



DEPARTMENT OF PUBLIC SAFETY
HERNANDO COUNTY FIRE RESCUE

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TO: Purchasing / Contracts
FROM: Sean Moulton - Division Chief of Training
DATE: November 19, 2024
SUBJECT: Sole Source Justification Letter: GlideScope Video Laryngoscope System

This letter serves as a formal justification for Hernando County Fire Rescue (HCFR) to adopt the GlideScope Video Laryngoscope (GVL) system as the primary airway management device for our prehospital EMS operations. After an extensive evaluation process, including hands-on testing and comparison, the GVL has been identified as the most suitable solution for our needs.

Addressing a Significant Liability: Esophageal Intubation

Esophageal intubation is among the largest liabilities in prehospital EMS, with potentially life-threatening consequences for patients. Accurate visualization of the glottis is essential for minimizing this risk. The GlideScope's advanced video laryngoscopy system, featuring a hyper-angulated blade design, will significantly enhance our Paramedics ability to achieve proper tracheal intubation, even in challenging airway scenarios.

Hyper-angulated Blade Design: Advantage over other designs

The GlideScope system stands out from other video laryngoscopy systems due to its uniquely designed *hyper-angulated* blade. This feature facilitates better visualization of the glottis in patients with difficult airway anatomy, such as those with a high Mallampati score, restricted cervical spine movement, or obesity. All of these issues are common in prehospital emergency medical services. Compared to traditional or standard video laryngoscope blades used by GVL's competitors, the hyper-angulated design allows the Paramedic to more easily visualize a patient's glottic opening, minimizing the need for excessive manipulation of the airway.

During field testing and simulated scenarios, HCFR paramedics consistently reported that the GVL's hyper-angulated blade provided superior visualization and easier navigation of the endotracheal tube, even in anatomically complex or difficult airway cases. This feature is crucial in the prehospital setting, where environmental challenges and time constraints demand efficient and effective airway management tools.

Replacement of Discontinued King Vision System

HCFR's current video laryngoscopy system, the King Vision, is being discontinued, necessitating us to select and purchase a new system.

Enhanced Visualization and First-Attempt Success

Multiple studies have demonstrated that video laryngoscopy systems like the GlideScope improve first-attempt success rates in intubation, particularly in patients with difficult airway anatomy. The GlideScope's advanced camera technology and blade design work in tandem to deliver an unobstructed, high-definition view of the glottis, reducing the risk of failed intubation or esophageal intubation.

Compatibility with Neighboring EMS Systems

The GlideScope is the preferred video laryngoscope system for many of our neighboring EMS agencies, including Pasco County Fire Rescue and Bayflite air medical services. Aligning our equipment with these agencies ensures interoperability and consistency in airway management protocols, which is critical during mutual aid or inter-agency responses. This compatibility also supports shared training opportunities, allowing providers across agencies to develop and maintain proficiency with a standardized system.

Comprehensive Evaluation and Testing Process

HCFR conducted a thorough evaluation of available video laryngoscopy systems to identify the best fit for our operational needs:

- *FDIC Trade Show:* Our team evaluated a variety of video laryngoscopes at the Fire Department Instructors Conference (FDIC) in Indianapolis, gaining hands-on experience with multiple systems. The GlideScope consistently outperformed its competitors in terms of visualization, ease of use, and maneuverability.
- *Vendor Testing:* Several vendors provided systems for in-house testing, allowing our paramedics to assess performance under realistic conditions. Feedback from these trials overwhelmingly favored the GlideScope due to its blade design, image clarity, and ease of use.
- *Field Scenarios:* The GlideScope proves to be the most effective device in simulated and real-world scenarios, especially in cases of difficult airway management.

Long-Term Compatibility and Support

The GlideScope is a trusted and widely used device in both prehospital and clinical settings. The company has a strong presence in our field and there have been zero reports of supply chain issues. This is not the norm for our agency as we continually are faced with supply issues in the medical field. The ability to contact technical support in a timely manner is also very important to us and Glidescope appears to have established a great working relationship with its customers. This is verified by discussions I have personally had with current customers.

Conclusion

This is a topic we have thoroughly evaluated. The GVL provides the best clinical and operational advantages to our Paramedics. It is a superior product, and it will reduce our liability but mostly it will ensure we are providing the best level of care to the citizens and visitors of Hernando County. As a result, I strongly recommend us moving forward with the purchase.

I am free at anytime to answer questions and provide direct testimony to the superiority of this product. In closing, thank you for your consideration in improving the service we provide.

