

Academic institution enhances internal and external CPR, AED and First Aid training using a flexible, cost-effective platform and high-quality program materials.



## Case Study

### Customer

Hutchinson  
Community College

### Solution

Emergency Care Training

- CPR AED | First Aid
- Advanced Cardiac Life Support (ACLS)
- Basic Life Support (BLS)

### Industry

Higher Education

### Location

Hutchinson, Kansas



## Customer Overview:

The Public Health and Safety Department of Hutchinson Community College operates an approved HSI Training Center with seven experienced faculty members and supports more than 100 instructors across the region.

The department offers instruction in CPR, Basic First Aid, Advanced Cardiac Life Support (ACLS) and Basic Life Support (BLS). They have instructors available to provide training for businesses and the community.

## Challenge:

Hutchinson Community College needed to provide students with emergency care training that is easy to learn and remember. As a Training Center, they also required a way to streamline administration so they could process, track and report their employees' certifications.


## Why It Matters:

Running a busy Training Center with large customer accounts and a lot of returning students can be a challenge. Hutchinson needed a training program provider with flexible learning options, competitively priced materials, and an efficient way for them to process and manage certifications for themselves and for their customers.

## Solutions:

Seventeen years ago, when LeAnn Bravi, LPN, BS, M.Ed, Public Health and Safety Coordinator/ Instructor for Hutchinson Community College in Hutchinson, KS, found an old American Safety & Health Institute (ASHI) application in her predecessor's files, she was intrigued enough to start researching what ASHI had to offer. After talking to several people from ASHI, she was convinced to give ASHI's first aid, CPR, and AED training programs a try.

She's never looked back, and she continues to use HSI today.

A photograph of a large, modern brick building with many windows, identified as Hutchinson Community College. The building is surrounded by a green lawn and a paved walkway. The image is partially obscured by a large blue circular graphic on the right side of the page.

*"I always say that, if I know a student has had HSI training, I'm certain they understand CPR from top to bottom. I cannot always say that about the competitors."*

- LeAnn Bravi, LPN, BS, M.Ed



## Designed for Success

Behind LeAnn’s confidence lies a deep appreciation for the instructional design of the HSI emergency care programs.

“The way the material is presented and the flow of the class structure makes the content easy to remember,” LeAnn explains. “When teaching CPR with an HSI program, we teach chest compressions, and then our students practice compression skills on adult, child, and infant manikins. Then we move on to rescue breaths, and they practice those on each type of manikin.

“With other training providers, the instructor covers the complete CPR process for an adult first, then complete CPR for children, and then infants. When you ‘start over each time’ like that, it’s harder for the student to see the commonality between all the techniques. It turns CPR into three separate procedures and that makes it more intimidating and harder to remember.

“My Training Center also offers classes using other training providers, and I can always tell the difference at the end of class. With HSI, the students grasp the content more quickly, and the skills check-off sessions show the proof.”

## Keeping It Fresh

To keep her recertification students interested in their training, LeAnn now offers classes with HSI programs. “The updated HSI materials have their own look and feel. This is a real plus for my long-time recertification students, by giving them something new to look at. We’re always on the hunt for a new way to deliver information and keep people coming back. HSI understands that, and your products allow us to do that naturally.

It’s not just HSI’s core CPR, AED, and first aid programs that are being offered at LeAnn’s TC. They also incorporate Advanced Bleeding Control and Bloodborne Pathogens for their more advanced paramedic training and as something new for refresher training between certifications.

## Price Matters

The competitive price of all those books and certification cards is another positive for HSI emergency care brands. “We choose HSI for a lot of reasons, and that you have remained affordable over time is an important part of that decision. I will never refer to your materials as ‘cheap’ because that implies a shoddy product, which yours is not. Instead I tell customers that HSI is slightly under the going market rate, and you’ll still receive a better product.”



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- LeAnn Bravi, LPN, BS, M.Ed



## Flexibility for Every Instructor, Every Class

HSI's flexibility, and the way it empowers instructors, makes offering these programs easy. "Unlike other training providers, HSI lets us be us. My instructors and I are going to do the best job we can each time we teach, and HSI respects that. You don't micromanage your Training Centers from a distance," she says.

That flexibility really pays off for LeAnn and her crew when it comes to content delivery options. "We love the streaming video option and use it a lot. However, we can't count on connectivity in all locations, so we have the DVDs and desktop media player as back up. HSI sets us up for success no matter what classroom situation we find ourselves in, and all those options are included in just one program package price. The different delivery options also help us vary our classes for returning recertification students."

What about HSI's blended learning option? "We definitely use that as well! We had great success with blended for a daycare center that needed training. Time off for them is really precious; their only real options are after 6:00 p.m. or on weekends. A weekday spent in a certification class isn't realistic. With blended, they can do the course content on their own time whenever they can and then schedule just the skills check component. HSI has set this up so well; there isn't a lot of content repetition during the skills check-off. Instead, we can get right to the skills, which respects people's time."



## Easy Administration for the Training Center and the Customer

What's most effective about HSI when it comes to selling classes to potential customers? "The PDF format for digital cards, without a doubt," LeAnn says. "The single PDF that contains all the certification cards for a class is a lifesaver for busy HR managers and other safety personnel. With the collected PDF, they don't have to track down the certification card for each individual student to place it in their file. Instead, the individual card PDF goes right to the student and the collected one to the administrator for recording purposes, all at the same time. I've won over many customers with this feature!"

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- LeAnn Bravi, LPN, BS, M.Ed



## Saving Lives

Has all this training paid off in real life? “Absolutely,” says LeAnn. “We’ve had a contract with the Kansas Department of Transportation for the whole time I’ve been here. One gentleman who has taken classes for most of that time let us know he was retiring, but then he showed up again at a class. He came up to me and said, ‘I want to thank you for saving my wife’s life.’ I assumed he meant something I would have done as a nurse, and I explained that I no longer did nursing and that it couldn’t have been me. He said no, it wasn’t about my being a nurse.

“Then he explained, ‘I sat in your CPR classes so many times for the last 15 years. One night, my wife and I went to bed and, as we were talking, she said her chest hurt. Those were the last words she said to me before becoming unresponsive. I knew something was wrong right away, but I knew what to do. I called 911, got her on floor, and I pushed on her chest. Thanks to your training, she’s home cooking supper right now.’ We truly do have a relationship with those folks, and this is just one story of many,” LeAnn concluded.

Stories like that inspire LeAnn and her team every day. “We feel privileged to be up in front of people to teach something that’s so important to all of us. We always tell them we hope they never have to use this knowledge, but we want them to be ready.” Or, as she puts it with true Kansas heartland style, “We believe in preparin’, not scarin’.”

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## Checklist for Success

Make your emergency care training a success with HSI



Improve content retention with programs designed specifically for the adult learner



Check for savings by comparing costs against your current training provider



Empower instructors with HSI's toolkit approach to content delivery



Provide flexible solutions for busy schedules by offering blended learning



Make administration easy with streamlined certification card options



Save lives with CPR, AED, and first aid training that's supported by exceptional customer service, competitive pricing, and builds the confidence to respond in your students

## About HSI

HSI offers nationally recognized training for CPR, AED, First Aid, and advanced programs such as Basic Life Support (BLS). Designed to meet regulatory requirements, HSI offers a variety of ways for your organization to get full certification in CPR training.

To learn more about HSI's flexible and cost-effective options for full-certification CPR and First Aid training at [hsi.com/cpr](https://hsi.com/cpr)