

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: February 4, 2016

Re: Sole Source Certification Number **SS5013** for **GlideScope**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS5013** for **GlideScope**, please be advised that UMMC intends to award the purchase of the **GlideScope** to **Verathon, Inc.** as the sole source provider of the **GlideScope**.

UMMC issues this notice in accordance with Mississippi state law, policy, and procedures for sole source procurements.

Sole Source Criteria

1. Where the compatibility of equipment, accessories, or replacement parts is the paramount consideration (and manufacturer is the sole supplier).
2. Where a sole supplier's item is needed for trial use or testing.
3. Where a sole supplier's item is to be required when no other item will service the needs of UMMC.

Schedule

Task	Date
First Advertisement Date	February 4, 2016
Second Advertisement Date	February 11, 2016
Response Deadline from Objectors	February 18, 2016, at 3:00 p.m. Central Time

Project Details**1. Describe the commodity that the agency is seeking to procure:**

UMMC seeks to purchase GlideScopes from Verathon Inc because of the broad range of intubation possibilities this system provides, both for reusable and single use systems. UMMC also owns other Verathon GlideScopes and in the effort to maintain standard visual intubation equipment throughout the facility, wish to purchase additional equipment for continued growth, learning and training.

2. Explain why the commodity is the only one (1) that can meet the needs of the agency:

Verathon GlideScopes provide video intubation capabilities for patients ranging from 500 grams to the morbidly obese patient. For morbidly obese patients and those with micrognathia, GlideScope provides a faster, more efficient method of intubation over direct laryngoscopy, with less airway trauma.

Verathon has multiple patents including those for different angles that fit the laryngeal axis perfectly. The patented 60° angle curved blade is not available from any other manufacturer, allowing a difficult airway to be intubated more quickly and with less trauma. Patients who are morbidly obese routinely have very difficult airways and the ability to intubate with the 60° angled blade from Verathon allows for a smoother, quicker intubation, with less trauma and possible time without an airway. Also, the large, full-color monitor and video output provide real-time teaching throughout each intubation. Difficult intubations can also be recorded or snap-shot for future teaching within the institution. The unique features GlideScope provides promote quality patient care and assist with our teaching efforts.

3. Explain why the source is the only person or entity that can provide the required commodity:

Patent protection allows Verathon to be the sole provider of the unique qualities of the GlideScope system. They are not available from any other distributor. See supporting letter from **Verathon, Inc.**, Attachment A.

4. Explain why the amount to be expended for the commodity is reasonable:

The estimated amount to be expended is for the purchase of the GlideScopes and any disposable blades is \$175,000. This amount is within the expected price range for these products.

5. Describe the efforts that the agency went through to obtain the best possible price for the commodity:

Through market intelligence, UMMC was able to negotiate best pricing for these products. All applicable discounts were explored and applied.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the **GlideScopes** (hereafter, “Products”) should not be certified as a sole source should provide information in the Vendor Form for the State to use in determining whether or not to proceed with awarding the sole source to **Verathon, Inc.** The Vendor Form may be found at <http://www.dfa.state.ms.us/Purchasing/documents/ObjectiontoSoleSourceDetermination.pdf>.

Objections must include the certification in Attachment B.

Comments will be accepted at any time prior to Thursday, February 18, 2016, at 3:00 p.m. (Central Time) to solesource@umc.edu. Responses may be delivered via email to solesource@umc.edu. UMMC WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach UMMC on time. Responses received after the deadline and responses that lack all required information will be rejected. UMMC reserves the right to inspect Interested Party’s commodity for comparison purposes.


If you have any questions concerning the information above or if we can be of further assistance, please contact solesource@umc.edu.

Attachment A: Vendor Correspondence

Attachment B: Objection Certification

Attachment A

GlideScope® Product Line Sole Source Vendor Letter

 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	Document #	0900-1231-10-01	
	Title	GlideScope® Product Line Sole Source Vendor Letter	
	Refer to MasterControl for Electronic Approval Signatures; Author; and change history		
	Security	Public	Page 1 of 3

April 27, 2015

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	PGVL System	0270-0315, 0270-0317
GlideScope	GVL 5	0574-0030
GlideScope	GVL 4	0574-0001
GlideScope	GVL 3	0574-0007
GlideScope	PGVL Video Baton	0270-0382, 0270-0608
GlideScope	Ranger System Reusable	0270-0374, 0270-0414, 0270-0424, 0270-0414
GlideScope	Ranger GVL 3	0574-0029
GlideScope	Ranger GVL 4	0574-0018, 0574-0028
GlideScope	Ranger System Single Use	0270-0415, 0270-0604
GlideScope	Ranger Video Baton	0270-0420, 0270-0607, 0570-0198
GlideScope	AVL System	0270-0656, 0270-0658, 0270-0747, 0270-0749
GlideScope	AVL Video Baton	0270-0662, 0270-0663
GlideScope	AVL GVL 2	0574-0118
GlideScope	AVL GVL 3	0574-0115
GlideScope	AVL GVL 4	0574-0116
GlideScope	AVL GVL 5	0574-0117
GlideScope	AVL Direct Intubation Trainer	0574-0103
GlideScope	GVL Stats (All sizes and configurations)	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	0270-0681
GlideScope	Titanium System	0270-0817, 0270-0818, 0270-0819, 0270-0820, 0270-0858, 0270-0859
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, 0270-0861
GlideScope	LoPro S3 (SU)	0270-0769
GlideScope	LoPro S4 (SU)	0270-0770
GlideScope	Mac S3 (SU)	0270-0771
GlideScope	Mac S3 (SU)	0270-0772
GlideScope	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.

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5013
Accepted until February 18, 2016, at 3:00 p.m.**

I certify that the information contained in this objection is true and accurate to the best of my knowledge. I understand that UMMC will investigate all statements made in this objection and that any false or misleading information provided may result in adverse action.

Objector Name
Objector's title

Date