

SJVIA Mobile Mammography Vendor Comparison

Three mobile mammography screening companies were compared to recommend a vendor for providing onsite mammography screenings for SJVIA members.

It is recommended that Lifesaving Images be selected as the mobile mammography vendor for the following reasons:

- State-of-Art Technology and Mobile Screening Busses (Digital vs. Analog)
- No deposit
- No travel fees
- No minimum participant requirements
- Capability to bill through insurance carrier directly
- Price competitive with other vendors and screenings conducted in traditional clinic settings
- Local company with a presence in Fresno County
- Endorsed by Susan G. Komen Foundation

Vendor Comparison Details

	Pacific Coast	Alinea	Lifesaving Images
Deposit	50% deposit due 30 days prior to first event	\$500 due 21 days prior to first event	None
Cost Per Participant	\$95 per exam, billed to SJVIA	\$150 per exam, billed through insurance	\$150 per exam billed through insurance
Minimum Participants Per Event	30 exams per event	25 exams per event, \$125 charged for each no-show below the 25 exam minimum	None
Travel Fees	None disclosed	Passed through at 100%, \$300 a day, including travel days, for 1 tech/1 assistant	None
Digital or Analog	Analog	Digital	Digital

Estimated Costs Based on 400 Screenings*

	Pacific Coast	Alinea	Lifesaving Images
Estimated Costs	\$38,000 screening fees	\$60,000 screening fees \$2,700 est. travel fees Additional fees may be charged for not meeting participant minimums.	\$60,000 screenings fees
Billing Method	Invoice sent directly to SJVIA	Screening fees billed through insurance as direct claims. Travel fees billed to SJVIA.	Screening fees billed through insurance as direct claims.

*In 2016, 347 mammogram screenings were performed onsite at SJVIA member facilities.

Digital vs. Analog Screening Mammography

Introduction

Mammograms are X-ray images of the breast. The images can be captured on film or stored directly onto a computer (digital). Most centers now use digital mammography.

Digital Mammography Pros:

- The Digital Detector provides a crisp image with no limitations on breast size. This makes it superior to film mammography.
- It detects cancer cells earlier than analog mammography.
- It works beautifully with Computer-Aided Detection (CAD) devices.
- Images can be transferred electronically to a central location for diagnosis.

Digital Mammography Cons:

- Digital Mammography is significantly more expensive.

Analog Mammography with CR Pros:

- It's much less expensive than Digital Mammography and still provides a digital image.

Analog Mammography Cons:

- The image is far inferior to digital mammography.
- Since Analog Mammography still uses film, the film must be removed and inserted into a CR reader. As a result, it takes longer to receive the image.
- Because there are two systems working together, if something breaks on either system, the entire process will be “down.” You won't be able to convert the analog image to digital.
- Picture archiving and communications system (PACS) capabilities are more difficult.

Recommendation

Based on the increased accuracy and image manipulation capabilities, Keenan recommends the use of digital mammography, and feels that the benefits to the patients outweigh the higher cost.

Sources:

Atlantis Worldwide, [Analog or Digital Mammography Equipment: Which is Right for You](#)

Susan G. Komen, [Digital vs. Film Screening Mammography](#)