

April 25, 2019

Donna Jerry, Senior Health Policy Analyst
Green Mountain Care Board
144 State Street
Montpelier, VT 05620

RE: Docket No. GMCB-005-17con, Replacement of Mobile MRI with Fixed MRI Unit and Related Construction/Renovation. Project Cost: \$3,191,912

Dear Donna:

On July 2, 2018 the Green Mountain Care Board (GMCB) issued a certificate of need (CON) to Northeastern Vermont Regional Hospital (NVRH) for the above referenced project. Construction is scheduled to begin on May 6, 2019. However, as explained below, NVRH is requesting approval to change the MRI scanner to be acquired from the Magnetom Aera model to an updated model, the Magnetom Sola.

The manufacturer of the Magnetom Aera scanner, Siemens, recently informed NVRH that we could upgrade to the Magnetom Sola MRI scanner at no additional cost. The purchase price will remain at \$1,385,769. The Magnetom Sola machine being acquired is a new, not refurbished, scanner. The Magnetom Sola acquisition includes a one year warranty at no cost. The annual service agreement fee for the Sola, starting in year 2, will increase by \$11,423, from \$115,560 to \$126,983. The annual service agreement fee for the chiller will decrease by \$1,500 from \$10,000 to \$8,500. Therefore, the net annual service agreement fee increase is only \$9,923.

Two documents are attached: The first provides a complete list of all equipment included with the Magnetom Sola scanner. The second document provides information on the service agreement, and fees, for both the scanner and chiller.

The Magnetom Sola scanner will fit physically into the space originally designed for the Magnetom Aera. Therefore, at this time we don't anticipate any significant increase in renovation costs for the project. However, the architects and engineers have not yet confirmed this.

The Magnetom Sola scanner offers many upgrades over the Magnetom Aera scanner. Following is a list of improvements NVRH will realize by switching from the Magnetom Aera to the Magnetom Sola scanner:

Newest Technology to the market - BioMartix Sensors, Tuners and Interfaces (full definitions in the Sola Quote.) Push-button exams with GO technologies. New magnet design with superior field Homogeneity

Upgraded- TIM Planning Suite Application
Upgraded- Shoulder coil to "Shoulder Shape 16"
Upgraded- Field of Vision increased to 50x50x50cm
Upgraded- Head/neck coil includes CoilShim technology for artifact reduction
Added-Spine Dot Engine Application
Added- Syngo TimCT FastView Application
Added - Advanced Cardiac incl._ Application
Added- Inline Composing syngo_ Application
Added- syngo Epert-i
Added- BioMatrix Dockable Table with BioMatrix and eDrive
Added- Abdomen Dot Engine Application
Added- Turbo Suite Essentials Application
Added- Tx/RX Knee 18_ Coil_ Increased from 16 to 18 channels and flared to accommodate larger knees with increased comfort.
Added- Head/Neck 20_ Coil_ Ability to tilt for patient need and increase from 16 to 20 channels.
Added- UltraFlex Small 18_ Coil
Added- Positioning Aids Shoulder and Ankle
Added- *Height Adjustable* MR workplace.
Added- System Start Timer
Added- Deluxe Foam Positioning Kit
Added- MRI Patient Audio System
Added- Additional Follow-up training hours (+8)
Added- Newest Version of Bayer MRI injector
Added- GOKnee3D_Application

In summary, NVRH is requesting approval to acquire a MRI scanner that is different than the one included in our CON application, which was issued on July 2, 2108. There is no change to the acquisition price and only minimal increase in the annual service cost. The newer Magnetom Sola scanner provides several improvements over the Magnetom Aera. Those improvements have been summarized in this document.

Please contact me with any questions regarding our request.

Sincerely,

Robert Hersey, CFO

cc: Shawn Tester, CEO