Sincerely,

Sean J. Moulton



CERTIFICATE OF SOLE-SOURCE SERVICE PROVIDER

May 15, 2024

RE: Verathon Warranty and Repair Services

To Whom It May Concern:

Please be advised that Verathon Inc. ("Verathon") is the sole manufacturer and distributor of certain video laryngoscopy Capital products sold under the brand name GlideScope[®], including Core, Titanium, GVM and related accessories ("Products"). Additionally, Verathon only authorizes its service center to perform warranty and repair services ("Services") in connection with such Products. Verathon does not disseminate circuit diagrams, component parts lists, descriptions, or other information required for repairing the Products.

Verathon's Premium Warranty Services include access to a loaner unit and free shipping, pursuant to the terms of the Services. These Services cover:

- Repair and/or replacement performed free of charge
- Free next-day loaner
- Free shipping

For further details, consult your local Verathon sales representative.

Sincerely,

A handwritten signature in black ink, appearing to read "Parimal Shah", is written over a horizontal rainbow-colored line.

Parimal Shah
Vice President & General Manager,
Visualization Business Unit



CERTIFICATE OF SOLE SOURCE PROVIDER

October 24, 2024

RE: Verathon Brand Name Products

To Whom It May Concern:

Verathon Inc. and Verathon Medical (Canada) U.L.C. (collectively, "Verathon") are the sole manufacturers of Verathon GlideScope® video laryngoscopy and bronchoscopy products and services, and are protected under one or more of the following United States patents:

USA	8,187,180
USA	8,529,442
USA	9,867,531
USA	10,820,792
USA	11,536,395
USA	11,800,971
USA	11,883,008
USA	11,957,319
Other US and Foreign Patents Pending	

The rights granted under the above-referenced patents, demonstrates Verathon's exclusive provider status for the following sole source products:

GlideScope	GVL Stats (single-use blades)	0270-0428, 0270-0429, 0270-0626, 0270-0628, 0270-0679, 0270-0709
GlideRite	Stylets	0270-0681, 0270-0916, 0270-1005, 0270-1093
GlideScope	Titanium Reusable Video Laryngoscopes	0574-0147, 0574-0148, 0574-0149, 0574-0150, 0574-0119
GlideScope	Spectrum Single Use Video Laryngoscopes	0270-0876, 0270-0877, 0270-0938, 0270-0939, 0270-0932, 0270-0933, 0270-0962, 0270-0966, 0270-0967, 0270-1087, 0270-1088, 0270-1089, 0270-1090, 0270-1091, 0270-1083, 0270-1084, 0270-1085, 0270-1086
GlideScope	Spectrum QuickConnect eco	0270-1142, 0270-1143, 0270-1144, 0270-1145, 0270-1146, 0270-1147, 0270-1148, 0270-1149, 0270-1150
GlideScope	QuickConnect Cable	0800-0603, 0270-0965, 0800-0682
GlideScope	Go Video Monitor	0570-0368

CERTIFICATE OF SOLE SOURCE PROVIDER

GlideScope	Go 2 Video Monitor	0270-1107, 0270-1102, 0270-1103
GlideScope	Go Accessories	0800-0566, 0800-0567, 0570-0372, 0570-0373, 0901-0182
GlideScope	Go 2 Accessories	0800-0683, 0800-0684, 0800-0662, 0800-0680, 0800-0681, 0901-0207
GlideScope	Video Baton 2.0 Large	0570-0398, 0270-0970
GlideScope	Video Baton QC Large	0570-0420, 0069-0081, 0069-0082
GlideScope	Core Video Monitors	0270-0996-FHD, 0270-1033-FHD
GlideScope	Core System, Single Use	0270-0986-FHD, 0270-1020-FHD, 0270-1055-FHD, 0270-1056-FHD, 0270-1057-FHD, 0270-1058-FHD; 0270-1098-FHD; 0270-1099-FHD
GlideScope	Core Multimodal System, Single Use	0270-0991-FHD, 0270-0995-FHD, 0270-1022-FHD, 0270-1030-FHD, 0270-1111-FHD, 0270-1112-FHD, 0270-1096-FHD, 0270-1097-FHD
GlideScope	Core System Reusable	0270-0987-FHD, 0270-1024-FHD, 0270-1011-FHD, 0270-1025-FHD
GlideScope	Core Workstation	0800-0636
GlideScope	Core Smart Cable	0800-0602
GlideScope	Core Cables	0800-0682, 0800-0604
GlideScope	Core Accessories	0810-0293, 0810-0294, 0400-0145, 0810-0289, 0069-0063, 0810-0267
GlideScope	BFlex Single Use Bronchoscope	0570-0447, 0570-0448, 0570-0449, 0570-0450

Verathon owns the trademark registrations for Verathon®, GlideScope®, GlideRite®, BFlex®, Spectrum® and GVL®, and is the sole source for products sold under these brand names.

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

Sincerely,

VERATHON INC.



Parimal Shah
 Vice President & General Manager,
 Visualization Business Unit