

# Case Study

Industry: Healthcare 

**AMERICAN SAFETY & HEALTH INSTITUTE**  
An HSI Company



**Challenge:** A large regional healthcare system faced complex scheduling and rising costs in their CPR and first aid training. The changes were due to modifications made by their previous training provider, and they began searching for a training solution that would provide time efficiencies and lower costs.

**Why It Matters:** In a busy healthcare system, time is of the essence. Whether it's the time it takes before initiating patient treatment in the ER or the time lost when busy staff must step away from patient care duties in order to fulfill training requirements, every moment counts. When testing for an online training course takes up to two hours versus 45 minutes, it makes a big impact on scheduling.

Healthcare systems face significant budgeting challenges with uncertainty in the insurance industry and a growing need for charity care in many communities. Cost-saving measures are critical for medical practices and providers.

**Solution:** When the healthcare system approached Health & Safety Institute about a solution to address their scheduling and budget concerns, the group discovered that by switching to American Safety & Health Institute (ASHI) they would save \$2 million per year over their previous training provider. This analysis included the cost of supplies and student books as well as paying their emergency care instructors and employees for the time to attend the classes.



The transition from their old provider to ASHI was a smooth one. Within a week, they were an ASHI Training Center and ready to offer the first *Basic Life Support* (BLS) class to their system employees.



The reviews from the staff who completed ASHI's online BLS and *Pediatric Advanced Life Support* (PALS) courses were positive, citing ease of use, effective course construction and quality content.



In addition, ASHI's online learning management system makes training easy to administer. With ASHI, there's no need to rely on an outside vendor for program maintenance. Program administrators have control over scheduling, tracking and reporting, making the training process transparent for the organization as they fulfill compliance requirements.

Learn more about ASHI training at [emergencycare.hsi.com](http://emergencycare.hsi.com) or call 800-447-3177.



AMERICAN SAFETY & HEALTH INSTITUTE

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