

2021 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	Alinea Medical Imaging
Cost Per Participant	<ul style="list-style-type: none"> Billed through Anthem insurance at \$175. Mammography Services are considered a “Well Check” through Anthem/Blue Cross. The exam would be covered 100% with no-cost to the employees. Prior to service, member insurance card must be provided for the Anthem PPO and EPO plans to verify benefits. 	<ul style="list-style-type: none"> \$150 per exam with a guarantee of 25 exams per day billed through Anthem insurance. Can bill Anthem PPO and EPO insurance (Alinea has talked with Alaina Mattox from Anthem and are confident they can bill for the Anthem EPO plan).
Digital or Analog	<ul style="list-style-type: none"> Digital 	<ul style="list-style-type: none"> Digital
Mobile Coach Bus	<ul style="list-style-type: none"> No coach/bus; Portable mammography unit that can be placed in a room. Need a conference room-type room to provide the service. 	<ul style="list-style-type: none"> Mobile Coach/Bus is a hybrid unit, which means the mammography unit can be removed and placed in a room, if requested. Private room for removable portable unit requires two power outlets, must be a 10’ x10’ space, and have a desk outside the room for the check-in process. The entry door must be 32” wide (wheelchair accessible). Have 2 mobile units that travel throughout central and northern California. Bus runs on a generator, so it is self-sustained. The Bus and Alinea Imaging will work in all weather conditions (extreme heat and cold weather). Not able to accommodate wheelchair-bound patients on the bus. Waiting Area – They can provide a canopy and chairs for patients that are waiting to be screened.

		<ul style="list-style-type: none"> There are only 4 people maximum in the bus at any given time, which consists of the tech, tech assistant, woman being screened, and one woman waiting (the waiting area is separate from the screening area).
Minimum Participants Per Event	<ul style="list-style-type: none"> Must guarantee 25 exams per event. \$175 charged to SJVIA for each no-show below the 25-exam minimum. 	<ul style="list-style-type: none"> Must guarantee 25 exams per day. \$150 charged to SJVIA for each no-show below the 25-exam minimum.
Deposit	<ul style="list-style-type: none"> No deposit fees ahead of time, but there are some reschedule and cancellation policies, which have been outlined in the contracts. 	<ul style="list-style-type: none"> No deposit fees ahead of time, but there are some reschedule and cancellation policies, which have been outlined in the contracts.
Travel Fees	<ul style="list-style-type: none"> None Travel fees are included in the price. 	<ul style="list-style-type: none"> None No travel fees for Fresno Coach/Bus to come to County of Fresno and County of Tulare as the Coach/Bus is based in the Fresno area.
Other Stipulations	<ul style="list-style-type: none"> 3-5 days in a row is preferred. Prefers to schedule 2 months (60 days) out. Exam dates that are cancelled or rescheduled by the Participating Entity at least 30 days prior to the event shall not incur cancellation charges. Exam dates that are cancelled or rescheduled by the Participating Entity within 15-29 days of the event will incur a cancellation charge of 25% of the total fee for the exam date. If exam dates are rescheduled at least 15 days prior to the event, the 25% cancellation fee will be waived. Exam dates that are cancelled or rescheduled by the Participating Entity within 14 days of the exam date will incur a cancellation charge of 50% of the total fee for the exam date. If exam dates are rescheduled 14 days or less prior to the event, the 50% cancellation fee will be waived and the SJVIA will 	<ul style="list-style-type: none"> Prefers to have consecutive days but can accommodate days in different weeks. Prefers to schedule 2 months (60 days) out. Exam dates that are cancelled or rescheduled by the Participating Entity at least 30 days prior to the event shall not incur cancellation charges. Exam dates that are cancelled or rescheduled by the Participating Entity within 15-29 days of the event will incur a cancellation charge of 25% of the total fee for the exam date. If exam dates are rescheduled at least 15 days prior to the event, the 25% cancellation fee will be waived. Exam dates that are cancelled or rescheduled by the Participating Entity within 14 days of the exam date will incur a cancellation charge of 50% of the total fee for the exam date. If exam dates are rescheduled 14 days or less

