



BOARD OF DIRECTORS

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**Meeting Location:
County of Fresno
Board of Supervisors Chambers
2281 Tulare Street, #301
Fresno, CA 93721**

AGENDA DATE: July 23, 2021

ITEM NUMBER: Item 13

SUBJECT: Receive Consultant's Report on the SJVIA Mammography Vendor Marketing, Approve SJVIA Staff Recommendation to Enter into Agreements with Two Vendors to Provide Mammography Services, and Authorize President to Execute Agreements (A)

REQUEST(S): Receive report on mammography vendor marketing and authorize President to executive agreements with Alinea Medical Imaging and Pacific Coast Medical Services.

DESCRIPTION:

On behalf of the SJVIA, Keenan conducted a marketing for vendors to provide mammography screening services to SJVIA participating entities.

Proposals were solicited and received from two mobile mammography screening companies, Alinea Medical Imaging and Pacific Coast Medial Services. Due to significant and continuous service and equipment issues, the incumbent vendor, Life Saving Images, was not considered as a vendor.

Pacific Coast Medical Services has been used in the past (2016), but at the time, they did not have digital screening technology. They now offer updated technology to perform digital screenings.

Alinea Imaging has a mobile bus based in the Fresno area that can provide screenings, similar to how Life Saving Images offered their screenings. Their screening equipment is a hybrid unit, which means the mammography unit can also be removed and placed in a room if requested.

A more detailed analysis of each vendor's capabilities and requirements is included in the attachment.

AGENDA: San Joaquin Valley Insurance Authority

DATE: July 23, 2021

Following Keenan and staff review, the analysis indicates that both vendors would provide excellent mobile mammography services for both Counties. The recommendation is to establish agreements with both Alinea Medical Imaging and Pacific Coast Medical Services under the SJVIA. This will provide flexibility for the County of Fresno and the County of Tulare to choose the vendor that best suits their specific requirements. Of note, Alinea Medical Imaging carries lower limits of commercial general liability insurance (not less than one million dollars per occurrence; three million dollars annual aggregate) than the SJVIA requested limits of not less than two million dollars and four million dollars, respectively.

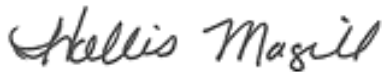
FISCAL IMPACT/FINANCING:

Alinea Medical Imaging: \$150 per exam billed through Anthem Insurance with a guarantee of 25 exams per day.

Pacific Coast Medical Services: \$175 per exam billed through Anthem insurance with a guarantee of 25 exams per day.

The SJVIA will be billed for other exams if appointments do not meet the vendors' daily minimums of 25 exams per day.

ADMINISTRATIVE SIGN-OFF:



Hollis Magill
SJVIA Manager



Lupe Garza
SJVIA Assistant Manager