



# City of Arlington Council Agenda Bill

Item:  
NB #3  
Attachment  
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COUNCIL MEETING DATE:	
January 3, 2017	
SUBJECT:	
Resolution Granting Authority to Sole Source purchase of GlideScope Laryngoscopes	
ATTACHMENTS:	
Draft Resolution Sole Source Documentation	
DEPARTMENT OF ORIGIN	
Fire - Bruce Stedman	
EXPENDITURES REQUESTED:	\$28,453.28 (includes sales tax)
BUDGET CATEGORY:	EMS Fund
LEGAL REVIEW:	
DESCRIPTION:	
The Fire Department is requesting that the City adopt a sole source resolution for the purchase of two Verathon GlideScope Laryngoscopes.	
HISTORY:	
On December 19, 2016 Council voted to accept grant funds from the Cascade Valley Hospital Foundation for the purchase of two GlideScopes to be placed in medic units.	
ALTERNATIVES	
Reject Sole Source Resolution. Remand to staff for further consideration.	
RECOMMENDED MOTION:	
I move to approve the resolution allowing the City to waive the bidding requirements for the purchase of two Verathon GlideScope Laryngoscopes and authorize the Mayor to sign the resolution.	

RESOLUTION NO. 2017-XXX

A RESOLUTION OF THE CITY OF ARLINGTON TO WAIVE BIDDING REQUIREMENTS FOR THE PURCHASE OF TWO VERATHON GLIDESCOPE LARYNGOSCOPES FOR USE BY THE CITY OF ARLINGTON FIRE DEPARTMENT

WHEREAS, the City of Arlington Fire Department is responsible for providing emergency medical services (EMS) within the City of Arlington and surrounding areas by contract; and

WHEREAS, Cascade Valley Hospital Foundation has graciously awarded the City a Grant to purchase two Verathon Glidescope Laryngoscopes; and

WHEREAS, the grant was approved for the purchase of two Verathon Glidescope Laryngoscopes, which are specialized equipment only offered by the Manufacturer and not through any other vendor, so that soliciting multiple bids in accordance with the City's purchasing standards is not feasible; and

WHEREAS, RCW 35.23.352(9) permits the waiving of bidding requirements for the purchase of materials which are clearly and legitimately limited to a single source of supply or services which are subject to special market conditions;

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Arlington, as follows:

Section 1: The City Council of the City of Arlington finds that the acquisition of two Verathon Glidescope Laryngoscopes approved by the Cascade Valley Hospital Foundation clearly limits the City of Arlington to a single source of supply, justifying the waiver of competitive bidding requirements.

Section 2: The City Council of the City of Arlington hereby waives the bidding requirements for the purchase of two Verathon Glidescope Laryngoscopes for use by the City of Arlington Fire Department.

APPROVED by the Mayor and City Council of the City of Arlington this \_\_\_\_ day of \_\_\_\_\_, 2017.

CITY OF ARLINGTON

\_\_\_\_\_  
Barbara Tolbert, Mayor

ATTEST:

\_\_\_\_\_  
Kristin Banfield, City Clerk

APPROVED AS TO FORM:

\_\_\_\_\_  
Steven J. Peiffle, City Attorney

# GlideScope, GlideRite Sole Source Vendor Letter

 <p>This document and the information herein are proprietary to Verathon Inc. and shall not be reproduced or disclosed in whole or part without the express written permission of Verathon Inc. Form 0005-0011-09-92</p>	<b>Document #</b>	<b>0900-1231-11-01</b>	
	<b>Title</b>	<b>GlideScope, GlideRite Sole Source Vendor Letter</b>	
	Refer to MasterControl for Electronic Approval Signatures; Author; and change history		
	<b>Security</b>	<b>Public</b>	<b>Page 1 of 3</b>

August 15, 2016

To Whom It May Concern:

From: Verathon Inc. and Verathon Medical (Canada) U.L.C.

RE: Sole Source Certification

GlideScope® products and services from Verathon Inc. and Verathon Medical (Canada) U.L.C. are protected under one or more of the following patents:

USA	6,142,144
USA	6,543,447
USA	6,655,377
USA	8,187,180
USA	8,529,442
Other US and Foreign Patents Pending	

This patent protection causes the following products to be exclusively supplied as Sole Source items by Verathon Inc. and Verathon Medical (Canada) U.L.C.: \*

