



NC DEPARTMENT OF  
**HEALTH AND  
HUMAN SERVICES**

ROY COOPER • Governor

KODY H. KINSLEY • Secretary

MARK PAYNE • Director, Division of Health Service Regulation

VIA EMAIL ONLY

March 20, 2023

Tina Hare Hinshaw

[thinshaw@allianceradiology-us.com](mailto:thinshaw@allianceradiology-us.com)

**Exempt from Review – Replacement Equipment**

**Record #:** 4158  
**Date of Request:** March 2, 2023  
**Business Name:** Alliance Healthcare Services, Inc.  
**Business #:** 60  
**Project Description:** Replace mobile MRI scanner  
**County:** Wake

Dear Ms. Hinshaw:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that the above referenced project is exempt from certificate of need review in accordance with G.S. 131E-184(a)(7). Therefore, you may proceed to acquire without a certificate of need the Siemens mobile MRI Aera 30 to replace the Siemens mobile MRI scanner Sym 71 (Legacy mobile asset). This determination is based on your representations that the existing unit will be sold or otherwise disposed of and will not be used again in the State without first obtaining a certificate of need if one is required.

It should be noted that the Agency's position is based solely on the facts represented by you and that any change in facts as represented would require further consideration by this office and a separate determination. If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,

Terris S. Riley, JD  
Project Analyst

Micheala Mitchell  
Chief

cc: Acute and Home Care Licensure and Certification Section, DHSR

NC DEPARTMENT OF HEALTH AND HUMAN SERVICES • DIVISION OF HEALTH SERVICE REGULATION  
HEALTHCARE PLANNING AND CERTIFICATE OF NEED SECTION

LOCATION: 809 Ruggles Drive, Edgerton Building, Raleigh, NC 27603  
MAILING ADDRESS: 809 Ruggles Drive, 2704 Mail Service Center, Raleigh, NC 27699-2704  
<https://info.ncdhhs.gov/dhsr/> • TEL: 919-855-3873

AN EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

February 27, 2023

Mr. Mike McKillip, CON Analyst  
Ms. Micheala Mitchell, Chief  
Health Planning and Certificate of Need Section  
2704 Mail Service Center  
Raleigh, NC 27699-2704

RE: Alliance Healthcare Services - Written Notice for Exemption from CON Review for Permanent Replacement of Mobile MRI Scanner Sym 71

Dear Ms. Mitchell and Mr. McKillip:

I am writing on behalf of Alliance Healthcare Services (“Alliance”) regarding the need to replace mobile MRI scanner Sym 71 (Legacy mobile asset) because this equipment does not match the needs of the host sites. This MRI scanner is an existing CON approved unit that was properly reported in the 2022 Equipment Inventory Form.

To optimize routes and host site needs, mobile MRI Sym 71 (Legacy mobile asset) will be removed from North Carolina and will be replaced by mobile MRI Aera 30. The replacement mobile MRI unit that will be brought into North Carolina as the permanent replacement.

This letter provides justification and written notice regarding the replacement equipment in accordance with NCGS 131 E-184. Alliance Healthcare Services also provides documentation that the replacement equipment conforms to the Certificate of Need laws and Administrative rules: G.S. 131E-184 (a) (7) Exemptions from review to provide replacement equipment 10A NCAC 14C.0303 Replacement Equipment Administrative Rules

### **Overview**

The existing mobile MRI scanner, Sym 71 (Legacy mobile asset) that needs to be replaced due to its age and condition, currently serves the following host site:

UNC Hospital Imaging & Spine Center  
1350 Raleigh Rd  
Chapel Hill, NC 27517

### **Compliance Documentation**

Compliance with G.S. 131E-176 (22a) Replacement Equipment Definition is evident because the Fair Market Value of the replacement MRI scanner is \$950k.



The replacement MRI equipment will be used for the same diagnostic purposes as the existing equipment. In addition, Alliance is providing prior written notice to the Department in accordance with G.S. 131E-184 (a) (7) Exemption from Review to provide replacement equipment.

Alliance Healthcare Services confirms that Sym 71 meets the definition of “currently in use” because this MRI scanner provided thousands of procedures at the above listed host site throughout the previous year. The replacement MRI scanner is comparable to the equipment being replaced because the replacement equipment will be used to acquire the same types of MRI images and data. Alliance Healthcare Services certifies that the replacement mobile MRI equipment will be used for the same diagnostic purposes as the existing MRI unit.

