

CITY OF GRAND JUNCTION
SOLE SOURCE JUSTIFICATION FORM

SS-5274-23-KH

Date: June 29, 2023 Requested By: McIntire
 Department: Fire Division: EMS
 Vendor Name: Stryker Medical Net Cost Delivered: \$ 8,591.88

Provide G/L Account where funds are budgeted: 107-520-175.7900_07
 Project code, if applicable E2310-E231002

SOLE SOURCE JUSTIFICATION

(INITIAL ALL ENTRIES THAT APPLY)

Material/Service Description: McGrath Video Laryngoscope

1. MRM - The vendor is the original equipment supplier/manufacture and there are no regional distributors;
2. _____ - The product, equipment or service requested is clearly superior functionally to all other similar products, equipment or service available from another manufacturer or vendor;
3. MRM - The over-riding consideration for purchase is compatibility or conformity with City-owned equipment in which non-conformance would require the expenditure of additional funds;
4. _____ - No other equipment is available that shall meet the specialized needs of the department or perform the intended function;
5. _____ - Detailed justification is available which establishes beyond doubt that the Vendor is the only source practicably available to provide the item or service required;
6. _____ - Detailed justification is available which proves it is economically advantageous to use the product, equipment or service.

Attach Justification Memo and Pricing Documentation, then proceed with signatures below.
After Dept Head approval, forward to Purchasing.


Department Director Approval:

I recommend that competitive procurement be waived and that the service or material described herein be purchased as a sole source.

Signed:  7/5/2023
DocuSigned by: 86AC282FAC8440A Department Head Signature Date

Purchasing Approval:

Based on the above and attached documents, I have determined this to be a sole source with no other vendor practicably available.

Signed:  7/5/2023
DocuSigned by: 09BA36D53ED04B7... Purchasing Manager Signature Date

Final Authorization

City Manager Approval Required (\$25K to \$50K) yes / no

Signed: _____, _____
 City Manager Signature Date

City Council Approval Required (over \$50K) yes / no



Memorandum

To: Jay Valentine

From: Mark McIntire, EMS Chief

Date: June 29, 2023

Subject: Sole Source Justification for Stryker McGrath Video Laryngoscope

In 2013, the department decided to purchase a video laryngoscope to assist with difficult endotracheal intubations. At that time, numerous brands were evaluated. The clear department choice was the McGrath Video Laryngoscope. Since that time, the department has purchased 14 other laryngoscopes that are on every ambulance in our fleet and also on our medical supervisor vehicle. We have had minimal problems with the units, the company is quick to address issues and our crews use them on a regular basis without problems.

While there are other units on the market currently, the purchase of a new brand of video laryngoscope would require department wide re-training. The bigger issue with purchasing a new brand of video laryngoscope would be the potential to cause issues on emergency scenes. Endotracheal intubation is a stressful procedure and these units are used on the most difficult of intubations. Having two different brands of video laryngoscopes would add the complication of the user having to know the operation of two different models of scope which could cause confusion and has the high likelihood of causing issues with patient care.

For this reason, we would like to enter a sole source with Stryker Medical for their McGrath Video Laryngoscope.

**McGrath**

Quote Number: 10721614

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Version: 1

Prepared For: GRAND JUNCTION FIRE DEPT

Rep:

Nikki Kroner

Attn:

Email:

nikki.kroner@stryker.com

Phone Number:

Quote Date: 06/26/2023

Expiration Date: 09/24/2023

Delivery Address

Name: GRAND JUNCTION FIRE DEPT

Account #: 1169224

Address: 625 UTE AVE

GRAND JUNCTION

Colorado 81501-7720

End User - Shipping - Billing

Name: GRAND JUNCTION FIRE DEPT

Account #: 1169224

Address: 625 UTE AVE

GRAND JUNCTION

Colorado 81501-7720

Bill To Account

Name: GRAND JUNCTION FIRE DEPT

Account #: 1169224

Address: 625 UTE AVE

GRAND JUNCTION

Colorado 81501-7720

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	301-000-000	LARYNGOSCOPE, VIDEO, MCGRATH MAC A03	3	\$2,800.00	\$8,400.00
2.0	340-000-000	LARYNGOSCOPE, BATTERY, MCGRATH 3.6V GRAY	3	\$63.96	\$191.88
Equipment Total:					\$8,591.88

Price Totals:

Estimated Sales Tax (0.000%): \$0.00

Freight/Shipping: \$112.68

Grand Total: \$8,704.56

Prices: In effect for 30 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

Capital Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.