GlideScope	Ranger System Single Use	0270-0415, 0270-0604
GlideScope	Ranger Video Baton Kit	0270-0420, 0270-0607
GlideScope	Ranger Video Baton	0570-0198, 0570-0211
GlideScope	AVL System	0270-0747, 0270-0749, 0270-0878, 0270-0912
GlideScope	AVL Video Baton Kit	0270-0662, 0270-0663
GlideScope	AVL Video Baton	0570-0312, 0570-0313
GlideScope	GVL Single Use blades (Stats)	0270-0428, 0270-0429, 0270-0430, 0270-0431, 0270-0626, 0270-0627, 0270-0628, 0270-0629, 0270-0679, 0270-0680, 0270-0709, 0270-0710
GlideRite	Rigid Stylet (Qty 10)	0270-0681
GlideScope	Titanium System Reusable	0270-0817, 0270-0818, 0270-0858
GlideScope	Titanium, LoPro, T3	0574-0147
GlideScope	Titanium, LoPro, T4	0574-0148
GlideScope	Titanium, MAC T3	0574-0149
GlideScope	Titanium, MAC T4	0574-0150
GlideScope	Titanium System Single Use	0270-0821, 0270-0822, 0270-0860
GlideScope	LoPro S3	0270-0769
GlideScope	LoPro S4	0270-0770
GlideScope	Mac S3	0270-0771
GlideScope	Mac S3	0270-0772
GlideScope	Titanium Smart Cable	0800-0531
GlideScope	GlideScope Video Monitor (GVM)	0570-0338

\* In the U.S., GlideScope products are sold directly by the Verathon Medical sales force. Devices are not sold through any distributor.

Verathon owns the trademark registrations for GlideScope, GlideRite and GVL and is the sole source for products sold under these brand names. Examples of these products include the aforementioned GlideScope products listed in the above table, as well as the GlideRite Rigid Stylet (all configurations).

Thank you for your consideration of our unique application specific devices.

Sincerely,



Tim Shauf  
Vice President & General Manager,  
Respiratory & Surgical Solutions  
Verathon Inc.



GlideScope



All Images Shopping Videos News More Settings Tools

About 166,000 results (0.67 seconds)

### Buy New GlideScope Option - Bell Medical Anesthesia - bellmedical.com

[www.bellmedical.com/](http://www.bellmedical.com/)

CoPilot Video Laryngoscope \$2,999 **GlideScope** Repair Alternative

- Video Laryngoscope
- Disposable Laryngoscopes
- Propper Laryngoscopes

### GlideScope - Portable Video Laryngoscope by Verathon

[verathon.com/glidescope/](http://verathon.com/glidescope/)

Single Use Video Laryngoscopes. ... In novice users, video laryngoscopy with a MAC blade improves success rate and time-to-intubate when compared with direct laryngoscopy with a MAC blade. ...

"Difficult Airway Management for Novice Physicians: A Randomized Trial Comparing Direct and ...

GlideScope AVL - Glidescope Ranger - Glidescope Titanium Reusable

You visited this page on 12/11/16.

### GlideScope AVL - Video Laryngoscopy - Verathon

[verathon.com/glidescope-avl/](http://verathon.com/glidescope-avl/)

The **GlideScope** AVL video laryngoscope system delivers the digital video technology and functionality physicians expect from advanced video ...

### Glidescope Titanium Reusable Video Laryngoscopy Blade - Verathon

[verathon.com/glidescope-titanium-reusable/](http://verathon.com/glidescope-titanium-reusable/)

LoPro T3 and T4 blades combine the performance of **GlideScope** with the strength of titanium, while MAC T3 and T4 blades give you the familiar look and feel of traditional Macintosh blades. ... The LoPro T3 and T4 blades feature our signature **GlideScope** blade angle with an integrated ...

### GlideScope Single-Use - Disposable Video Laryngoscopes - Verathon

[verathon.com/glidescope-titanium-single-use/](http://verathon.com/glidescope-titanium-single-use/)

**GlideScope**® Single-Use video laryngoscopes have the industry's slimmest-profile blades for the maneuverability you need to intubate quickly and safely.

### [PDF] GLIDESCOPE AVL SYSTEM - Verathon

[www.verathon.com/assets/0900-4200-02-60.pdf](http://www.verathon.com/assets/0900-4200-02-60.pdf)

Jan 15, 2014 - Verathon® Customer Care in order to access the appropriate **GlideScope** AVL System Operations & Maintenance Manual (version 0900-4521) ...

### [PDF] glidescope portable - Verathon

[www.verathon.com/assets/0900-1204-08-60.pdf](http://www.verathon.com/assets/0900-1204-08-60.pdf)

Oct 3, 2014 - Verathon® Customer Care in order to access the appropriate **GlideScope** Portable GVL System Operations & Maintenance Manual (version ...

### Verathon - Video Laryngoscopy and Bladder Scanning Equipment.

[verathon.com/](http://verathon.com/)

We are Verathon: The global leader in video laryngoscopy and bladder volume measurement devices.

### Images for GlideScope



→ More images for GlideScope

Report images

### Glidescope Intubation - YouTube



<https://www.youtube.com/watch?v=4VAMBJ2kc2Y>

Jun 5, 2012 - Uploaded by Hôpital Jean-Talon

<http://www.hospitalprocedures.org> Hospital Procedures Consultants **GlideScope** Intubation Hospitalist ...

### Medical Device Recalls > Verathon Inc. Recalls GlideScope Titanium ...

[www.fda.gov/MedicalDevices/Safety/ListofRecalls/ucm491325.htm](http://www.fda.gov/MedicalDevices/Safety/ListofRecalls/ucm491325.htm)