Please see the attached Equipment Comparison Form:

<b>NC CON Equipment Comparison</b>		
	<b>Existing Equipment Legacy Unit</b>	<b>Permanent Replacement Legacy Unit</b>
Type of Equipment (List Each Component)	MRI	MRI
Manufacturer of Equipment	Siemens	Siemens
Tesla Rate for MRIs	1.5T	15T
Model Number	Symphony	Aera
Serial Number		
Provider's Method of Identifying Equipment	Sym 71	Aera 30
Specify if Mobile or Fixed	Mobile	Mobile
Mobile Trailer Serial Number/VIN#	1M9A3A8244W022381	1S9AC4823LS834708
Mobile Trailer Serial Number/VIN#	NA No changes	NA No changes
Date of Acquisition of Each Component	2015	2022
Hold Title or Lease	Hold Title	Hold Title
Specify if Equipment Was/Is New or Used When Acquired	Used	New
Total Capital Cost of Project (no construction involved)	Already owned by Alliance	Already owned by Alliance
Total Cost of Equipment	NA	NA
Fair Market Value of Equipment	NA	\$950,000
Net Purchase Price of Equipment	NA	NA
Locations When Operated		
Number Days in Use/To be Used in NC Per Year	up to 365	up to 365
Percent of Change in Patient Charges (by procedure)	NA	0%
Percent of Change in Per Procedure Operating Expenses (by Procedure)	NA	0%
Type of Procedures Currently Performed on Existing Equipment	MRI	MRI
Type of Procedures New Equipment is Capable of Performing	MRI	MRI

Thank you for your review and consideration of this information. Please call me at 805.325.3078 if you have any questions.

Sincerely,

A handwritten signature in blue ink that reads "Tina Hair Hinshaw". The signature is fluid and cursive, with the first name "Tina" being the most prominent.

Tina Hair Hinshaw, MBA  
RVP, Mobile Operations Southeast Region  
805.325.3078  
[thinshaw@allianceradiology-us.com](mailto:thinshaw@allianceradiology-us.com)  
[tina.hinshaw@akumin.com](mailto:tina.hinshaw@akumin.com)

CC: Rodney Skelding, Manager of Operations Alliance Healthcare Services/Alliance Radiology/Akumin



## **MARKET VALUATION FOR ALLIANCE HEALTHCARE RADIOLOGY**

*Block Imaging International, Inc. a Michigan corporation having its office at 1845 Cedar St., Holt, MI 48842 has prepared this Market Valuation for Alliance Healthcare Radiology.*

*Date: February 28, 2023*

*Prepared for: Alliance Healthcare Radiology  
18201 Von Karman Avenue, Suite 600  
Irvine, California 92612  
Cathy Weinhold*

### **Profile of Equipment-**

**Unit Name:** Aera 30

Siemens 1.5T Aera Magnetom 24ch

**Software Version:** VE11E

**Software Features:** TGSE Package, Spectroscopy SV, 3D MIP, 3D SSD, 3D Volume of Interest, 3D Usage, Worklist, Argus Main, Argus VF Analysis, Chemical Shift Imaging, Interactive Realtime, Spectroscopy PostP, iPATplus, Advanced Function, MPPS, MR Composer Spine, Inline Diffusion, Inline Perfusion, Tim Application Suite, CISS/DESS, Syngo General License, Syngo security, 3D distortion correction, Inline Composing, Diff Tensor Calc, Diff Tensor Imaging, DTI evaluation, Tim Planing Suite, Inline 3D Distortion Corr, SWI, BLADE, Image Filter, Dynamic 3D, TimCT Fast View, PhoenixZIP, DTI Tractography, Native, Argus 4DVF, MR Inline VF, Auto Align Head LS, Optimized Protocols, AutoAlign Knee, Spectroscopy: 3D CSI, Extended Cardiac, Auto Bolus Detection, Brain WF, Abdomen WF, Knee WF, Cardiac WF, Angio Single/multi, Basic WF, MR Neuro Local AIF, XJ Gradients, 3D ASL, Motion Correction NR, Breast WF, Spine WF, Hip WF, Shoulder WF, AutoAlign Spine, AAL Spine L&N, AutoAlign Shoulder, AutoAlign Hip, RESOLVE, Morpho QC, Breast Dynamic, SEMAC, View Sharing, Radial, Red Motion Sens, Dixon Evaluation, Liver Segmentation, HISTO, Cardiac Mapping, QISS Native Angio, q-Space, Turbo Suite Essential, Flow Quantification, Argus Flow Analysis

