



Customer
ClubSafe

Programs

- First Aid | CPR AED
- Basic Life Support (BLS)
- AED & Equipment Manager

Business

Safety Evaluation, Planning,
and Training for Clubs

Coverage
Nationwide



ClubSafe Cuts Administrative Time in Half While Improving AED & Equipment Readiness

For more than two decades, [ClubSafe](#) has helped golf clubs, country clubs, fitness centers, yacht clubs, and other organizations throughout the United States create safer environments. As part of their comprehensive service, they offer CPR, AED, and First Aid training, along with AED and equipment management services.

As ClubSafe's customer base continued to grow, managing more than 1,000 AEDs and other equipment became increasingly complex. They were searching for a new solution just as the [HSI AED & Equipment Manager](#) launched. ClubSafe already taught CPR, AED and First Aid Training using HSI programs, so adding this new feature within their customer platform was a natural and seamless fit.

For **Mark Roselli, Medical Equipment Manager at ClubSafe**, the HSI AED & Equipment Manager transformed a time-consuming, manual process into a streamlined, accurate system that allows his team to proactively manage expiration dates, inspections and replacement supplies.

The Challenge: Too much administrative time and manual work

As ClubSafe expanded its business, their existing AED and equipment tracking process struggled to keep pace.

The company relied on a custom-built solution and spreadsheets to monitor AEDs, Narcan supplies, and other equipment with expiration dates. Managing inventory required manually reviewing hundreds of records, searching for expiration dates, and cross-referencing equipment with customer accounts. With more than 1,000 of their customers' AEDs under management across the U.S., the process became increasingly complex.

The lack of visual alerts meant staff had to take extra time to carefully scan rows of dates to identify items nearing expiration. Important equipment updates could be missed, and communicating inspection results often involved sending spreadsheets and documents back and forth between consultants and office staff.



"We were manually reviewing expiration dates for more than 1,000 AEDs. As we continued to grow, it was becoming impossible to manage efficiently. The HSI AED & Equipment Manager completely changed that."

Mark Roselli, Medical Equipment Manager at ClubSafe

The Solution: A smarter way to manage AEDs, expirations, and replacement parts

When HSI introduced its AED & Equipment Manager, the timing was perfect.

ClubSafe was already using HSI's CPR, AED, and First Aid programs for emergency response training, and they appreciated the opportunity to manage equipment within the same trusted platform.

After evaluating other options, Roselli implemented HSI's AED & Equipment Manager to centralize equipment tracking, inspection management, and expiration monitoring.

Several features immediately stood out:

- **Color-coded dashboards** that clearly identify expired and expiring equipment
- **90-, 60-, and 30-day expiration reporting** for proactive planning
- **Automated inspection updates** from consultants working in the field
- **Real-time notifications** when equipment requires attention
- **Easy-to-use interface** that simplifies data entry and reporting
- **Reliable communication and visibility** across the entire equipment management process

Today, ClubSafe uses the platform daily to manage AEDs and related medical supplies, including batteries, pads, Narcan, and other consumable equipment that require ongoing monitoring. Their consultants add inspection report data directly to the system while they are onsite at a club, eliminating manual spreadsheets and providing immediate visibility into equipment status.



"The color-coded dashboard is where I live every day. Being able to instantly see what's expiring in 30, 60, or 90 days makes planning and ordering supplies incredibly easy."

The Results: 50% less administrative time and earlier notifications

After ClubSafe added and set up the HSI AED & Equipment Manager, the impact was immediate.

By replacing manual spreadsheets and their reporting process, ClubSafe estimates their time spent tracking equipment, updating records, and reviewing reports was **reduced by approximately 50%**. Data entry, reporting, and equipment updates now take roughly half the time compared to the previous system, freeing Roselli to focus on supporting their nationwide base of customers and growing the business.

"We've cut the time spent reviewing reports and updating equipment records in half. That's given us more time to focus on our customers instead of administrative tasks."

Beyond the dramatic time savings, HSI's AED & Equipment Manager helps ClubSafe operate proactively and confidently with:



Improved Accuracy

The platform's color-coded alerts and expiration dashboards make it easy to identify equipment requiring attention. What was once a manual review process is now clearly visible.



Better Planning and Inventory Management

Instead of discovering the need for replacement parts close to the expiration date, ClubSafe can now look ahead 90, 60, and 30 days and order supplies in advance. This guarantees their customers receive necessary components before equipment expires.



Greater Scalability

The streamlined workflow enables ClubSafe to efficiently manage more than 1,000 AEDs and associated equipment across its customer base while continuing to grow.



Faster Communication and Response

Field consultants can complete inspections directly in the system, automatically notifying Roselli of any issues. This eliminates delays caused by emails, spreadsheets, and manual updates and creates a more reliable flow of information.

Operational Peace of Mind

For ClubSafe, managing AEDs and medical equipment isn't just an operational responsibility. It's part of their safety commitment to customers.

By implementing HSI's AED & Equipment Manager, ClubSafe replaced cumbersome manual processes with a centralized, easy-to-use platform that improves visibility, streamlines inspections, reduces administrative burden, and helps ensure life-saving equipment is always ready when needed.

"The biggest benefit is confidence. We can proactively replace equipment before it expires, which is exactly what our customers expect when they're relying on life-saving devices."



Ready to Make AED & Equipment Management Easier?

Managing AEDs and emergency equipment shouldn't require endless spreadsheets, manual searches or worrying about whether an expiration date was missed.

With **HSI's AED & Equipment Manager**, organizations and Training Centers can centralize equipment information, monitor expirations, simplify inspections, and stay ahead of replacement needs.

Find out more about the HSI AED & Equipment Manager.

→ Learn more

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.