

636

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
November 8, 2012

**SUBJECT:** Approval of the Sole Source Purchase and Maintenance Agreement for the GlideScope GVL Cobalt System from Verathon Medical

**RECOMMENDED MOTION:** Move that the Board of Supervisors:

- 1) Authorize the Chairman of the Board to approve the Sole Source procurement of GlideScope GVL Cobalt System from Verathon Medical;
- 2) Authorize the Purchasing Agent to renew the maintenance agreement for up to three (3) additional years in 12-month increments, not to exceed \$13,842.00 annually, subject to 5% CPI price increase;
3. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to sign amendments that do not change the substantive terms of the agreement for up to 10 percent (10%) of the maximum contract amount.

(cont. on Page 2)

*Ellie Bennett For Doug Bagley*  
 Ellie Bennett, Chief Operating Officer  
 for Douglas D. Bagley, Hospital Director

<b>FINANCIAL DATA</b>	<b>Current F.Y. Total Cost:</b>	\$ 109,087.90	<b>In Current Year Budget:</b>	Yes
	<b>Current F.Y. Net County Cost:</b>	\$ 0	<b>Budget Adjustment:</b>	No
	<b>Annual Net County Cost FY:</b>	\$ 0	<b>For Fiscal Year:</b>	12/13
<b>SOURCE OF FUNDS: Enterprise Funds</b>			<b>Positions To Be Deleted Per A-30</b>	<input type="checkbox"/>
			<b>Requires 4/5 Vote</b>	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

APPROVE

BY: *Debra Cournoyer*  
 Debra Cournoyer

**County Executive Office Signature**

PURCHASING & FLEET SERVICES: *Robert Howdeshell*, Director  
 Departmental Concurrence

Consent     Policy  
 Consent     Policy

Dep't Recomm.:  
 Per Exec. Ofc.:

Prev. Agn. Ref.:

District: 5

Agenda Number:

3.21

**SUBJECT:** Approval of the Sole Source Purchase and Maintenance Agreement for the GlideScope GVL Cobalt System from Verathon Medical

**Page 2**

**BACKGROUND:**

The GlideScope is used to allow a real-time view of the airway and tube placement for the patient. The GlideScope is also used for difficult intubations. Approximately 80% of the intubations performed in the Hospital require the use of this product. RCRMC is currently using this product. It is the hospital standard for the Emergency Department and Operating Room and use will be expanded to other departments.

**PRICE REASONABLENESS:**

The sale price includes a 12-month warranty for the initial purchase. Vendor is providing a \$14,000.00 discount. The prices being offered are equal or less than pricing being offered to other government hospitals:

**FINANCIAL IMPACT:**

100% Hospital Enterprise Funds

**REVIEW/APPROVAL:**

County Counsel and County Purchasing

Date: November 8, 2012  
From: Douglas Bagley, Hospital Director, Riverside County Regional Medical Center  
To: Board of Supervisors  
Via: Purchasing Agent  
Subject: Sole Source Procurement; Request for: **GlideScope GVL and Annual Maintenance Agreement**

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

1. **Supply/Service being requested:** GlideScope GVL ®
2. **Supplier being requested:** Verathon Medical
3. **Alternative suppliers that can or might be able to provide supply/service:** None. This company is the Sole Manufacturer and Distributor of this item.
4. **Extent of market search conducted:** Internet/Market Research
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:**

**Designed for 1<sup>st</sup> Pass Success**

Designed for a wide variety of clinical settings and for patients from preterm to morbidly obese, GlideScope video laryngoscopes provide a consistently clear, real-time view of the airway and tube placement, enabling quick intubation. GlideScope video laryngoscopes come in both single use and reusable configurations.

- Ideal for difficult and unpredictable airways; convenient for routine airways
- Operational in seconds
- Consistently clear view with anti-fog mechanism to resist lens clouding and secretions
- Multiple sizes from preterm to morbidly obese
- Choice of single-use or reusable configurations to meet facility requirements
- Recording options help confirm tube placement and facilitate teaching
- Easy to use, learn, and teach

6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The GlideScope is used to allow a real-time view of the airway and tube placement for the patient. The GlideScope is also used for difficult intubations. Approximately 80% of the intubations performed in the Hospital require the use of this product. RCRMC is currently using this product. It is the hospital standard for the Emergency Department and Operating Room and use will expand to include other departments.

7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** The vendor has submitted a letter to the Buyer indicating they are the sole Manufacturer and Distributor for this product. The sale price includes a 12-month warranty for the initial purchase. Vendor is providing a \$14,000.00 Discount. The prices being offered are equal or greater than pricing being offered to other government hospitals:

- (7 units) GlideScope GVL Cobalt System – Mobile Stand Setup Portable Monitor, Cobalt 3-4 Video Baton – **\$10,820.00 per unit**
- (4 units) GlideScope GVL Cobalt 1-2 Video Baton – Pediatric Add-On Kit - **\$5,850.00 per unit**
- (1 unit) GlideScope AVL Cobalt System – Mobile Stand Setup Portable Monitor, Cobalt 3-4 Video Baton - **\$12,820.00 per unit**
- (8 units) GlideScope Universal Accessory Basket - **\$300.00 per unit**

**Price after discount and adding tax and shipping:**

**Total: \$109,087.90**

8. **Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain).** Yes. To furthermore, grant the Purchasing Agent the authority to renew the maintenance agreement for up to 3 additional years in 12-month increments, not to exceed \$13,842.00 on an annual basis, subject to a 5% CPI price increase.

9. **Period of Performance:** One time PO to purchase new equipment, annual maintenance renewal after 1 year.

Ellie Bennett 11/8/12  
 Department Head Signature Date

Purchasing Department Comments:

Approve                                  Approve with Condition/s                                  Disapprove

Not to exceed: \$ \_\_\_\_\_  One time                                   Annual Amount through 12-2016

M. Hendryskull 11/14/12 13-225  
 Purchasing Agent Date Approval Number  
 (Reference on Purchasing Documents)