



Fuentes, Carlos <carlos.fuentes1@iowa.gov>

Re: Vendor Renewal Survey for MA 21395A **Contract Expires 6/30/2025**

1 message

Catherine Bergmann <cbergmann@biotechxray.com>

Wed, Jun 11, 2025 at 3:28 PM

To: "Fuentes, Carlos" <carlos.fuentes1@iowa.gov>, Catherine Bergmann <cbergmann@biotechxray.com>

Hi Carlos,

We would love to continue to be your imaging provider for all of our IA Prisons. I have not heard of any complaints from the facilities that were not rectified. Our new Certificate of Insurance will be available to me in a few weeks, but I've attached the one that is good through the end of June and will send over the new one once I receive it. I believe we need to clarify a few items, see #3, listed below. Please call me at 563-343-2084 if you have questions or want to discuss further so we can wrap this up before your vacation.

Would you like statistical reports for each facility from 07/01/2024-06/30/2025?

1. Do you approve or reject the renewal for the next 12 months under the same terms and conditions? [I would like to propose an amended contract for renewal.](#)
2. Do you understand that a price adjustment may result in the decision to rebid this contract? [Yes, I understand. We would like to propose a new price for only the x-ray exams, a \\$5 increase. Our cost of technologist wages has significantly increased.](#)
3. Are there changes, additions or products that have been discontinued on this contract? If yes, list them here:
 - [Propose cost increase for x-ray exams Line item #4, from \\$95 per CPT code to \\$100 per CPT code](#)
 - [Propose cost increase for employee x-ray exams Line item #5, from \\$50 per CPT code to \\$55 per CPT code](#)
 - [Propose cost increase for non-scheduled x-ray exams Line item #6, from \\$195 per CPT code to \\$200 per CPT code. This is a combination of a \\$100 non-schedule exam fee and the \\$100 exam cost](#)
 - [Line item #7 Echocardiogram service is not available at this time, we will notify facilities if changes happen](#)
 - [Line item #2 & # 3, Ultrasound/Doppler scheduled services are currently available, this could change pending staffing, the facilities would be notified](#)
 - [This contract covers all of the Iowa Prisons. North Central transports patients to Ft. Dodge for service. Includes back up x-ray coverage for IVH if our staffing is available, and Ultrasound/doppler when available, a scheduled service](#)
 -
 - [BTX has been in business for 31 years](#)
 - [BTX Iowa, Inc. Address is: 4309 NW Urbandale Drive # 118 Urbandale, IA 50322-7910](#)

4. Please send a copy of your Certificate of Insurance.
The Certificate Holder box shall state:
State of Iowa - Department of Administrative Services
[1305 East Walnut Street](#)
[Des Moines, IA 50319](#)

Hi Carlos,

We are very interested in continuing to provide imaging services for all Iowa prisons. We believe any past issues have been successfully resolved.

Regarding the renewal of Master Agreement 21395A, we have a few points to clarify:

1. While we would like to continue our partnership, we would like to propose an amended contract for the next 12 months.
2. Yes, we understand that a price adjustment could lead to a rebid. We are proposing a \$5 increase specifically for the x-ray exams due to a significant rise in technologist wages. This would affect the following line items:
 - * X-ray exams (line item #1): from \$95 to \$100 per CPT code

- * Employee x-ray exams (line item #5): from \$50 to \$55 per CPT code
 - * Non-scheduled x-ray exams (line item #6): from \$195 to \$200 per CPT code (this includes a \$100 non-schedule fee and the \$100 exam cost).
3. Please note the following changes/clarifications to services:
- * Echocardiogram service (line item #7) is currently unavailable. We will inform the facilities if this changes.
 - * Scheduled Ultrasound/Doppler services (line items #2 & #3) are currently available but may change based on staffing. Facilities will be notified of any changes.
 - * This contract covers all Iowa prisons. Please note that North Central transports patients to Ft. Dodge for services. We also provide backup x-ray coverage for IVH when our staffing allows, and scheduled Ultrasound/Doppler services when available.

The current Certificate of Insurance, valid through the end of June, is attached. Our new certificate should be available in a few weeks, and I will send it to you as soon as I receive it.

Would you like to receive statistical reports for each facility covering the period from July 1, 2024, to June 30, 2025?

For your records, BTX Iowa, Inc. has been in business for 31 years, and our Iowa address is [4309 NW Urbandale Drive #118, Urbandale, IA 50322-7910](#).

Please let me know if you have any questions or would like to discuss these points before your vacation. You can reach me at 563-343-2084.

Thank you,
Catherine

Most Sincerely,
Catherine Bergmann

My working hours may not be your working hours. Please do not feel obligated to reply outside of your normal work schedule.



Catherine Bergmann

VP Client Operations, VP N Region
Direct: 563-343-2084
Exam Orders: 877-909-9729
<http://www.biotechxray.com>

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On Wed, Jun 11, 2025 at 11:00 AM Fuentes, Carlos <carlos.fuentes1@iowa.gov> wrote:

I am reviewing the renewal of the Master Agreement 21395A between the State of Iowa. The current agreement is attached for your review. Please get back to me NLT 6/16/2025 as I will be out of the office from 6/19/25 to 7/3/25 and the renewal would need to be "executed"(signed by both) prior to the expiration date.

- 1. Do you approve or reject the renewal for the next 12 months under the same terms and conditions?
- 2. Do you understand that a price adjustment may result in the decision to rebid this contract?
- 3. Are there changes, additions or products that have been discontinued on this contract? If yes, list them here:

4. Please send a copy of your Certificate of Insurance.
 The Certificate Holder box shall state:
 State of Iowa - Department of Administrative Services
 1305 East Walnut Street
 Des Moines, IA 50319

5. If Quarterly Sales Report and/or Administration Fee are overdue, the contract will not be renewed until this has been completed. If not received by the expiration date of the contract it will expire and be rebid.

Not applicable

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Carlos Fuentes
Statewide Procurement Officer
 Central Services Enterprise
 Iowa Department of Administrative Services
 1305 East Walnut Street, Des Moines, IA 50319
 515-240-2698
carlos.fuentes1@iowa.gov
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 **State of Iowa - Department of Administrative _BioTech X-Ray, Inc._ BTX Iowa, Inc._Certificate of Liability _6-11-2025_804441971.pdf**
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