

ENGAGEMENT IN PROGRESS

Replacing an MRI inside an apartment building

Ogama Radiology Center needed a new MRI, but its suite was never designed for a modern magnet. Mescura, acting as its buying office with technical partner BMEC, turned a broad requirement into a short, ranked list tested against the real building, before any price was negotiated.

4	2	1	5
1.5T systems shortlisted	sealed, ventless magnets ranked first	gate: no negotiation before site fit is confirmed	parties coordinated by one buying office
Client	Ogama Radiology Center		
Mescura's role	Buying office: research, comparison and coordination		
Technical partner	BMEC: technical and on-site expertise; potential equipment source and warranty provider for any refurbished unit		
Equipment to replace	Neu-soft Super-open 0.23T permanent-magnet MRI		
Decision owner	Ogama Radiology Center owns the requirement and the final decision		
Status	Site Fit Report (version 2) issued; BMEC inventory check and vendor verification to follow		

The challenge

The existing Neu-soft Super-open 0.23T cannot be revamped, so replacement is the only route. The difficulty is not choosing an MRI in the abstract. It is finding a system that can be delivered to, installed in and, where necessary, vented from an existing apartment-building suite. Three engineering questions decide what is possible:

- **Floor load:** the building must carry the weight of the new magnet.
- **Helium venting:** any vent pipe needs a route out of the building.
- **Fringe field:** the magnetic field affects neighbors and needs sign-off.
- **Removal:** the old magnet must be decommissioned and taken out in a heavy-lift operation.

Each point requires engineering sign-off, so Mescura tested every option against the room before comparing prices.

Mescura's approach: the six-step procurement workflow

01 Define the requirement	02 Research suppliers	03 Compare fit	04 Coordinate verification	05 Support the decision	06 Coordinate delivery
Complete	Complete	Complete	In progress	Not started	Planning

Step	What Mescura did, or is doing	Status
01 Define the technical requirement	Replacement of a 0.23T unit that cannot be revamped. The suite was measured on site by BMEC's engineer and the findings recorded in the Site Fit Report (version 2).	Complete
02 Research suitable suppliers	Four 1.5T systems shortlisted. Sourcing options cover new units, BMEC inventory and refurbishment under BMEC's warranty. Availability in Egypt, new or used, is still being verified.	Complete
03 Compare product and commercial fit	Systems ranked on weight, helium venting and delivery risk rather than floor area (see the table below). Commercial terms are handled in step 05.	Complete
04 Coordinate verification	BMEC inventory check. Each model checked against its vendor's site planning guide and the measured room. Reuse of the RF shield, flooring and power supply to be confirmed with the chosen vendor.	In progress
05 Support the buying decision	Final recommendation to Ogama. Then negotiation of price, payment terms, lead time and warranty, including BMEC's warranty on any refurbished unit. Total cost comparison, with local service, spare parts and support assessed for each model.	Not started
06 Coordinate delivery	Removal of the old magnet (rigging plan prepared with BMEC), the delivery route into the building, and alignment of client, BMEC, vendors, Neu-soft and the structural engineer.	Planning

Gate. No model is negotiated until it is confirmed to fit the suite. The final recommendation to Ogama sits between steps 04 and 05. No dates are shown because none have been set.

Options analysis

Mescura ranked four 1.5T systems, placing the two sealed, ventless magnets first. Weight, venting and delivery risk mattered more than floor area in a constrained suite.

Model	Magnet	Weight or size	Helium vent pipe	Mescura's note
1. Philips Ingenia Ambition 1.5T X	Sealed BlueSeal, about 7 L helium	Magnet about 2,050 kg (typical)	None needed	Lightest of the three systems whose weights are known.
2. GE SIGNA Sprint with Freelenium	Sealed Freelenium, under 1% of normal helium	Weight not yet found; up to 34% less minimum equipment-room space	None needed	Newly cleared, so price and local support need checking.
3. Siemens MAGNETOM Essenza	Zero helium boil-off	Magnet about 3.5 t; system length 145 cm	Not stated in source; to confirm	A 2007 design, so a used or refurbished unit; probably needs a vent pipe.
4. Siemens MAGNETOM Sola	1.5T	Installed magnet 3,982 kg; transport about 4,200 kg	Not stated in source; to confirm	Modern system; its planning example shows the delivery route must be planned early.

Each model must still be checked against its vendor's site planning guide. Every figure is tied to its source, and figures not yet verified are labeled as such.

Decommissioning the existing magnet

The Neu-soft Super-open 0.23T weighs approximately 13,450 kg. This is a web-search figure not yet confirmed by the manufacturer, so removal is treated as a heavy-lift operation that requires a rigging plan. Mescura will request the site drawing and weight from Neu-soft, prepare the plan with BMEC, and confirm with the chosen vendor whether the existing RF shield, flooring and power supply can be reused.

Findings and recommendation

Replacement is the only viable option. The Philips Ingenia Ambition 1.5T X and the GE SIGNA Sprint with Freelenium fit best because their sealed magnets need no helium vent pipe, with the two Siemens systems as alternatives.

This is a recommendation to shortlist, not to purchase. Fit at the existing site, price, availability in Egypt and local service remain unconfirmed.

Next steps

1. Consult BMEC on its inventory and, if needed, on market sourcing for refurbishment under BMEC's warranty.
2. Check each shortlisted model against its vendor's site planning guide.
3. Confirm the old magnet's weight with Neu-soft and prepare the removal plan.
4. Report back to Ogama Radiology Center with a final recommendation, then negotiate price, payment terms, lead time and warranty.

What this case demonstrates

Mescura's value came before any quotation: it turned a broad requirement into a short, ranked list tested against the real building.

- **Requirement first.** The brief was built from a site measurement by BMEC's engineer.
- **Realistic alternatives.** The plan covers new units, BMEC inventory and refurbishment under BMEC's warranty.
- **Beyond headline price.** Options were compared on weight, venting, delivery route and service.
- **Transparency.** Each figure is tied to its source, and open risks and confirmation steps are stated.
- **One coordinator.** Mescura links the client, BMEC, the vendors, Neu-soft and the structural engineer.

Have a similar requirement?

Request a sourcing quote through the Mescura website and tell us the product, quantity, destination and timing.

The engagement remains open, so the final model, price and delivery are not yet part of this case.