	<p>be billed 25% of the total fee to cover the Contractor’s cost to reschedule.</p>	<p>prior to the event, the 50% cancellation fee will be waived and the SJVIA will be billed 25% of the total fee to cover the Contractor’s cost to reschedule.</p>
<p>Set-Up Needs</p>	<ul style="list-style-type: none"> • Room required at each location. • A PCMS rep will complete a site visit prior to the events. • Set up time is 1½ hours before the event time. 	<ul style="list-style-type: none"> • 8-10 parking spaces to park screening van. • Set up time is an hour before the event time; enough time to arrive, set up, and warm up the equipment. • Need to make sure that a County representative is there an hour before the event. • Request a County contact with a cell phone number that they can contact.
<p>Scheduling</p>	<ul style="list-style-type: none"> • PCMS says they can handle scheduling if requested. • Has a risk system portal (RIS) that can schedule appointments. • PCMS will be using a Google Drive program (Google Form – see example) to obtain the pertinent patient information needed to schedule exams in their RIS system. • In years past, both counties have handled the scheduling. The counties may continue with that format if they wish; however, the price per exam will remain the same. • 15 minutes per exam is a good flow for scheduling. 	<ul style="list-style-type: none"> • Age requirement is usually 40 and older for an annual exam, as recommended by the American College of Radiology and Cancer Society. • Between 35 and 40, then can have an exam with a consent form. • If they are under 35, they need to sign a consent form, and must be symptom free, not pregnant, and not nursing for 3 months and will be consulted with the Radiologist, not an automatic yes. • Screenings can be booked directly with Alinea through their scheduling system. • Alinea will create a flyer/link for the event(s) for employee distribution. • Employees click on link for direct scheduling and to input their Anthem I.D. • Alinea will work with employees to confirm appointments. • Alinea can send out reminder emails to participants 3-4 days in advance if requested (not normally done). • Alinea will verify insurance eligibility in advance of the event. • Same-day walk ins are accommodated as long as I.D. and insurance card are presented; eligibility will be verified.

		<ul style="list-style-type: none"> • Can see patients every 10 minutes; Screening time is about 7 minutes and takes a few minutes to clean. • The Counties may to do their own scheduling; however, pricing will remain the same.
Reporting	<ul style="list-style-type: none"> • Aggregate outcome reports are available per SJVIA request. 	<ul style="list-style-type: none"> • Aggregate outcome reports are available per SJVIA request.
Screening for men	<ul style="list-style-type: none"> • Do not screen men. • Mammogram screenings for males is considered a diagnostic procedure and should be performed in an Imaging Center. 	<ul style="list-style-type: none"> • Do not screen men. • Typically for men, a diagnosis is required due to image quality is not as easy to read.
Unit Failure	<ul style="list-style-type: none"> • Unit has not failed and is not expected to do so. • Software may fail; however, there is remote support for quick resolution. • Haven't had a failure of the system. Could implement a backup system. 	<ul style="list-style-type: none"> • The coach in Fresno has a low failure rate. • If the coach fails, then they would need to shift to a new time or reschedule the event entirely. Or, as an option, have a private room reserved at the building where the screenings are taking place and, if there is an issue with the bus, the imaging equipment can be moved to that room to continue the screenings. • If a day before it is known that the coach has failed, then another coach will be deployed (at no additional cost/no travel fees) or a portable unit will be used. • There is always a chance of equipment failure and mechanical issue, but Alinea does their best to avoid canceling any events. • Callback rate is 8% - this is where the image is not able to be read, and they must get the patient to come back.
COVID-19 Guidelines	<ul style="list-style-type: none"> • Patient safety is 100% priority. • Staff are currently using full PPE kits to include (gowns, gloves, masks). • This includes fully sanitizing all equipment between patients. 	<ul style="list-style-type: none"> • Staff members wear PPE and wash or sanitize their hands between every patient. • Staff members clean equipment between every patient. • Do not allow staff or patients who have symptoms into facilities.

Pros and Cons of each vendor:

Alinea Medical Imaging

Pros	Cons
<ul style="list-style-type: none"> • Vendor has a mobile coach/bus for screenings, which makes it very convenient for booking and scheduling the bus. • Bills Anthem insurance, so Anthem members could have their mammogram covered by insurance. • Provides promotions for the event and will manage scheduling/reminders of appointments. • Sophisticated scheduling system for patients to schedule appointments. • No additional travel fees. 	<ul style="list-style-type: none"> • \$25 more per screening compared to PCMS for the insurance billing rate. • SJVIA must pay for unused screenings if the 25-exam minimum isn't met at any event. • Alinea works to avoid having to cancel due to mobile coach failure; however, issues can happen beyond their control. (An alternative is to have a room reserved in the building as a back-up plan in case the coach fails. The imaging equipment could be transferred to that room and continue the screenings.).

Pacific Coast Medical Services (PCMS)

Pros	Cons
<ul style="list-style-type: none"> • Digital screenings now available (analog equipment was used prior to 2017). • No additional travel fees. Travel fees are included in the screening cost. 	<ul style="list-style-type: none"> • Vendor does not have a mobile coach/bus for screenings. Organizations would need to secure rooms at each of the locations to hold the screenings. • Willing to offer the option to manage scheduling process; however, it does not seem as sophisticated as Alinea Imaging's scheduler. • SJVIA must pay for unused screenings if the 25-exam minimum isn't met at any event.

Summary and Recommendation

During Plan Years 2018 and 2019, SJVIA used Life Saving Images (LSI) for their mobile mammography services. Due to the significant and continuous issues, LSI was not considered as a vendor for the 2021 Mobile Mammography RFP.

Pacific Coast Medical Services has been used in the past (2016), but at the time, they did not have digital screening technology. Since then, 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.

Both vendors can provide the mobile mammography services for the SJVIA. Both vendors have pros and cons as summarized above. As presented in their proposals and following KeenanWell/Consulting 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.