

Their products enable you to get the information you need, helping you monitor and manage your long-term wellbeing, so you can live a healthier life. Their products include:

- > Blood Pressure Monitors
- > Blood Glucose Monitors
- > Digital Thermometers
- > TENS Machines
- > Fitness Devices
- > Respiratory Devices

Kinetik Wellbeing aim to put quality and reliability first. Using specialist equipment and experience in designing all their products they have achieved 'Class IIa' approval for medical devices in blood pressure, pain relief, and thermometry. Additionally, their blood pressure devices are also approved by the British Hypertension Society and are also ESH (European Society of Hypertension) approved. In 2021 they were awarded not one, but TWO coveted Which? Best Buy awards for their thermometer and oximeter.

We are extremely proud to be supporting St John Ambulance. We believe our collaboration will encourage more people to regularly check and monitor their health, ultimately helping to save lives.

Graham Grover, CEO of Kinetik Wellbeing

St John Ambulance is proud to have a partner who is so passionate to bring a range of healthcare devices to the public. The money raised through their support makes a real difference to our vital work; building health resilience and supporting people across communities to stay healthy and save lives.

Charlotte Reichwald, Head of Philanthropy and Partnerships, St John Ambulance

For more information please visit [Kinetik Wellbeing](https://www.kinetikwellbeing.com)



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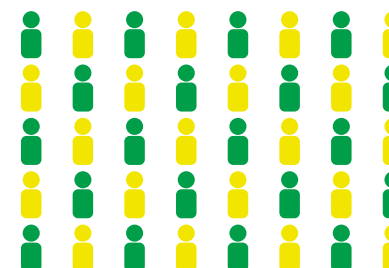
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44,385
VOLUNTEERS,
INCLUDING:

9,826 AGED
UNDER 18

50% AGED
UNDER 30

3,000 FELLOWSHIP
MEMBERS

MHFA:

1,990 COURSES
DELIVERED
13,295 DELEGATES
TRAINED



SJA VOLUNTEERS
RAN **527** FREE FIRST
AID AWARENESS
SESSIONS, WITH **9,003**
MEMBERS OF THE
PUBLIC TAKING PART.



29,847 PEOPLE
EDUCATED IN
COMMUNITIES
SAVING LIVES



PAEDIATRIC FA-BLENDED:

859 COURSES
DELIVERED AND
7,193 DELEGATES
TRAINED



SJA VOLUNTEERS
RAN **142** RESTART
A HEART EVENTS,
ENGAGING WITH
7,303 MEMBERS
OF THE PUBLIC.



8,264 PEOPLE
TRAINED THROUGH
RESTART A HEART
(28% OF ACTIVITY IN AREAS OF
GREATEST NEED)



FIRE MARSHAL AND REFRESHER:

3,365 COURSES
DELIVERED AND
28,257
DELEGATES
TRAINED



CREATING **2** BRITISH
SIGN LANGUAGE
EDUCATIONAL
VIDEOS - CPR AND
AED, AND RECOVERY
POSITION.



REGULATORY CORE FIRST AID SUITE OF COURSES:

17,004 COURSES
DELIVERED AND
143,270
DELEGATES
TRAINED



SJA VOLUNTEER
TRAINERS RAN
30 COMMUNITY
COURSES, WITH
280 ATTENDEES.



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**WHEREVER
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SO ARE WE**



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Visit: sja.org.uk/keyaccounts



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