**Table weight limit:** 550 lbs

**Bore size:** 70 cm

**Coils:** Wrist Coil, Flex Coil (Large/Small), Ankle Coil, Shoulder Coil (Large/Small), Body Coil, Head Neck Spine Coil, Knee Coil

**Trailer:** 2020 Advanced Mobility by Kentucky Trailer

**Trailer VIN:** 1S9AC4823LS834708

**FMV: \$850,000-\$950,000**

*The Fair Market Value represented is what Block Imaging considers the median range for an “in-place” asset provided the information presented. Other factors must be considered in valuing what the unit is worth to Alliance Healthcare Radiology or via orderly liquidation. The replacement value of this unit would include the following items not accounted for in this FMV – site preparation, delivery, installation and service agreements.*

**Prepared By:**

*Becky Wotring*

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**Title:**

*Product Support Team Lead*

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**Date:**

*February 28, 2023*

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*Block Imaging International, Inc. makes every effort to evaluate and produce the most current and accurate information possible, however, NO WARRANTIES, EXPRESS OR IMPLIED ARE PROVIDED FOR THE DATA HEREIN, ITS USE OR INTERPRETATION. Block Imaging International, Inc. is not a licensed appraiser and Buyer's acceptance of this Agreement shall act as an acknowledgment of that fact and that Block Imaging International, Inc. shall have no liability for the quality, completeness, accuracy, or adequacy of the data.*

**From:** [Mitchell, Micheala L](#)  
**To:** [Stancil, Tiffany C](#)  
**Cc:** [Mckillip, Mike](#); [Hale, Gloria](#)  
**Subject:** FW: [External] Exemption for Sym71 (Legacy) Replacement  
**Date:** Thursday, March 2, 2023 4:21:49 PM  
**Attachments:** [AR\\_NCCON\\_Aera30\\_Permanent Replacement of Sym 71\\_02272023\\_FINAL.pdf \(1\).pdf](#)

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Tiffany would you mind logging this as an exemption and assigning it to Terris?

Thanks,

Micheala Mitchell, JD  
[NC Department of Health and Human Services](#)  
[Division of Health Service Regulation](#)  
Section Chief, Healthcare Planning and CON Section  
809 Ruggles Drive, Edgerton Building  
2704 Mail Service Center  
Raleigh, NC 27699-2704  
Office: 919 855 3879  
[Micheala.Mitchell@dhhs.nc.gov](mailto:Micheala.Mitchell@dhhs.nc.gov)

Don't wait to vaccinate. Find a COVID-19 vaccine location near you at [MySpot.nc.gov](https://MySpot.nc.gov).  
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**From:** Tina Hinshaw <[Tina.Hinshaw@akumin.com](mailto:Tina.Hinshaw@akumin.com)>  
**Sent:** Thursday, March 2, 2023 2:22 PM  
**To:** Mckillip, Mike <[mike.mckillip@dhhs.nc.gov](mailto:mike.mckillip@dhhs.nc.gov)>; Mitchell, Micheala L <[Micheala.Mitchell@dhhs.nc.gov](mailto:Micheala.Mitchell@dhhs.nc.gov)>; Emanuel, Andrea N <[andrea.emanuel@dhhs.nc.gov](mailto:andrea.emanuel@dhhs.nc.gov)>  
**Cc:** Rodney Skelding <[rodney.skelding@akumin.com](mailto:rodney.skelding@akumin.com)>; Tina Hinshaw <[tina.hinshaw@akumin.com](mailto:tina.hinshaw@akumin.com)>  
**Subject:** [External] Exemption for Sym71 (Legacy) Replacement

**CAUTION:** External email. Do not click links or open attachments unless you verify. Send all suspicious email as an attachment to [Report Spam](#).

Please see attached documentation to replace Sym 71 (Legacy MRI) with Aera 30. If you have any questions, please let me know.

Regards,  
Tina  
Tina Hair Hinshaw  
RVP Mobile Operations, Southeast  
805.325.3078 (cell)  
[Tina.Hinshaw@Akumin.com](mailto:Tina.Hinshaw@Akumin.com)

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