

## COMMENT ON NEED DETERMINATION

### Comment on the Need Determination for a Mobile Dedicated PET Scanner in the *2018 State Medical Facilities Plan*

I'm Pam Robinette, Executive Director of Sales for InSight Imaging Mobile Solutions

InSight fully supports the the need determination for a statewide mobile dedicated PET scanner in the *2018 State Medical Facilities Plan*.

InSight is part of the the Center for Diagnostic Imaging (CDI), which operates fixed and mobile PET scanners across the U.S. and Canada including mobile PET services in 16 states. InSight has served North Carolina providers with mobile MRI services for more than 20 years, at hospitals, physician practices, and military facilities.

We believe our collaborative approach to providing mobile imaging services is unique compared to others in the industry. InSight partners with the host site providers, with a focus on educating physicians and patients. We provide OEM service for the equipment and are Joint Commission accredited. We offer flexible service schedules, competitive pricing and high quality service. We believe residents of North Carolina would benefit from InSight's approach to mobile PET services, and we hope to work with providers that need mobile PET services.

InSight agrees with the SHCC's decision to include an additional mobile dedicated PET scanner because there is a clear need for additional mobile PET capacity. The only two existing mobile PET scanners are owned by the same provider, and have been the only two mobile PET scanners in the entire state since the original need determinations 15 years ago, in the *2002 SMFP*.

Utilization of those scanners has steadily grown over the years, and we have heard from prospective host sites that they would like to initiate service or increase or change the service they have from the existing provider, but have been told that no additional time is available. Also, some sites only have limited service at inconvenient times, such as one half-day every other week, service on Sunday mornings or Saturday evenings, or service days and times that change often.

The proposed need determination provides an opportunity for competition in mobile PET service by allowing the approval of another mobile PET or PET/CT provider in the state. InSight believes that a competing provider would enhance the quality and lower the cost of the service, provide better, more collaborative service to customers, and also expand access to sites that need more capacity, especially those in more rural areas and those that cannot get enough time through the current provider.

For these reasons, InSight supports the need determination for another mobile PET scanner in NC. Thank you for the opportunity to speak on InSight's behalf.