

**JUSTIFICATION FOR SINGLE SOURCE AWARDS IAW FAR 13.106-1  
(OVER MICRO-PURCHASE THRESHOLD(\$3K) BUT NOT EXCEEDING THE SAT (\$150K))**

IAW FAR13.104, COs must promote competition to the maximum extent practicable to obtain supplies and services from the source whose offer is the most advantageous to the Government, considering the administrative cost of the purchase. When competition is not practicable, IAW FAR13.106-1(b), COs solicit from a single source for purchases not exceeding the simplified acquisition threshold. COs may solicit from one source if the CO determines that the circumstances of the contract action deem only one source reasonably available (e.g., urgency, exclusive licensing agreements, brand-name or industrial mobilization). IAW FAR13.106-3(b)(3), COs are required to include additional statements **explaining the absence of competition** (see 13.106-1 for brand name purchases) if only one source is solicited and the acquisition does not exceed the simplified acquisition threshold (does not apply to an acquisition of utility services available from only one source) or supporting the award decision if other than price-related factors were considered in selecting the supplier. This template when completed can be used to document single source awards IAW FAR13.106-3(b)(3). Note: Statements such as "only known source" or "only source which can meet the required delivery date" are inadequate to support a sole source purchase.

**1. PURCHASE REQUEST OR REQUISITION NUMBER:**  
646-15-2-233-0052 and 646-15-3-033-0064

**1A. PROJECT/TASK  
NUMBER** None

**1B. ESTIMATED AMOUNT:**  
\$85,838

**2. BRIEF DESCRIPTION OF SUPPLIES OR SERVICES REQUIRED AND THE INTENDED USE:**

Verathon Medical Titanium Glidescopes/System and Blades.

**3. UNIQUE CHARACTERISTICS THAT LIMIT AVAILABILITY TO ONLY ONE SOURCE, WITH THE REASON NO OTHER SUPPLIES OR SERVICES CAN BE USED:**

The following features are unique to the Verathon Medical items being purchased, and not all available in another manufacturer's similar product.

**GlideScope Titanium System (part# 0270-0817) (monitor):**

- 1.) **An integrated training video** – this 3-4 minute tutorial is available on the monitor with a hit of button. Convenience to new Critical Care physicians getting acquainted to the System for the first time.
- 2.) **An integrated Video Recording button which transfers recorded video to a USB thumb drive** – There is a USB port to plug in your own USB thumb drive to record and take with you for documentation.
- 3.) **An integrated new "Snap Shot" button to capture digital still pictures of the airway** – this image is also transferred to a USB thumb drive.
- 4.) **A built-in "Quick Release" latch on backside of monitor** – Very convenient in the event of a sudden emergent airway the Critical Care physician can release the monitor from the mobile stand and quickly get to the patient's bedside to manage the emergent airway.
- 5.) **A VERY IMPORTANT FEATURE/BENEFIT - This Titanium monitor & equipment is compatible with the Critical Care dept's existing GlideScope System.** - Therefore a huge benefit for familiarity and/or standardization of equipment in the Critical Care dept.

**GlideScope Titanium Lo-Pro T3 (part# 0574-0147) and T4 (part# 0574-0148) video blades:**

- 1.) **A patented 60 degree blade angulation with a 32 degree video camera setting on the blade** – This is a clinically proven engineering design that takes a Grade 3 or 4 airway down to a Grade 1 or 2 airway view. Which is crucial to help the Critical Care physicians manage the patient's difficult airway.
- 2.) **The Lo-Pro T4 video blade has a slim blade 10mm size (profile height)** – This profile size is extremely valuable to managing endotracheal tube placement in the Critical Care patients with limited mouth

opening. This is also a very important feature for checking endotracheal tube placement after the initial intubation. The Critical Care physicians can continually monitor the already placed endotracheal tube in a patient's airway who is prone to extubate themselves.

- 3.) **The Lo-Pro T3 video blade has a slim blade 10.5mm size (profile height)** – This profile size is extremely valuable to managing endotracheal tube placement in the Critical Care patients with limited mouth opening. This is also a very important feature for checking endotracheal tube placement after the initial intubation. The Critical Care physicians can continually monitor the already placed endotracheal tube in a patient's airway who is prone to extubate themselves.
- 4.) **NO cap required over video port when sent away for cleaning/sterilization** – Because Critical Care dept's do NOT have their own Sterile Processing machines on the Critical Care Unit, they need to send their equipment off to a Sterile Processing Unit elsewhere within the hospital. The less instruction that needs to be given for this process of video blades the better so the equipment does not get damaged.
- 5.) **The video blades are constructed of Titanium metal** – extremely durable and lightweight.
- 6.) **These video blades are compatible with the Critical Care depts existing GlideScope System.**
- 7.) **A VERY IMPORTANT FEATURE/BENEFIT - These Titanium video blades compatible with the Critical Care dept's existing GlideScope System.** - This a huge benefit for familiarity and/or standardization of equipment in the Critical Care dept.

