

## 2018/2019 SJVIA Mobile Mammography Vendor Comparison

Two mobile mammography screening companies were compared for providing onsite mammography screenings for SJVIA members.

### Vendor Comparison Overview

	Pacific Coast Medical Services (PCMS)	Life Saving Images (LSI)
<b>Cost Per Participant</b>	\$125 per exam, billed directly to SJVIA	\$137 per exam, billed through Anthem to SJVIA
<b>Digital or Analog</b>	Digital	Digital
<b>Deposit</b>	50% deposit due 30 days prior to first event	None
<b>Travel Fees</b>	None	None
<b>Minimum Participants Per Event</b>	Must guaranteed 30 exams per event	No minimum
<b>Other Stipulations</b>	Must hold events 5 days in a row	None
<b>Set-Up Needs</b>	Room required at each location	Five parking spaces to park screening van
<b>Scheduling</b>	PCMS does not handle any scheduling	LSI handles all scheduling

### Recommendation

While Pacific Coast Medical Services offers a lower per exam price, the cost savings cannot be guaranteed to SJVIA. If the 30-exam minimum isn't met for a screening event, SJVIA would be responsible for paying for the unused screening. During FY 2018, all the SJVIA Mobile Mammography events screened fewer than 30 women.

Life Saving Images offers a more flexible and comprehensive service by:

- managing the scheduling process on behalf of the organization, include sending reminder emails,
- scheduling screening dates at the discretion of each organization,
- not setting any minimum screening requirements or requiring upfront deposits, and
- offering the screenings in the convenience of the mobile unit parked outside the facility.

For these reasons, it is recommended that SJVIA partner with Life Saving Images to provide Mobile Mammography Screenings in FY 2019.

**Pros and Cons of each vendor:**

**Pacific Coast Medical Services**

Pros	Cons
<ul style="list-style-type: none"> <li>Each exam is priced less than LSI</li> </ul>	<ul style="list-style-type: none"> <li>SJVIA must pay for unused screenings if the 30-exam minimum isn't met at any event</li> <li>Organizations would have to manage scheduling internally</li> <li>Organizations would not be able to hold a stand-alone screening event at health fair, as vendor requires screenings held five days in a row</li> <li>Organizations would need to secure rooms at each of the locations to hold the screenings</li> </ul>

**Life Saving Images**

Pros	Cons
<ul style="list-style-type: none"> <li>SJVIA would not have to manage billing or payment of deposits, Anthem billed directly</li> <li>LSI handles all scheduling</li> <li>Organizations could schedule screening dates at their complete discretion</li> <li>Convenient screening bus can be parked outside any facility with at least five empty parking spaces</li> </ul>	<ul style="list-style-type: none"> <li>Each exam is priced higher than PCMS</li> </ul>