

Johnson County
Ambulance District
500 E. Young Ave.
Warrensburg, Mo 64093
Office: 660.747.5735



Dustin Gamblin
EMS Chief
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Capital Expenditure Approval

Video Laryngoscope

Background

Effective airway management is a critical component of advanced life support care that our crews provide on a daily basis. Video laryngoscopy has become the gold standard in pre-hospital medicine as it improves first attempt success rates, reduces complications, and ultimately improves patient safety during advanced airway procedures.

Our crews currently utilize a direct visualization laryngoscopy method to place advanced airways. The visualization can be limited by patient anatomy, provider positioning, and environmental conditions. The addition of video laryngoscopy provides improved visualization of the airway features and allows for more consistent performance.

Evaluation

We conducted an evaluation of several video laryngoscope manufacturers, including McGrath, King Vision, and GlideScope, considering factors such as clinical performance, ease of use, blade options, and total cost of ownership. Based on this assessment, the GlideScope Go 2 was identified as the preferred option. Its EMS friendly design, clear color display, and availability of multiple disposable blade options make it well-suited for prehospital use. Additionally, the GlideScope Go 2 supports video recording and still photo capture, enhancing confirmation and quality improvement processes. It delivers reliable performance at a reasonable total cost, representing strong overall value.

Financial Impact

Total Purchase cost: \$37,083.54

Included: 14 GlideScope Go 2 devices, 14 carrying cases, and the initial disposable blade stock.

Funding Source: Capital Equipment Fund

Current Capital Budget: \$38,000.00

Ongoing Cost: Disposable blades and routine maintenance will be funded within the existing operating budget.

Recommendation

I recommended the purchase of 14 GlideScope Go 2 devices, cases and other associated supplies utilizing the Capital Equipment Fund for \$37,083.54.



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|-----|---|-----------------|-----------|
| To: | Johnson County Ambulance District (JCAD) | Account Number | 80066138 |
| | 500 East Young Avenue | Quote Number | 00352913 |
| | Warrensburg, MO 64093 | Created Date | 1/5/2026 |
| | Name: Ben Minks | Expiration Date | 3/27/2026 |
| | Phone: +16607475735 | | |
| | Email: bminks@jocoamb.com | | |

To prevent delays, please do ensure the PO matches this quotation and includes the quotation number when ordering.

Please Email or Fax Purchase Order to:

Courtney Blake

courtney.blake@verathon.com

Phone: (816) 830-6258

| Quantity | Product | Product Code | Sales Price | Discount Amount | Upgrade Value | Total Price |
|----------|---|--------------|--------------|-----------------|----------------|---------------|
| 14.00 | GlideScope Go 2 Monitor Kit | 0270-1107 | USD 3,400.00 | | USD -19,600.00 | USD 28,000.00 |
| 14.00 | Carrying Case Kit, Go 2 Large | 0800-0683 | USD 155.00 | USD -130.20 | | USD 2,039.80 |
| 1.00 | GS Spectrum QC eco, Hyperangle S1, NS, BOX-10 | 0270-1142 | USD 550.00 | USD -33.00 | | USD 517.00 |
| 2.00 | GS Spectrum QC eco, Hyperangle S2, NS, BOX-10 | 0270-1143 | USD 550.00 | USD -33.00 | | USD 1,067.00 |
| 2.00 | GS Spectrum QC eco, Hyperangle S2.5, NS, BOX-10 | 0270-1144 | USD 550.00 | USD -33.00 | | USD 1,067.00 |
| 3.00 | GS Spectrum QC eco, Hyperangle S3, NS, BOX-10 | 0270-1145 | USD 440.00 | USD -79.20 | | USD 1,240.80 |
| 3.00 | GS Spectrum QC eco, Hyperangle S4, NS, BOX-10 | 0270-1146 | USD 440.00 | USD -79.20 | | USD 1,240.80 |
| 1.00 | GlideRite SU Stylet (Sm) Pk 10 | 0270-0916 | USD 73.00 | USD -4.38 | | USD 68.62 |
| 2.00 | GlideRite SU Stylet (Medium) Pk/10 | 0270-1093 | USD 126.00 | USD -15.12 | | USD 236.88 |
| 6.00 | GlideRite SU Stylet (Lg) Pk/10 | 0270-1005 | USD 126.00 | USD -45.36 | | USD 710.64 |

Subtotal

USD 56,241.00

Discount Amount

USD 20,052.46

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If applicable, taxes will be included on your invoice, Please do not pay from quote.

Verathon Medical Corporate Headquarters
20001 North Creek Parkway
Bothell WA, 98011

Unless otherwise expressly agreed in writing signed by the parties, Verathon's [Standard Terms and Conditions](#) shall apply to all sales, offers, quotes, and/or contracts.

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|-------------|---------------|
| Sales Price | USD 36,188.54 |
| Service | FedEx Ground® |
| Freight | USD 895.00 |
| <hr/> | |
| Grand Total | USD 37,083.54 |

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