**GlideScope Titanium Mac T3 (part# 0574-0149) and Mac T4 (part# 0574-0150) video blades:**

- 1.) **The Mac T3 and T4 video blade has a slim blade 9.6mm size (profile height)** – This profile size is extremely valuable to managing endotracheal tube placement in the Critical Care patients with limited mouth opening. This is also a very important feature for checking endotracheal tube placement after the initial intubation. The Critical Care physicians can continually monitor the already placed endotracheal tube in a patient's airway who is prone to extubate themselves. Lastly – and importantly – the Mac T3 and Mac T4 video blades can be used for teaching Direct Laryngoscopy (essential skill in airway management) to new physicians learning both Direct & Indirect Video Laryngoscopy.
- 2.) **NO cap required over video port when sent away for cleaning/sterilization** – Because Critical Care dept's do NOT have their own Sterile Processing machines on the Critical Care Unit, they need to send their equipment off to a Sterile Processing Unit elsewhere within the hospital. The less instruction that needs to be given for this process of video blades the better so the equipment does not get damaged
- 3.) **The video blades are constructed of Titanium metal** – extremely durable and lightweight
- 4.) **A VERY IMPORTANT FEATURE/BENEFIT - These Titanium video blades are compatible with the Critical Care dept's existing GlideScope System.** - This a huge benefit for familiarity and/or standardization of equipment in the Critical Care dept.

**GlideScope Titanium Video Cable (part#: 0600-0616):**

- 1.) **The Titanium Video Cable is only compatible with our GlideScope equipment** – The Critical Care dept would use this to plug-in any one of their 4 GlideScope video blades (described above – LoPro T3, LoPro T4, Mac T3, Mac T4) into their GlideScope Video Monitor.

**GlideScope Titanium Smart Cable (part#: 0800-0531):**

- 1.) **The Titanium Smart Cable is only compatible with our GlideScope equipment** – The Critical Care dept would use this to plug-in 4 different disposable video blade sizes. This is extremely valuable should they need to manage an airway and their other reusable blades are out of the Critical Care dept being cleaned/Sterilized.

**GlideScope Universal Accessory Basket (part# 0810-0201):**

- 1.) **The GlideScope basket is designed to fit on the GlideScope mobile stand (which holds the monitor, blades, etc).** However this Basket would also be able to fit on other equipment within the hospital as well.

**4. REASON THAT SUGGESTED SOURCE IS THE ONLY SOURCE, WHICH CAN PROVIDE THE SUPPLIES OR SERVICES:**

According to Verathon Medical, who is the manufacturer of the needed items, there are only two sources to purchase these items from, of which one is themselves, and one authorized re-seller Metro Medical, and that Metro Medical is not their exclusive re-seller, and that Verathon Medical can still quote and accept contracts for the needed items.

**5. DESCRIPTION OF MARKET RESEARCH CONDUCTED AND RESULTS OR STATEMENT WHY IT WAS NOT CONDUCTED:**

An email was obtained from Verathon Medical that confirmed the unique features of these products that are not available in another company's similar product.

An email was obtained from Verathon Medical, that confirmed that they and Metro Medical were the only two sources to purchase the items from.

An email was obtained from Verathon Medical that confirmed neither they or any other company has a FSS Contract to sell these Verathon items.

A Query of Google, using the words Verathon Glidescope, did not reveal any other source, other than Verathon Medical.

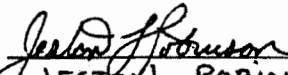
A Query of GSA Advantage using the words Verathon Glidescope, did not reveal any sources on the FSS for these items.

A Solicitation (Request for Quote) will be posted to Fedbizopps for 3-5 days.

The Contracting Officer verified that current Verathon Medical pricing for the needed items, is the same or comparable to what the VA paid for the same and similar Verathon Medical Glidescope products, under previous VA Contract# VA244-14-C-0419, indicating the current pricing is fair and reasonable.

Chapter VI: Other Than Full and Open Competition (OFOC) SOP  
Attachment 4: Single Source Justification for SAP under \$150K

**5. Requirements Certification:** *Purchase is approved in accordance with FAR13.106-1(b). I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.*

Signature:   
Name: JESTON ROBINSON  
Title: Business Manager, Critical Care  
Facility: 1646 VA Pittsburgh

Date: 4-22-15

**6. Contracting Officer's Certification:** *Purchase is approved in accordance with FAR13.106-1(b). I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.*

**ronald.mazzei@va.gov**

Digitally signed by ronald.mazzei@va.gov

DN: cn=ronald.mazzei@va.gov

Date: 2015.04.22 10:19:59 -04'00'

Signature: \_\_\_\_\_  
Name: Ronald Mazzei  
Title: Contract Specialist  
Facility: H.J. Heinz

Date: 4/22/2015

**7. Director of Contracting/Designee:** *Purchase is approved in accordance with FAR13.106-1(b). I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.*

**MICHAEL J. LAMB 185715**

Digitally signed by MICHAEL J. LAMB 185715

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0.9.2342.19200300.100.1.1=michael.lamb3@va.gov, cn=MICHAEL J. LAMB 185715

Date: 2015.04.22 10:25:27 -04'00'

Signature: \_\_\_\_\_  
Name: Michael J. Lamb  
Title: Supervisory Contract Specialist  
Facility: NC04, H.J. Heinz

Date: 4/22/2015